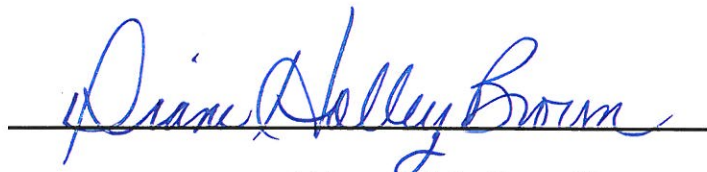


# NOTICE

Please note that this bid from Phamatech Inc. for HHR17\*6 was received at the Purchasing Division office prior to the established bid opening date and time on April 25, 2017, but was not loaded properly within wvOASIS at the public bid opening. This bid has since been loaded and is now posted.



Diane Holley-Brown  
Assistant Purchasing Director



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 8

List View

### General Information

### Contact

### Default Values

### Discount

### Document Information

Procurement Folder: 304711

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0506

Vendor ID: 000000175568

SO Doc ID: HHR1700000006

Legal Name: PHAMATECH INC

Published Date: 4/17/17

Alias/DBA:

Close Date: 4/25/17

Total Bid: \$331,250.00

Close Time: 13:30

Response Date: 04/24/2017

Status: Closed

Response Time: 20:43

Solicitation Description: Addendum 1-OPEN END  
CONTRACT FOR DRUG AND

Total of Header Attachments: 8

Total of All Attachments: 8



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Solicitation Response

Proc Folder : 304711

Solicitation Description : Addendum 1-OPEN END CONTRACT FOR DRUG AND ALCOHOL TESTING

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-04-25 13:30:00	SR 0506 ESR04241700000005146	1

**VENDOR**

000000175568  
PHAMATECH INC

Solicitation Number: CRFQ 0506 HHR17000000006

Total Bid : \$331,250.00 Response Date: 2017-04-24 Response Time: 20:43:26

Comments:

**FOR INFORMATION CONTACT THE BUYER**

Charles D Barnette  
(304) 558-2566  
charles.d.barnette@wv.gov

Signature on File

FEIN #

DATE

All offers subject to all terms and conditions contained in this solicitation



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Pre-Employment Drug Testing - Laboratory Screen	765.00000	TEST	\$150.000000	\$114,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description :	Pre-Employment Drug Testing - Laboratory Screening - Section 1.1.A
------------------------	--

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Pre-Employment Alcohol Testing	765.00000	TEST	\$150.000000	\$114,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description :	Pre-Employment Alcohol Testing Section 1.1 B
------------------------	--

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Reasonable Suspicion Drug Testing - On-Site Screen	185.00000	TEST	\$150.000000	\$27,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description :	Reasonable Suspicion Drug Testing - On-Site Screen Section 1.2 A
------------------------	--

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Reasonable Suspicion Drug Testing - Laboratory Screen	185.00000	TEST	\$150.000000	\$27,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description :	Reasonable Suspicion Drug Testing - Laboratory Screen Section 1.2 B
------------------------	---

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Reasonable Suspicion Alcohol Testing	185.00000	TEST	\$150.000000	\$27,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Reasonable Suspicion Alcohol Testing Section 1.2 C

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Post-Accident Drug Testing - On-Site Screen	2.00000	TEST	\$150.000000	\$300.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Post-Accident Drug Testing - On-Site Screen Section 1.3.A

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Post-Accident Drug Testing - Laboratory Screen	2.00000	TEST	\$150.000000	\$300.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Post-Accident Drug Testing - Laboratory Screen Section 1.3 B

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Post-Accident Alcohol Testing	2.00000	TEST	\$150.000000	\$300.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Post-Accident Alcohol Testing Section 1.3 C

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Return to Work Drug Testing -Laboratory Screen	25.00000	TEST	\$150.000000	\$3,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Return to Work Drug Testing - Laboratory Screen Section 1.4 A

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Return to Work Alcohol Testing	25.00000	TEST	\$150.000000	\$3,750.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Return to Work Alcohol Testing Section 1.4 B

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Collection Expert Testimony	10.00000	HOURL	\$100.000000	\$1,000.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Collection Expert Testimony Section 4.1.1.17.1

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Laboratory Expert Testimony	10.00000	HOURL	\$200.000000	\$2,000.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Laboratory Expert Testimony Section 4.1.1.17.2

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	MRO Expert Testimony	10.00000	HOUR	\$200.000000	\$2,000.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : MRO Expert Testimony Section 4.1.1.17.3

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Collection Expert Testimony at Deposition	10.00000	HOUR	\$100.000000	\$1,000.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Collection Expert Testimony at Deposition Section 4.1.1.17.4

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Laboratory Expert Testimony at Deposition	10.00000	HOUR	\$200.000000	\$2,000.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : Laboratory Expert Testimony at Deposition Section 4.1.1.17.5

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	MRO Expert Testimony at Deposition	10.00000	HOUR	\$200.000000	\$2,000.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : MRO Expert Testimony at Deposition Section 4.1.1.17.6

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Blind Performance Tests (One per Quarter)	4.00000	TEST	\$25.000000	\$100.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description :	Blind Performance Tests (One per Quarter) Section 4.1.2.8



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April 19, 2017

State of West Virginia  
Department of Administration – Purchasing Division  
2019 Washington Street E  
Charleston, WV 25305

RE: CRFQ HHR1700000006 - Drug and Alcohol Testing Services

Dear Mr. Charles D. Barnette,

Thank you for the opportunity to support the goals of the Department of Health and Human Resources by providing a legally defensible turn-key select employee drug testing program.

PHAMATECH is a leading expert in providing DRUG AND SUBSTANCE TESTING SERVICES and is a SAMHSA Certified Laboratory as well as CLIA and CAP – FUDT certified. Currently, PHAMATECH performs laboratory-based drug of abuse testing for more than 80,000 specimens per month and has the capacity, equipment and resources to accommodate testing for more than 160,000 specimens per month.

Relying on sophisticated, state-of-the-art technology, PHAMATECH provides valuable, reliable, on-site and laboratory test results at truly affordable prices.

PHAMATECH has a deep knowledge in providing clinical and forensic drug testing services to numerous corporations, third party administrators, and professional health clinics, federal, state, county and local governments all over the United States since 1996. In 1998, PHAMATECH revolutionized drug testing by receiving the first FDA-clearance in the United States of an over-the-counter drug test. Since then PHAMATECH has become the sales leader in this category, currently selling over 1 million drug test devices to consumers annually.

PHAMATECH is the only company in the United States that is federally licensed by the Substance Abuse and Mental Health Services Administration, (SAMHSA), with its own manufacturing facility of medical diagnostic screening devices (drug test kits, pregnancy, ovulation, etc.).

Our drug testing services include random donor selection, urine specimen collection and storage, breath alcohol testing, courier services, laboratory analysis with or without expert witness testimony, Medical Review Officer (MRO) services, web-based result reporting and statistical reporting. PHAMATECH specializes in high volume screening and confirmation testing.

With 25 years of experience, all our programs are in accordance with requirements of the governing body and or with federal, state, and municipal regulations. PHAMATECH staff are experts on compliance and monitoring issues and we help our clients become experts, too. We pass on our expertise by offering expert consultation and training, in addition to our substance abuse testing.

Since our founding, PHAMATECH has provided drug and alcohol testing services continuously evolving to meet the needs of our diverse client base of law enforcement agencies, state and municipal governments both domestically and internationally. Today, we offer a full range of services related to managing substance abuse testing programs.

PHAMATECH believes teamwork is the key to success. Providing unparalleled service and support to our clients and partners, we achieve and maintain loyal alliances unmatched in the industry. With Phamatech's many years of experience in providing customized drug testing programs combined with our expertise in maintaining legal defensibility and adhering to all applicable regulatory mandates, we believe Phamatech is the best choice for providing the services required in this CRFQ.

Our objective is to be the best in the industry.

Sincerely,



Dana M Conde

Contract Manager





STATE OF WEST VIRGINIA  
Purchasing Division  
**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Phamatech, Inc. Dana M Conde / Contract Manager

Authorized Signature: *Dana M. Conde* Date: April 25, 2017

State of California

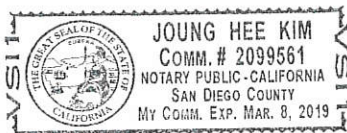
County of San Diego, to-wit:

Taken, subscribed, and sworn to before me this 24th day of April, 2017.

My Commission expires 03108, 2019

**AFFIX SEAL HERE**

**NOTARY PUBLIC**



*Joungh Hee Kim*

Purchasing Affidavit (Revised 08/01/2015)



## State of West Virginia

# VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

**1. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,  
☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification;  
☐ Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **or**,  
☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,

**2. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

**3. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or**,

**4. Application is made for 5% vendor preference for the reason checked:**

- ☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,

**5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

- ☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,

**6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

- ☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

**7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**

- ☒ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

**Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.**

Bidder: Phamatech, Inc.

Signed: \_\_\_\_\_

Date: April 24, 2017

Title: DanaMConde/Contract Manager

THIS CERTIFIES THAT

# Phamatech, Incorporated



\* Nationally certified by the: **PACIFIC SOUTHWEST MINORITY SUPPLIER DEVELOPMENT COUNCIL**

\*NAICS Code(s): 325413; 424210; 541380; 621511

\* Description of their product/services as defined by the North American Industry Classification System (NAICS)

05/12/2016

**Issued Date**

05/31/2017

**Expiration Date**

AZ01422

**Certificate Number**

A handwritten signature in black ink, reading "Joset Wright-Lacy".

Joset B. Wright-Lacy

A handwritten signature in black ink, reading "Scott Gregory".

Scott Gregory, President & CEO

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

**Certify, Develop, Connect, Advocate.**


\* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®



**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Senior Account Manager  
\_\_\_\_\_  
(Name, Title)  
Krystina Blas / Senior Account Manager  
\_\_\_\_\_  
(Printed Name and Title) 15175 Innovation Drive, San Diego, CA 92128  
\_\_\_\_\_  
(Address) 888-635-58430 / 858-635-5843  
\_\_\_\_\_  
(Phone Number) / (Fax Number) kblas@phamatech.com  
\_\_\_\_\_  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Phamatech, Inc.  
\_\_\_\_\_  
(Company)  
  
\_\_\_\_\_  
(Authorized Signature) (Representative Name, Title)

Dana M Conde / Contract Manager  
\_\_\_\_\_  
(Printed Name and Title of Authorized Representative)

April 19, 2017  
\_\_\_\_\_  
(Date)

888-635-5840 / 858-635-5843  
\_\_\_\_\_  
(Phone Number) (Fax Number)



State of West Virginia  
CRFQ HHR1700000006  
Drug and Alcohol Testing Services

## RESPONSE TO SPECIFICATIONS

3. **QUALIFICATIONS: BID MUST CONTAIN AN AFFIRMATIVE RESPONSE TO EACH ENUMERATED SPECIFICATION. BLANKET STATEMENTS OF COMPLIANCE ARE NOT ACCEPTABLE.** Vendor, or Vendor's staff if requirements are inherently limited to individuals rather than corporate entities, shall have the following minimum qualifications:

3.1. Prior to the award, Vendor must provide proof that it is a qualified drug and alcohol testing vendor as required by Title 49 CFR Part 40, with a minimum of five (5) years' business experience in drug and alcohol testing.

Phamatech is a SAMHSA certified laboratory and has provided employee drug and alcohol testing services for over 25 years including many government agencies testing under strict Department of Transportation regulations (Title 49 CFR Part 40).

Please see TAB C – Certifications & Licenses

PHAMATECH is currently providing drug testing products and services to a large number of government agencies including the following:

- ❖ United States Federal Bureau of Prisons, Nationwide (2007 – current)
- ❖ Broward County Sheriff's Office, Florida, (2008 – current)
- ❖ San Francisco Bay Area Rapid Transit, California (2009 – current)
- ❖ Pennsylvania Turn Pike Commission (2013 – current)
- ❖ Santa Clara Valley Transportation (2009 –current)

3.2. If any portions of the program will be subcontracted, vendor must identify in the bid those subcontractors that it intends to use and the portions of the program to be assigned to each. If no subcontractors will be used, that must be stated in the bid. Subcontracting is permissible with written approval of the agency, DHHR and the Vendor.

As a SAMHSA certified laboratory and ISO 13485:2003 certified U.S. manufacturer of on-site test devices, Phamatech can easily provide all laboratory services and on-site test devices as required under this CRFQ.

Please see TAB C – Certifications and Licenses

Phamatech will also provide collection supplies; shipping and handling; reports; training.

Services that will be subcontracted are as follows:

MOBILE SPECIMEN COLLECTION – Please see TAB D - for Mobile Specimen Collection and contact information



**CERTIFIED MEDICAL REVIEW OFFICER – Please see TAB E- for MRO certifications and contact information**

4. **MANDATORY REQUIREMENTS: BID MUST CONTAIN AN AFFIRMATIVE RESPONSE TO EACH ENUMERATED SPECIFICATION. BLANKET STATEMENTS OF COMPLIANCE ARE NOT ACCEPTABLE.** Contract Services must meet or exceed the mandatory requirements listed below.

4.1 Vendor Mandatory Contract Services Requirements and Deliverables:

4.1.1 General Requirements

4.1.1.1 Vendor must provide scheduled service Monday through Friday, between 7:00 am and 5:00 pm.  
**Phamatech will provide scheduled service during the requested time frame.**

4.1.1.2 Vendor must provide 24-hour un-scheduled specimen collection for reasonable suspicion/for cause testing on an as-needed basis.

**Phamatech will provide 24-hour un-scheduled specimen collection.**

4.1.1.3 Vendor must arrive on location and be ready to conduct reasonable suspicion/for cause testing within two (2) hours of the request for testing. This includes testing at DHHR offices/facilities, and/or other locations as needed.

**Phamatech will provide mobile collection arriving on location and ready to conduct testing within two (2) hours of the request for testing. This includes DHHR offices/facilities and/or other locations as needed.**

4.1.1.4 Vendor must provide for an account manager (or designee) to be available 24 hours a day, 7 days a week to answer questions and resolve problems.

**Phamatech will provide a senior account manager to be available 24/7 to answer questions and resolve problems. The State will be given a cell number for after-hours contact with the senior account manager as needed.**

**Please see TAB F – Key Personnel (Krystina Blas – Senior Account Manager)**

4.1.1.5 Vendor must supply an emergency telephone number to be used by each testing location to provide specimen collection services after regular office hours.

**Phamatech will supply an emergency telephone number to be used after regular office hours. The State will be given a cell number for after-hours contact with the senior account manager as needed.**

4.1.1.6 Vendor must ensure that strict rules of confidentiality are maintained at all times. All test results and material acquired shall become the property of DHHR and the State of West Virginia. Information must not be released to any other party without prior express written consent of DHHR.

**Phamatech will ensure that strict rules of confidentiality are maintained at all times; information will not be released to any other party without prior written consent from DHHR.**





State of West Virginia  
CRFQ HHR1700000006  
Drug and Alcohol Testing Services

**Phamatech is a SAMHSA certified lab and therefore one of the few laboratories that are qualified to perform DEPARTMENT OF TRANSPORTATION testing under Title 49 CFR Part 40 regulations. In order to maintain this certification, Phamatech must also adhere to very strict HIPAA guidelines.**

4.1.1.7 Vendor must maintain records related to the performance of work under this agreement in accordance with 49 CFR Part 40, and accepted professional practice and appropriate accounting procedures.

**Phamatech will maintain records related to the performance of work under this agreement in accordance with 49 CFR Part 40, and accept professional practice an appropriate accounting procedures.**

4.1.1.8 Vendor shall maintain records pertaining to the contract for five (5) years following the end of the contract period.

**Phamatech will maintain records pertaining to the contract for five (5) years following the end of the contract period.**

4.1.1.9 Vendor must provide copies of any and all records held in performance of this agreement within 10 days of written notice by DHHR's Director of the Office of Human Resources Management, or his/her designee.

**Phamatech will provide copies of any and all records held in performance of this agreement within 10 days of written notice by DHHR's Director or designee.**

4.1.1.10 Vendor must provide computer software or a secured internet- based result reporting system at no cost to DHHR for tracking, management, and record maintenance of the DHHR program. The software or internet-based result reporting utilized must contain all necessary components to permit the MRO's report to be submitted and contained in the database. Vendor must provide DHHR with inquiry access to the software or internet-based result reporting from a DHHR personal computer located in the Office of Human Resources Management, or other designated location.

**Phamatech has decided to utilize a fully licensed Medical Review Officer to review all results. Doctors Review Service (DRS) are certified by the American Association of Medical Review Offices (AAMRO).**

**DRS usually receives our test results electronically via FTP. Depending on the preferences of the client, DRS can report test results via the following methods:**

- ☐ Secured email
- ☐ Web based
- ☐ Fax

**Options apply to both positive and negative results; software or web-based result reporting will contain all necessary components to permit the MRO's report to be submitted and contained in the database and DHHR will be able to access the information from a DHHR personal computer.**

4.1.1.10.1 Vendor may be required to demonstrate in person at no cost to DHHR all functions relative to program tracking, management, and record maintenance in the Office of Human Resources Management.



State of West Virginia  
CRFQ HHR1700000006  
Drug and Alcohol Testing Services

**Phamatech acknowledges and agrees.**

DHHR reserves the right to determine acceptability based on the security of transmission along with the limit of access to any transmission, storage, or retrieval systems and to approve or reject software or internet-based result reporting.

**Phamatech acknowledges and agrees.**

4.1.1.10.2 At the time of bid, Vendor is required to identify the software or internet-based result reporting system proposed for use under this contract. Such system must be secure and provide for the protection of confidential information (including, but not limited to, personally identifiable information (PII), any information protected by HIPPA, and all other such information protected by applicable state and federal laws). If it should be discovered that the software or reporting system lacks these protections, DHHR reserves the right to (1) demand that the Vendor immediately utilize another system, or (2) immediately terminate the contract.

**DRS Services (MRO) will receive Lab Reports from Phamatech and electronically Review lab reports for integrity, authenticity, interpret lab results, which includes verification of lab positives and report the lab reports to DHHR. DHHR will access the MRO's internet based result reporting system for test results.**

**All of DRS systems were developed internally and are secure. Their internet based result reporting is on a secure site with a certificate issued by Network Solutions. Additionally, logon requires the use of complex passwords.**

4.1.1.11 When submitting invoices for payment, Vendor must provide a detailed written summary of the testing program activity that accompanies and supports each invoice.

**Phamatech acknowledges and agrees.**

4.1.1.12 Vendor must follow the US Department of Transportation collection protocols provided in 49 CFR Part 40 with respect to conducting workplace drug and alcohol testing, for collecting and storing urine specimens, testing for drugs and alcohol, and ensuring confidentiality.

**Phamatech is a SAMHSA certified lab and therefore one of the few laboratories that are qualified to perform DEPARTMENT OF TRANSPORTATION testing under Title 49 CFR Part 40 regulations. In order to maintain this certification, Phamatech must also adhere to very strict HIPAA guidelines.**

4.1.1.13 Vendor must collect specimens on DHHR premises, unless other arrangements are made with DHHR, and Vendor must provide for all conditions of privacy, confidentiality and chain of custody.

**Phamatech acknowledges and agrees.**

4.1.1.14 Vendor must comply with all applicable laws, regulations and industry standards relating to drug and alcohol testing.

**Phamatech acknowledges and agrees.**





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4.1.1.15 Vendor must ensure that collection site personnel will be trained in compliance with Title 49 CFR Part 40 and shall be regularly engaged in the business of providing the required drug and alcohol testing.

**Phamatech acknowledges and agrees.**

4.1.1.16 Vendor must provide all forms, collection kits and miscellaneous supplies for the collection, transportation and analyses of specimens.

**PHAMATECH will provide all supplies necessary to maintain chain of custody requirements such as: chain of custody forms, security seals, packing and shipping materials (lab packs), collection containers/bottles and labels. Shipping will be included in the pricing cost.**

4.1.1.17 Vendor must provide, upon request, expert witness testimony regarding the results and accuracy of specific employee testing should the results and subsequent actions be challenged by the employee.

**For court appearances PHAMATECH offers: in person expert witness, teleconferencing, and pretrial litigation packages to defend any legally challenged drug test results. PHAMATECH will provide to DHHR, top notch *in person* expert witness testimony upon request. Additionally, PHAMATECH will provide, at no cost to DHHR, testimony by telephone, video conferencing, or through sworn affidavit. At all times the following expert witnesses will be available to DHHR: Dr. Thomas Aucoin (VP of laboratory) and Justin Pham (Laboratory Manager). PHAMATECH currently and regularly provides expert witness testimony services by in house personnel for several of our current contractual clients; unlike our competitors that hire outside help to provide expert witness testimony. Our *in house expert witnesses* will defend the verity of PHAMATECH's laboratory procedures and certified accurate drug test results for any court challenged drug test. To date PHAMATECH has not lost one case in defending the integrity of any confirmed positive drug test results. PHAMATECH also offers comprehensive litigation packages that are rarely challenged in a court of law.**

4.1.1.17.1 Expert witness testimony includes a collection expert to testify in court to the procedures followed in collecting the employee's specimen(s).

**Phamatech acknowledges and agrees.**

4.1.1.17.2 Expert witness testimony includes a laboratory expert to testify in court to the procedures followed in testing the employee's specimen(s).

**Phamatech acknowledges and agrees.**

4.1.1.17.3 Expert witness testimony includes MRO expert to testify in court to the test results of the employee's specimen(s).

**Phamatech acknowledges and agrees.**

4.1.1.17.4 Expert testimony includes that provided by a collection expert at deposition.

**Phamatech acknowledges and agrees.**

4.1.1.17.5 Expert testimony includes that provided by a laboratory expert at deposition.

**Phamatech acknowledges and agrees.**



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4.1.1.17.6 Expert testimony includes that provided by a MRO at deposition.

**Phamatech acknowledges and agrees.**

4.1.1.17.7 Expert testimony includes a litigation package of pertinent documents, including, but not limited to: chain of custody forms, reports, quality control, and any documents generated during the testing process.

**Phamatech acknowledges and agrees.**

4.1.1.17.8 Cost of expert testimony is to be bid at an hourly rate, whereas all specimen collection and testing is to be bid at a flat rate (i.e., cost per test). Expert testimony will only be used when needed, and should not be included in the bid price for every test.

**Phamatech acknowledges and agrees.**

4.1.1.17.9 Expert testimony can usually be taken by telephone and should not require travel on the part of the individual providing this service.

**Phamatech acknowledges and agrees.**

#### 4.1.2 Testing Requirements

4.1.2.1 Vendor must provide for alcohol testing on-site using equipment approved by the US Department Transportation and found on its Conforming Products List available at: <http://www.gpo.gov/fdsys/pkg/FR-2012-06-14/pdf/2012-14582.pdf> using the collection protocols found in 49 CFR Part 40.

**Phamatech acknowledges and agrees.**

4.1.2.2 Vendor must provide for a confirmatory alcohol test on all breath concentrations minimum of .01 or higher.

**Phamatech acknowledges and agrees.**

4.1.2.3 Vendor must provide for collection of urine on-site in compliance with Title 49 CFR Part 40.

**Phamatech acknowledges and agrees**

4.1.2.4 Upon request, Vendor must be able to provide preliminary drug test results on-site. Vendor must provide separate pricing for preliminary testing on-site versus testing in the lab. The Department will determine whether it will use preliminary testing, in-lab testing or both, based upon need.

**Phamatech acknowledges and agrees; our subcontracted mobile collectors will be provided with Phamatech US manufactured integrated on-site devices for on-site screening.**

4.1.2.5 The split sample method of collection, handling, and storage is to be utilized.

**Phamatech acknowledges and agrees.**

4.1.2.6 Vendor must utilize a SAMHSA-certified laboratory. The laboratory shall test and store specimens (primary and split specimens) and have in place equipment that meets applicable regulations. Additionally, the laboratory shall have a quality control program in place that complies with 49 CFR Part 40. Vendor must provide proof of SAMHSA certification.





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Phamatech is a SAMHSA certified laboratory. Please see TAB C – Certifications & Licenses

Dr. Thomas G. Aucoin, VP Laboratory Director, will be responsible for the development and ongoing surveillance of the quality assurance program. This is accomplished in part by constant Quality Control inspections and the maintenance of records. Mr. Justin Pham, Laboratory Manager will also be involved with the review. Both Mr. Pham and Dr. Aucoin will review all internal laboratory personnel records per SAMHSA guidelines to ensure that the proper personnel are processing the specimens per SAMHSA/CAP-FUDT guidelines. Additionally, Dr. Aucoin works very closely with all client account managers to discuss the progress of any of our clients' drug testing programs and to resolve any issues. It is standard practice to hold weekly meetings with all staff to review all accounts and resolve any issues and provide improvement in servicing our clients.

Any tests which are not tested in an inter-laboratory proficiency testing program (CAP UDC) 493.801 must establish and maintain the accuracy of the testing procedures in accordance with CLIA493.1236 (c) (1). Such tests must have during method validation acceptable comparison with specimens sent to other laboratories, and at least twice yearly ongoing assessment of the accuracy of the method using blind reference materials or other inter-laboratory comparison (material send out).

To further solidify the quality of PHAMATECH's program, PHAMATECH participates and passes proficiency testing for *both* SAMHSA and CAP-FUDT, exceeding the proficiency testing requirements of this CRFQ.

4.1.2.7 Vendor must provide for transportation for all specimens to the appropriate testing laboratory in accordance with 49 CFR Part 40.

**PHAMATECH will provide all supplies necessary for transportation of all specimens to our SAMHSA certified laboratory such as: chain of custody forms, security seals, packing and shipping materials (lab packs), collection containers/bottles and labels. Shipping will be included in the pricing cost.**

4.1.2.8 On a quarterly basis, Vendor must submit blind performance test specimens to the laboratory. Vendor will submit a false specimen to the laboratory for quality control purposes. These specimens must have a false identifier and be indistinguishable from all other regular specimens. The results will be delivered and billed to the DHHR's Office of Human Resources Management.

**Phamatech acknowledges and agrees; blind specimens are routinely run with all batches of DOT testing for our current DOT accounts. We will incorporate the same practice on a quarterly basis for the DHHR account.**

4.1.2.9 Vendor must perform chemical analyses of specimens to determine whether the person from whom the specimen was taken has been using any of the following drugs:

- A. Amphetamines
- B. Cannabinoids (THC)
- C. Cocaine
- D. Opiates
- E. Phencyclidines (PCP)



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- F. Barbiturates
- G. Benzodiazepines
- H. Methadone
- I. Propoxyphene
- J. Methaqualone

**Phamatech acknowledges and agrees.**

4.1.2.10 Vendor must provide a confirmatory test on all positive drug screens using gas chromatography/mass spectrometry technology, or other acceptable method that meets industry standard.

**Phamatech acknowledges and agrees; Phamatech will confirm positive drug screens by GC/MS Gas Chromatography Mass Spectrometry or LC/MS/MS as appropriate.**

4.1.2.11 Vendor must provide, as part of its services, a Certified Medical Review Officer (MRO), certified in accordance with 49 CFR Part 40. Vendor must provide proof of MRO certification.

**Phamatech has decided to utilize a fully licensed Medical Review Officer to review all results. Doctors Review Service (DRS) are certified by the American Association of Medical Review Offices (AAMRO).**

**Please see TAB E – Certified Medical Review Officer**

4.1.2.12 Vendor must provide confirmed test results to DHHR's Director of the Office of Human Resources Management or his/her designee via confidential means, immediately upon confirmation by the MRO, but not later than 4:00 p.m. on the third business day following the date of a test. If not reported timely, DHHR will not be charged for the test. Vendor may not reschedule a test for the purposes of meeting this requirement. For the purposes of this requirement, business days are Monday through Friday.

**Phamatech acknowledges and agrees.**

4.1.2.13 Vendor must report results as "Negative," "Positive," "Abnormal," or "Safety Concern."

**Phamatech acknowledges and agrees.**

4.1.2.13.1 An "abnormal" result is used when the results of chemical analysis indicate that the properties of the sample are inconsistent with normal human values or that the sample is otherwise invalid.

**Phamatech acknowledges and agrees.**

4.1.2.13.2 A "safety concern" result is used when the employee has a valid prescription for the medication but the levels present indicate it is not being taken as prescribed or the effects of the medication may pose a safety risk due to the nature of the employee's work.

**Phamatech acknowledges and agrees.**

4.1.2.14 If a DHHR employee or prospective employee wishes to challenge a positive test result, such re-testing must be conducted from the same specimen that was originally taken, and the cost of which shall be borne by the employee or prospective employee. DHHR will not be responsible for the cost of





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these re-tests. Additionally, arrangements for re-testing and payment are to be made by the Vendor and the employee or prospective employee.

**Phamatech acknowledges and agrees.**

4.2 DHHR Mandatory Contract Services Requirements and Deliverables:

4.2.1 Upon contract award, DHHR's Director of the Office of Human Resources Management will provide a comprehensive list of individuals from each Facility / Bureau / Office authorized to request testing and receive results.

**Phamatech acknowledges and agrees; only these individuals will be provided passwords to access the secured internet- based result reporting system.**

4.2.2 DHHR will not reimburse the Vendor for initial set-up fee or for any renewal fees if the contract is renewed.

**Phamatech acknowledges and agrees.**

4.2.3 DHHR will not compensate Vendor separately for specimen adulteration assays. Testing for adulterants must be included with the overall price per test.

**Phamatech acknowledges and agrees.**

4.2.4 DHHR will not compensate Vendor for improper collection, storage, labeling, testing, etc., which results in inaccurate or incomplete test results.

**Phamatech acknowledges and agrees.**

4.2.5 DHHR will not compensate Vendor on an hourly rate. All prices quoted and invoices submitted for payment must be based upon a flat rate.

**Phamatech acknowledges and agrees.**

4.2.6 DHHR will not compensate Vendor for no-shows and refusals to test that are not the fault of DHHR.

**Phamatech acknowledges and agrees.**

5. CONTRACT AWARD:

5.1 Contract Award: The Contract is intended to provide Agency with a purchase price for the Contract Services. The Contract shall be awarded to the Vendor that provides the Contract Services meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

**Phamatech acknowledges and agrees.**

5.2 Pricing Page: Vendor should complete the Pricing Page by entering the Unit Price for each item/Commodity Line as follows:

Cost of expert testimony is to be bid at an hourly rate, whereas all specimen collection and testing is to be bid at a flat rate (i.e., cost per test). Expert testimony will only be used when needed, and should not be included in the bid price for every test.



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Line 1 through Line 10 Costs are to be based upon an all-inclusive, per-test rate, including travel time; culminating with the certification of results and proper reporting of such results to appropriate DHHR personnel.

Line 1: Pre-Employment Drug Testing - Laboratory Screen (1.1A)

Line 2: Pre-Employment Alcohol Testing (1.1B)

Line 3: Reasonable Suspicion Drug Testing - Preliminary On-Site Screen (1.2A)

Line 4: Reasonable Suspicion Drug Testing - Laboratory Screen (1.2B)

Line 5: Reasonable Suspicion Alcohol Testing (1.2C)

Line 6: Post Accident Drug Testing - Preliminary On-Site Screen (1.3A)

Line 7: Post Accident Drug Testing - Laboratory Screen (1.3B)

Line 8: Post Accident Alcohol Testing (1.3C)

Line 9: Return to Work Drug Testing - Laboratory Screen (1.4A)

Line 10: Return to Work Drug Alcohol Testing (1.4B)

**Line 11 through Line 16** All costs are to be based upon an all-inclusive hourly rate including travel and preparation time.

Line 11: Collection Expert Witness Testimony (4.1.1.17.1)

Line 12: Laboratory Expert Witness Testimony (4.1.1.17.2)

Line 13: MRO Expert Witness Testimony (4.1.1.17.3)

Line 14: Collection Expert Witness Testimony at Deposition (4.1.1.17.4)

Line 15: Laboratory Expert Witness Testimony at Deposition (4.1.1.17.5)

Line 16: MRO Expert Witness Testimony at Deposition (4.1.1.17.6)

Line 17. Blind performance tests are to be based upon the same all-inclusive, per- test rate as Lines 1 through 10  
, above.

Line 17: Blind Performance Tests (One Per Quarter) (4.1.2.8)

If responding with a paper bid, vendors should use the assembled CRFQ form (of the latest version), provided either with a mailed or faxed copy of the solicitation, or by downloading/printing from the Vendor Self Service (VSS) portal of wvOASIS, and insert the Unit Prices as instructed above. Then, they should multiply the Unit Price for each line by the provided Quantity (Qty) to calculate and enter a Total Price for each line. Vendors should not enter Total Prices without corresponding Unit Prices. Vendors should add all Total Price lines to arrive at their Total Bid.



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If responding electronically through VSS, the Total Price is calculated by the system automatically; vendors should only need to enter a Unit Price for each line.

If issues arise in using wvOASIS to access the Pricing Page or other documentation, or with entering bid data electronically in general, bidders should contact the wvOASIS Helpdesk at (304) 558-6708.

**Phamatech acknowledges and agrees.**

6. PERFORMANCE: Vendor and Agency shall agree upon a schedule for performance of Contract Services and Contract Services Deliverables, unless such a schedule is already included herein by Agency. In the event that this Contract is designated as an open-end contract, Vendor shall perform in accordance with the release orders that may be issued against this Contract.

**This is an open-end contract; Phamatech acknowledges and agrees.**

7. PAYMENT: Agency shall pay per test or other unit, as shown on the Pricing Pages, for all Contract Services performed and accepted under this Contract. Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

Vendor shall submit monthly invoices, in arrears, to each Bureau/Office according to usage for all services provided pursuant to the terms of the contract. Each invoice will contain sufficient documentation to determine the dates, types of tests, and costs per test and/or hours of expert testimony as applicable. DHHR reserves the right to reject any invoices for which proper documentation has not been provided. The Agency will attempt to notify Vendor within ten (10) working days from the date of receipt of any deficient invoices.

**Phamatech acknowledges and agrees.**

8. TRAVEL: Vendor shall be responsible for all mileage and travel costs, including travel time, associated with performance of this Contract. Any anticipated mileage or travel costs may be included in the flat fee or hourly rate listed on Vendor's bid, but such costs will not be paid by the Agency separately.

**Phamatech acknowledges and agrees.**

9. FACILITIES ACCESS: Performance of Contract Services may require access cards and/or keys to gain entrance to Agency's facilities. In the event that access cards and/or keys are required:

9.1. Vendor must identify principal service personnel which will be issued access cards and/or keys to perform service.

**Phamatech acknowledges and agrees.**

9.2. Vendor will be responsible for controlling cards and keys and will pay replacement fee, if the cards or keys become lost or stolen.

**Phamatech acknowledges and agrees.**

9.3. Vendor shall notify Agency immediately of any lost, stolen, or missing card or key.

**Phamatech acknowledges and agrees.**





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9.4. Anyone performing under this Contract will be subject to Agency's security protocol and procedures.

**Phamatech acknowledges and agrees.**

9.5. Vendor shall inform all staff of Agency's security protocol and procedures.

**Phamatech acknowledges and agrees however in the performance of services required under this CRFQ, Phamatech does not anticipate the need for any of our staff or subcontractor's to be issued access cards and/or keys.**

10. VENDOR DEFAULT:

10.1. The following shall be considered a vendor default under this Contract.

10.1.1. Failure to perform Contract Services in accordance with the requirements contained herein.

**Phamatech acknowledges and agrees.**

10.1.2. Failure to comply with other specifications and requirements contained herein.

**Phamatech acknowledges and agrees.**

10.1.3. Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

**Phamatech acknowledges and agrees.**

10.1.4. Failure to remedy deficient performance upon request.

**Phamatech acknowledges and agrees.**

10.2. The following remedies shall be available to Agency upon default.

10.2.1. Immediate cancellation of the Contract.

**Phamatech acknowledges and agrees.**

10.2.2. Immediate cancellation of one or more release orders issued under this Contract.

**Phamatech acknowledges and agrees.**

10.2.3. Any other remedies available in law or equity.

**Phamatech acknowledges and agrees.**

11. MISCELLANEOUS:

11.1. Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: **Krystina Blas**





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Telephone Number: **888-635-5840 X 290** (if awarded, cell number will be made available for after hours and emergency contact)

Fax Number: **858-635-5843**

Email Address: **kblas@phamatech.com**

# Certificate of Accreditation



The Substance Abuse and Mental Health  
Services Administration  
*certifies that*

**Phamatech, Inc.**

**San Diego, CA**

NLCP Laboratory Number: 0437

has successfully completed the requirements  
of the National Laboratory Certification Program for urine laboratories in accordance  
with the Mandatory Guidelines for Federal Workplace Drug Testing Programs.

*Effective June 7, 2007*

Pamela S. Hyde, I.D.  
Administrator  
Substance Abuse and Mental Health Services Administration



Frances M. Harding  
Director  
Center for Substance Abuse Prevention



# CERTIFICATE OF REGISTRATION

## Phamatech, Inc.

15175 Innovation Drive  
San Diego, CA 92128 United States

UL LLC® (UL) issues this certificate to the Firm named above, after assessing the Firm's quality system and finding it in compliance with

**ISO 13485:2003 / Cor 1:2009**

**EN ISO 13485:2012**

The design, development and manufacture of in-vitro diagnostic medical devices used in the detection of drugs of abuse, fertility testing, pregnancy testing including home use and near patient in-vitro diagnostic devices.

File Number A13167  
Certificate No. 10704866.PDWS

Effective Date July 13, 2015  
Expiry Date July 12, 2018

Authorized by

**Michael J. Windler, P.E.**  
Manager of Global Regulatory Service  
Distinguished Member of the Technical Staff  
UL Life and Health Sciences  
UL LLC



This quality system registration is included in UL's Directory of Registered Firms and applies to the provision of goods and/or services as specified in the scope of registration from the address(es) shown above. By issuance of this certificate the firm represents that it will maintain its registration in accordance with the applicable requirements. This certificate is not transferable and remains the property of UL LLC.



UL LLC  
333 Pfingsten Road  
Northbrook, IL 60062-2096 USA





# CERTIFICATE OF LIABILITY INSURANCE

PHAMAT1

OP ID: AL

DATE (MM/DD/YYYY)

03/23/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER  
Wateridge Insurance Services  
10717 Sorrento Valley Rd.  
San Diego, CA 92121  
George J. Sports

CONTACT NAME: George J. Sports

PHONE (A/C, No, Ext): 858-452-2200

FAX (A/C, No): 858-452-6004

E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: Hartford Casualty Insurance Co

29424

INSURER B: Twin City Fire Insurance Co.

29459

INSURER C: Medmarc Casualty Ins. Company

INSURER D: Evanston Insurance Company

35378

INSURER E: Axis Insurance Company

37273

INSURER F:

INSURED  
Phamatech, Inc.  
15175 Innovation Drive  
San Diego, CA 92128

## COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		72UUNTR9588	06/01/2016	06/01/2017	EACH OCCURRENCE \$ 1,000,000
C	<input checked="" type="checkbox"/> PRODUCTS(1)		16CA380065	06/01/2016	06/01/2017	DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000
	<input type="checkbox"/> CLAIMSMADE/10KSIR					MED EXP (Any one person) \$ 10,000
	GEN L AGGREGATE LIMIT APPLIES PER:					PERSONAL & ADV INJURY \$ 1,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					GENERAL AGGREGATE \$ 2,000,000
	OTHER:					PRODUCTS - COM/OP AGG \$ 4,000,000
						\$
A	AUTOMOBILE LIABILITY		72UUNTR9588	06/01/2016	06/01/2017	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO					BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS				PROPERTY DAMAGE (Per accident) \$
	<input checked="" type="checkbox"/> Comp/Coll	<input checked="" type="checkbox"/> \$1,000 Ded				\$
A	UMBRELLA LIAB	<input checked="" type="checkbox"/> OCCUR	72RHUTR9385	06/01/2016	06/01/2017	EACH OCCURRENCE \$ 10,000,000
	EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE				AGGREGATE \$ 10,000,000
	DED <input checked="" type="checkbox"/> RETENTION \$ 10,000					\$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	Y/N	72WEFO4109	03/15/2017	03/15/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> N/A				E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
						E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	Professional Liab		SM912783	03/17/2017	03/17/2018	Claim/Agg \$2M/\$4M
E	Cyber Liability		ESF00244680	03/28/2017	03/28/2018	Claim/Agg 2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

## CERTIFICATE HOLDER

## CANCELLATION

PROOF10

Proof of Insurance

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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## Business & Licensing

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Matching records found: 1. Please note that the results are broken into four results types: *Org Name*, *Doing Business As*, *Name Change* and *Name Registrations/Reservations*. You may use the following four links to see the results for each type.

View search results by: [Org Name](#) | [DBA](#) | [Name Change](#) | [Registrations/Reservations](#)

Organization Name		Org Id	Organiz
<a href="#">PHAMATECH, INC.</a>		353907C	Org
Organization Name		Org Id	Org

View search results by: [Org Name](#) | [DBA](#) | [Name Change](#) | [Registrations/Reservations](#) | [Back To Top](#)

DBA Results							
Organization Name	Org Id	Org Type	Effective Date	Established Date	Termination Date	Termination Reason	Charter Class
No results found.							
Organization Name	Org Id	Org Type	Effective Date	Established Date	Termination Date	Termination Reason	Charter Class

View ORG search results by: [Org Name](#) | [DBA](#) | [Name Change](#) | [Registrations/Reservations](#) | [Back To Top](#)

Organization Name		Org Id	Name C
No results found.			Org
Organization Name		Org Id	Org

View ORG search results by: [Org Name](#) | [DBA](#) | [Name Change](#) | [Registrations/Reservations](#) | [Back To Top](#)

Organization Name		Registration/Reser
		NRG/NRS Id
		Org



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**Mobile Specimen Collection:**

Phamatech will ensure that collection site personnel will be trained in compliance with Title 49 CFR Part 40 and shall be regularly engaged in the business of providing the required drug and alcohol testing. They will be subcontracted to provide mobile DOT and non-DOT urine specimen collection and mobile drug testing services statewide.

Wv Mobile Drug Testing

**Address:** 1370 Johnson Ave, Bridgeport, WV 26330

**Phone:** (304) 933-3654

Hours: 24/7

Phamatech will monitor any subcontractor to be sure all required certifications are maintained during the course of any contract including background checks, HIPAA compliance, etc.

*If warranted, Phamatech, Inc. reserves the right to change collections sites with prior notification to DHHR to continue to meet the requirements of either DHHR and/or Phamatech or due to non-conformance.*



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Drug and Alcohol Testing Services

### **MRO Certifications and Contact Information**

Phamatech has decided to utilize a fully licensed Medical Review Officer to review all results. Doctors Review Service (DRS) are certified by the American Association of Medical Review Offices (AAMRO).

All MRO requirements listed in the CRFQ will be met or exceed based on the following:

- ☐ DRS's experience in providing similar services
- ☐ Phamatech's confidence in DRS's ability based on current and past relationship
- ☐ DRS's reputation
- ☐ Hours of operation
- ☐ Number of employees

For over 28 years D.R.S. has provided medical review services for federal, state, and local client specifically in drug testing and safety programs.

Using state of the art methodologies, DRS provides clients with the latest technologies and expeditious reporting. D.R.S. provides multiple reporting options for clients using telephone, secured web, e-mail, fax and upload for large end users.

Each client will have an opportunity to select the methods of reporting that complement their individual program. DRO serves more than 20,000 clients nationwide and over one million tests a year with DOT and Drug Free Workplace programs.

DRS are headquartered at:  
**546 Franklin Ave**  
**Massapequa, New York 11758**  
Phone: 1-800-562-9341  
Fax: 1-516-809-4112  
Director: Diane Schwimmer  
Email: [dianes@drsmro.com](mailto:dianes@drsmro.com) or [brian@drsmro.com](mailto:brian@drsmro.com)  
Website: [www.drsmro.net](http://www.drsmro.net)

Phamatech has no relationship with the MRO, other than we have the ability to report electronically to the MRO. Phamatech adheres to the NLCP regulations to not have any financial relationship with any MRO nor does any MRO own any part of Phamatech. There will be no conflict of interest.

List of existing MRO clients:

- ☐ APS
- ☐ Comprehensive Medical
- ☐ HPC Testing Services
- ☐ MC Consultant





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- ☐ Citrus Valley Health Partners

MRO will perform these services for Phamatech:

- ☐ Receive Lab Reports from the Laboratory
- ☐ Electronically Review lab reports for integrity, authenticity
- ☐ Interpret lab results, which includes verification of lab positives
- ☐ Report the lab reports to employers
- ☐ MRO's single most important function is to manage the process of integrity of drug testing.

DRS usually receives our test results electronically via FTP. Depending on the preferences of the client, DRS can report test results via the following methods:

- ☐ Secured email
- ☐ Web based
- ☐ Fax

Options apply to both positive and negative results.

**All of DRS systems were developed internally and are secure. Their internet based result reporting is on a secure site with a certificate issued by Network Solutions. Additionally, logon requires the use of complex passwords.**

**EXPERT TESTIMONY:** DRS usually require 5 business days to attend a hearing. The expert witnesses at Phamatech usually provide most onsite legal support, whom that would be Dr. Tom Aucoin or Justin Pham.





Theodore F. Shults, MS, JD  
Chairman  
(919) 489-5407

## American Association of Medical Review Officers

March 28, 2013

**Verification of Certification for:** Neil Dash, M.D.  
Doctors Review Services  
546 Franklin Ave  
Massapequa NY 11758

**Certification Number:** [REDACTED]

**Most Recent Certification  
or Recertification Date:**

March 17, 2013

**Certification Expires Five Years From This Date**

This notice serves as verification that the above-referenced physician has been certified as a Medical Review Officer (MRO) through the American Association of Medical Review Officers (AAMRO). Recertification is required every five years to remain in good standing.

The referenced physician is listed in the AAMRO registry of Certified Medical Review Officers ([www.aamro.com](http://www.aamro.com)).

Theodore F. Shults, J.D., M.S.  
Chairman



Theodore F. Shults, MS, JD  
Chairman  
(919) 489-5407

## American Association of Medical Review Officers

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October 8, 2012

**Verification of Certification for:** Linda Katz, M.D.  
Doctors Review Service  
546 Franklin Ave  
Massapequa NY 11758

**Certification Number:** [REDACTED]

**Current Certification Date:** October 08, 2012

**Certification Expiration Date:** October 08, 2017

This notice serves as verification that the above-referenced physician has been certified as a Medical Review Officer (MRO) through the American Association of Medical Review Officers (AAMRO).

For all physicians certified or recertified by AAMRO after October 1, 2010 will have to attend an MRO training program and take the exam. Recertification is required every five years to remain in good standing.

The referenced physician is listed in the AAMRO registry of Certified Medical Review Officers ([www.aamro.com](http://www.aamro.com)).

Theodore F. Shults, J.D., M.S.  
Chairman



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Drug and Alcohol Testing Services

#### **Dr. Thomas Aucoin – Vice President of Laboratory**

Dr. Aucoin is currently responsible for the overall operation of Phamatech Laboratory drug testing services. He has been in the drug testing industry for more than 25 years, the last 10 years with Phamatech. Prior to joining Phamatech, Dr. Aucoin served as Vice President of Laboratory at LabCorp for more than 15 years. He is a certifying scientist and qualifies as an expert witness in the field of Toxicology. Dr. Aucoin holds a Ph.D. degree and is an inventor of numerous patents. Dr. Aucoin is responsible for ongoing consultation with the Laboratory Department regarding technical issues, changes in testing processes or regulations, and special test requests. *(Complete resume provided upon request)*

*Certifying Scientist*

#### **Justin Pham – Director of Lab Operations**

Justin Pham manages all of PHAMATECH laboratory day-to-day functions and holds a B.S. degree from the University of California, San Diego. He has more than 15 years of laboratory experience, the last 9 years with PHAMATECH. He has previously worked in managerial positions in the Toxicology department at LabCorp and Scripps Research. Justin Pham is also qualified as a certifying Scientist. Mr. Pham will be responsible for certifying all laboratory results and answering client's questions regarding interpretation of results. *(Complete resume provided upon request)*

*Account Manager Supervisor*

#### **Krystina Blas – Senior Account Manager**

Krystina has been employed at Phamatech for almost three years and interfaces with clients on a daily basis. Her duties include: updating client profiles; setting up clients' accounts and testing parameters; random selection; preparing statistical reports; verify invoices; communicate with clients regarding both new accounts and modifications to existing accounts. Krystina will serve as the Account Manager for this contract and can be reached 24/7 for urgent account situations should any arise.

Prior to Phamatech, Krystina worked with Millennium Laboratories, Home Legal Source and Unitrin Direct Auto Insurance functioning as a supervisor, lead customer service representative and supervisor and sales support specialist for over 11 years. She attended University of Phoenix and Arizona Western College where she majored in business administration and minored in accounting. *(Complete resume provided upon request)*

*Sales Director*

#### **John Polanco – Vice President Sales**

John Polanco has been involved in the drug testing industry for more than 19 years and under Phamatech employment for 14 years. He currently serves as Vice President of Sales at Phamatech, responsible for some of the company's largest customers including the U.S. Federal Bureau of Prisons, the Salvation Army and numerous Probation Departments in Texas and throughout the country. Before merging his company Elite Health Services with Phamatech, he had won several competitive bids; Harris





State of West Virginia  
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County CSCD, Travis County Juvenile, El Paso Juvenile, El Paso CSCD, Angelina County, Smith County, Jefferson County, Tarrant County, Fort Bend County, American Airlines etc. He also operated his own collection site in Dallas, Texas. Additionally, Mr. Polanco holds B.S. and M.A. graduate degrees. Mr. Polanco will be the initial main contact for this contract and is responsible for ongoing consultation to the Department on issues concerning testing, reports, customer services, complaints and any other contractual matters. He will provide account management support to the Senior Account Manager when necessary. (Complete resume provided upon request)

*Customer Service Manager*

**Bonnie Filosa – Customer Service Manager**

Bonnie has been with Phamatech for more than 17 years. She manages a team of customer service representatives that interact with clients daily. Prior to working at Phamatech, Bonnie works in the customer service department at American Airlines. Bonnie holds a B.S. degree. Bonnie and her team is responsible for coordinating all daily functions related to supplies, logistics, specimen collection, courier schedule, laboratory analysis, and reporting of results to the MRO or clients. They can be reached 24/7 by contacting our toll-free telephone. (Complete resume provided upon request)

*IT System Coordinator*

**Souk Sounakhene – Information Systems Administrator /LIMS Specialist**

Souk is a Systems Administrator with more than 10 years of experience in system analysis, laboratory LIMS management and support and has worked in this capacity for Phamatech for over 8 years. He has extensive knowledge on lab functionality and workflow from start to finish. He also has extensive knowledge of the lab system and administration, enabling him to perform tasks as an effective member of the information systems and laboratory support team. Souk is responsible for programming testing parameters, results and reporting format, as well as all web related functions.

- Knowledge in Microsoft Windows 9x/2000/XP O.S., Microsoft Office Products, Microsoft DOS, Microsoft Group Policies, Novell Client, Local Area Network (LAN), proxy server, system backup, internet, DHCP, TCP/IP, FTP, Anti-Virus software, and software installation and configuration.
- Knowledge in IBM compatible computers, Wi-Fi network, Cisco VPN, routers, switches, VPN, firewalls, network setup, network printer and hard drive sharing, network security, cable routing, VT terminal setup, hardware installation and configuration.
- Troubleshoot PC hardware/software problems and assemble computers. Perform PC repair and upgrades when necessary. PC lockdown and security. Configure and setup new PCs.

EDUCATION: San Diego State University, CA Computer Science Field (Complete resume provided upon request)

*Billing Finance Manager*

**Jodee Callahan – Controller and Finance manager**



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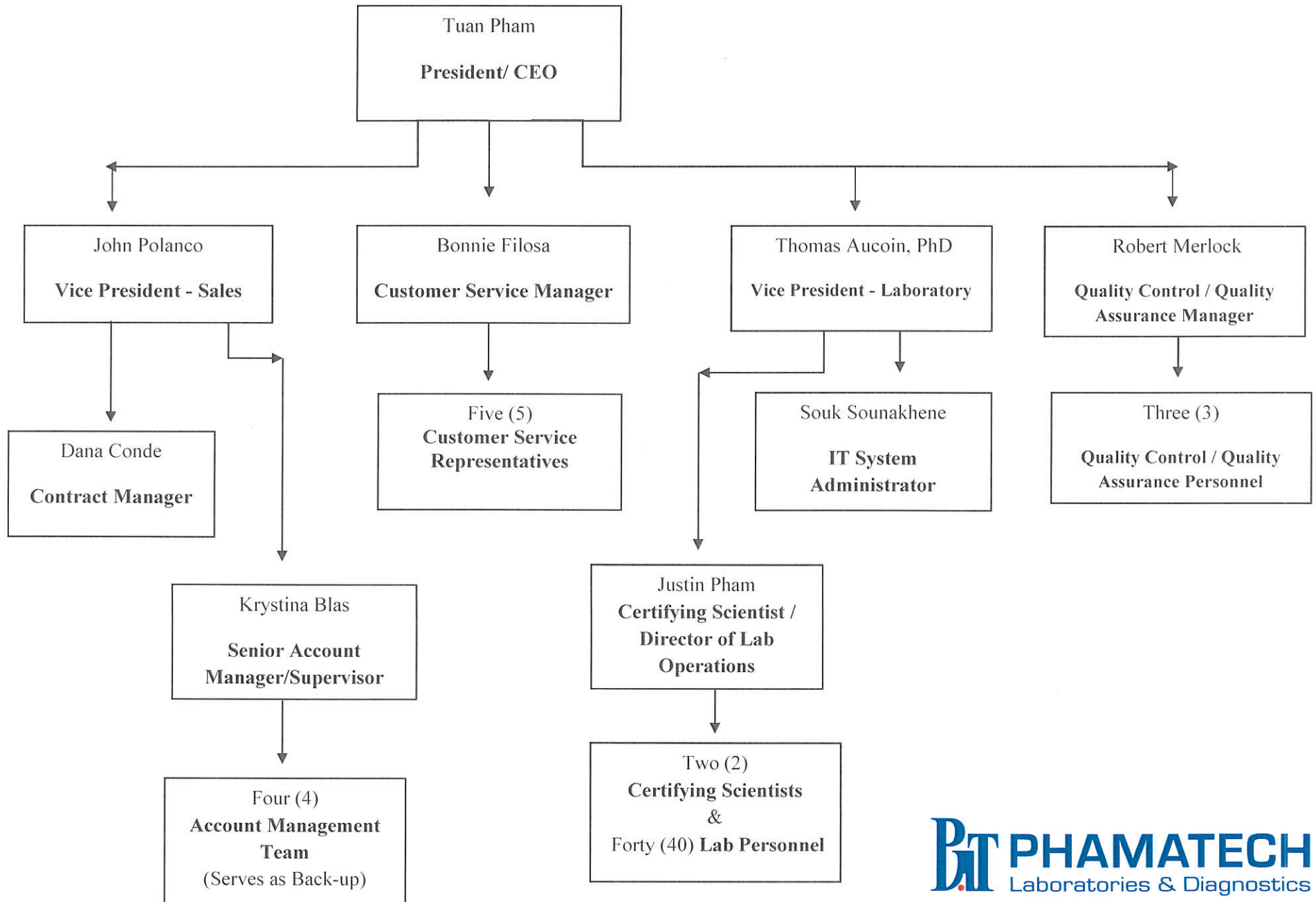
Jodee has more than 20 years of experience in different accounting responsibilities, including purchasing, receivables, payables, billing, inventory control, and financing. She has been with Phamatech for more than 17 years and holds a B.S. degree. Jodee is responsible for all issues related to billing, payments, and credits.



**PHAMATECH Organizational Chart** – rev. 01-2017

PHONE: 858.643.5555

FAX: 858.635.5843



**Exhibit A  
Pricing Page**

**Pricing Page - CRFQ HHR1700000006**

Any anticipated travel must be incorporated into the vendor's fee. No travel will be reimbursed by the State and is the sole responsibility of the vendor.

Vendor must include the cost of a certified Medical Review Officer (MRO) in the per test cost.

The vendor's quotation must include bids for the following information as outlined:

Service	Qty	Unit	Unit Price	Total Price
1.1 A Pre-Employment Drug Testing - Laboratory Screen	765	Tests	<u>\$150.00</u>	<u>\$114,750.00</u>
1.1 B Pre-Employment Alcohol Testing	765	Tests	<u>\$150.00</u>	<u>\$114,750.00</u>
1.2 A Reasonable Suspicion Drug Testing - Preliminary On-Site Screen	185	Tests	<u>\$150.00</u>	<u>\$ 27,750.00</u>
1.2 B Reasonable Suspicion Drug Testing - Laboratory Screen	185	Tests	<u>\$150.00</u>	<u>\$ 27,750.00</u>
1.2 C Reasonable Suspicion Alcohol Testing	185	Tests	<u>\$150.00</u>	<u>\$ 27,750.00</u>
1.3A Post-Accident Drug Testing - Preliminary On-Site Screen	2	Tests	<u>\$150.00</u>	<u>\$ 300.00</u>
1.3 B Post-Accident Drug Testing - Laboratory Screen	2	Tests	<u>\$150.00</u>	<u>\$ 300.00</u>
1.3 C Post-Accident Alcohol Testing	2	Tests	<u>\$150.00</u>	<u>\$ 300.00</u>
1.4A Return to Work Drug Testing - Laboratory Screen	25	Tests	<u>\$150.00</u>	<u>\$ 3,750.00</u>
1.4 B Return to Work Alcohol Testing	25	Tests	<u>\$150.00</u>	<u>\$ 3,750.00</u>
4.1.1.17.1 Collection Expert Testimony	10	Tests	<u>\$100.00</u>	<u>\$ 1,000.00</u>
4.1.1.17.2 Laboratory Expert Testimony	10	Tests	<u>\$200.00</u>	<u>\$ 2,000.00</u>
4.1.1.17.3 MRO Expert Testimony	10	Tests	<u>\$200.00</u>	<u>\$ 2,000.00</u>
4.1.1.17.4 Collection Expert Testimony at Deposition	10	Tests	<u>\$100.00</u>	<u>\$ 1,000.00</u>
4.1.1.17.5 Laboratory Expert Testimony at Deposition	10	Tests	<u>\$200.00</u>	<u>\$ 2,000.00</u>
4.1.1.17.6 MRO Expert Testimony at Deposition	10	Tests	<u>\$200.00</u>	<u>\$ 2,000.00</u>
4.1.2.8 Blind Performance Tests (One Per Quarter)	4	Tests	<u>\$ 25.00</u>	<u>\$ 100.00</u>
<b>Total Bid</b>				<u><b>\$331,250.00</b></u>

**CONTACT INFORMATION**

Vendor Name:

Phamatech, Inc.  
15175 Innovation Drive  
San Diego, CA 92128

Vendor Address

Vendor Contact Name:

Dana M Conde / Contract Manager  
888-635-5840 X 276  
858- 635-5843  
[dconde@phamatech.com](mailto:dconde@phamatech.com)

Vendor Phone Number:

Vendor Fax Number:

760-828-8576

Vendor Email Address:

24-Hr Phone Number for Callback Services:

Signature of Authorized Vendor Agent:

April 24, 2017 Date: \_\_\_\_\_





**SOLICITATION NUMBER:** CRFQ HHR1700000006

**Addendum Number:** 1

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☐ Other

**Description of Modification to Solicitation:**

1) To respond to vendor questions

No other changes.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

Attachment A

QUESTION 1: 1.2 A- Reasonable Suspicion Drug Testing-Preliminary On-Site Screen, is this for instant test, if positive then we would ship to lab?

RESPONSE: YES. If the facility/bureau chooses to use instant testing, then confirmation testing for positive results must be done at a lab. It will be up to the facility/bureau to decide whether they want to use instant testing. Or they may choose to ship the samples to the lab for full testing with no on-site instant test results.

Which option the facility/bureau chooses will be up to them.

QUESTION 2: 1.3 A- Post-Accident Drug Testing-Preliminary On-site Screen, is this for instant test, if positive then we would ship to lab?

RESPONSE: Yes. If the facility/bureau chooses to use instant testing, then confirmation testing for positive results must be done at a lab. It will be up to the facility/bureau to decide whether they want to use instant testing. Or they may choose to ship the samples to the lab for full testing with no on-site instant test results.

Which option the facility/bureau chooses will be up to them.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: HHR1700000006**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Phamatech, Inc. / Dana M Conde

\_\_\_\_\_  
Company



\_\_\_\_\_  
Authorized Signature

April 19, 2017

\_\_\_\_\_  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.  
Revised 6/8/2012