011222-CDT *
* contract number corrected 8/1/22

Solicitation Number: RFP #011222

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Technical Resource Management, LLC, d/b/a Cordant Health Solutions, 12015 E. 46th Ave., Suite 220, Denver, CO 80239 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Lab Services and Testing with Related Products and Supplies from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.

B. EXPIRATION DATE AND EXTENSION. This Contract expires February 15, 2026, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.

C. SURVIVAL OF TERMS. Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for two percent (2%) multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this

Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. WAIVER. Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. CONTRACT COMPLETE. This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
   a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use thetrademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
   b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense*. The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers,

resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

5. Termination. Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. ENDORSEMENT. The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending*. Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*
Workers' Compensation: As required by any applicable law or regulation.
Employer's Liability Insurance: must be provided in amounts not less than listed below:
Minimum limits:
$500,000 each accident for bodily injury by accident
$500,000 policy limit for bodily injury by disease
$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.
Minimum Limits:
$1,000,000 each occurrence Bodily Injury and Property Damage
$1,000,000 Personal and Advertising Injury
$2,000,000 aggregate for Products-Completed operations
$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:
$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:
$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability*. During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:
$2,000,000 per claim or event
$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:
$2,000,000 per occurrence
$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. WAIVER OF SUBROGATION. Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION. The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to "federal" should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier's Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with

the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and

records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier not use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by an Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

DocuSigned by:
Jeremy Schwartz
C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

3/28/2022 | 1:58 PM CDT

Date: _____

Technical Resource Management, LLC
dba Cordant Health Solutions

DocuSigned by:
Amanda Gibbs
D7B26CB61B5A4C6...

By: _____
Amanda Gibbs
Title: Senior Vice President and General Manager Behavioral Health Business Unit

3/29/2022 | 10:13 AM PDT

Date: _____

Approved:

DocuSigned by:
Chad Coauette
7E42B8F817A64CC...

By: _____
Chad Coauette
Title: Executive Director/CEO

3/29/2022 | 12:14 PM CDT

Date: _____

RFP 011222 - Lab Services and Testing with Related Products and Supplies

Vendor Details

Company Name:	Technical Resource Management LLC
Does your company conduct business under any other name? If yes, please state:	Cordant Health Solutions
Address:	12015 E 46th Ave Ste 220 Denver, CO 80239
Contact:	David Shutan
Email:	rfp@cordanths.com
Phone:	800-348-4422
HST#:	352523383

Submission Details

Created On:	Wednesday December 08, 2021 10:45:38
Submitted On:	Wednesday January 12, 2022 15:42:25
Submitted By:	David Shutan
Email:	rfp@cordanths.com
Transaction #:	4b344226-eedf-46e5-974d-a1abdcc63670
Submitter's IP Address:	73.22.81.107

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Sterling Healthcare Opco, LLC	*
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	- Technical Resource Management, LLC - Regional Toxicology Services, LLC - Secon Of New England, LLC - American Forensic Toxicology Services, LLC	*
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	The assumed name (DBA) for the Proposer in Line 1 and all four (4) subsidiaries in Line 2 is "Cordant Health Solutions".	*
4	Provide your CAGE code or DUNS number:	DUNS numbers are provided below for Proposer and Subcontractors. - Sterling Healthcare Opco, LLC (Proposer): 196883016 Subsidiaries: - Technical Resource Management, LLC: 949601629 - Regional Toxicology Services, LLC: 130232171 - Secon Of New England, LLC: 964931265 - American Forensic Toxicology Services, LLC: 019588886	*
5	Proposer Physical Address:	12015 E 46th Ave Ste 220, Denver, CO 80239	*
6	Proposer website address (or addresses):	https://cordantsolutions.com/	*
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Amanda Gibbs, Senior Vice President and General Manager, Behavioral Health Business Unit Phone: 928.440.6288 Email: agibbs@cordanths.com 12015 E 46th Ave Ste 220, Denver, CO 80239	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Amanda Gibbs, Senior Vice President and General Manager, Behavioral Health Business Unit Phone: 928.440.6288 Email: agibbs@cordanths.com 12015 E 46th Ave Ste 220, Denver, CO 80239	*
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Cynthia Whiteman MS, D-ABFT-FT, Scientific and Operations Development Director Phone: 631.850.2255 Email: CWhiteman@cordanths.com 12015 E 46th Ave Ste 220, Denver, CO 80239	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	

10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	Cordant has a successful, 34-year history of providing quality toxicology services. Our founding laboratory in Tacoma, WA began operating in 1987. Our Flagstaff, AZ laboratory was founded in 1995. In 2012, after combining operations with several additional labs located in Massachusetts, New York and Colorado, Cordant was formed. Each lab was selected to be part of Cordant based on unique service offerings, specialties, market focus and certifications, including CAP-FDT, CAP-LAP, SAMHSA and CLIA, along with a shared focus on accuracy, efficiency, and cost containment. Cordant's most recent laboratory addition includes a newly opened laboratory in Indiana in 2021. Cordant was formed as a specialized toxicology healthcare services provider unlike any in the market. In 2015, the Cordant brand was launched to embody our holistic vision for specialized toxicology healthcare services. As we grew, we added a unique range of capabilities. In September 2013, our Workers' Compensation business unit was launched, offering a program for workers compensation payors to monitor injured workers that are using pain medication. In May 2015, Cordant acquired pharmacies specializing in compliance and controlled substances, with a particular focus on behavioral health. In June 2016, Cordant created a prescription drug take-back program to assist with removing unused/expired medications from home medicine cabinets. In August 2016, Cordant Pharmacy Solutions launched its naloxone program to dispense the potentially lifesaving overdose drug to patients who meet the criteria set by the Centers for Disease Control and Prevention (CDC). As of the end of 2021, Cordant currently owns and operates 11 high touch pharmacies specializing in medications for the treatment of substance use disorders. In March 2017, we launched Cordant CORETM, a unique oral fluid testing methodology that evaluates whether patients are within the expected steady state range for prescribed medications, helping providers document adherence to a dosing regimen. In October 2017, Cordant CORE received its own CPT code. Cordant considers testing for drugs of abuse, including alcohol, a vital and objective tool for our clients to use in the monitoring, evaluation, treatment, and rehabilitation of their participants. We take the stance that not just the test itself, but the entire process must be completely reliable and legally defensible with the best science behind it - people's livelihoods and families often depend on it. Part of our mission is to support efforts in helping program participants change their behavior and become productive members of the community. Our tools help hold participants accountable to the drug testing requirements of their program and provide timely information so that quick interventions can be done when potential negative behaviors are present. We have a deep understanding and appreciation for the needs of our clients. We provide innovative tools for monitoring behavioral health, chronic pain, and criminal justice cases. Our pharmacy and drug testing programs provide solutions that protect prescribers, hold patients and participants accountable and optimize quality of life. Our testing protocols and digital case-management tools help clients become more efficient and effective in monitoring program adherence, reducing risk, and improving outcomes. We have a long and successful history serving governmental and rehabilitation agencies with quality toxicology services. Cordant's Behavioral Health Business Unit is primarily supported by our Flagstaff and Tacoma laboratories. These two labs serve numerous government agencies, including criminal justice and social service agencies, and providers treating substance use disorders. Cordant's Tacoma lab is certified by the US Department of Health & Human Services (SAMHSA), accredited by the College of American Pathologists (CAP), CLIA licensed in, and licensed to do business in Florida and many other states as well. Cordant's Flagstaff laboratory holds accreditation from the College of American Pathologists for Forensic Drug Testing (CAP-FDT), licensure from Clinical Laboratory Improvement Amendments (CLIA) in Toxicology, as well as licenses and permits from states where additional licensing is mandated, including Texas, California, Pennsylvania, New York, Florida, and Maryland.	*

11	What are your company's expectations in the event of an award?	Upon being awarded a contract, we anticipate working with Sourcewell management staff to determine how we can best approach business development opportunities together. Based on our extensive experience with government entities, we understand that a significant amount of time and effort can go into a competitive procurement process. Instead of investing this time, government agencies, educational systems, and other non-profit organizations can benefit greatly from utilizing Sourcewell. Cordant anticipates leveraging this opportunity to qualified agencies proactively before qualified agencies perform their own competitive procurement process. Whether that be current Cordant clients or new opportunities, we are committed to discussing the benefits of utilizing Sourcewell and will be encouraging their participation. Sourcewell has a distinguished reputation with over 40 years' experience providing participants contracts they know have completed a solicitation process to exacting standards in a fair and complaint way. Cordant is one of the largest independent drug testing companies in the United States, providing quality drug testing to clients for over 34 years across all 50 states. We feel confident we can bring the experience and expertise in providing quality drug testing to the Sourcewell group in a cost-effective way. Cordant foresees itself as a necessary new addition to the Sourcewell group. We aim to provide additional benefit for agencies either currently utilizing Sourcewell contracts or looking to do so in the future by providing them with additional options within the drug testing industry. Having multiple laboratory companies within the Sourcewell contract pool can provide additional value to current participants. Cordant knows your client population and has an entire business unit committed to serving this population. We are confident our value-added services, extensive experience in this sector and stellar nationwide reputation providing these services will ensure a productive partnership with Sourcewell as well as a strong offering to your participating members. We feel confident we have the resources and the national footprint to successfully market a contract awarded to us through Sourcewell.	*
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	Financial Resources - Cordant generates a significant portion of our revenues from pharmacy and drug testing services, which may include specimen collection, laboratory-based drug testing, and drug testing case management software through Sentry, Cordant's proprietary web-based system. In 2021, the company's revenue will exceed $140 million. Cordant has sufficient financial strength and resources to support a nationwide contract. We have strong, institutional financing partners that allow the company to manage ongoing current operations as well as the ability to look for growth and expansion opportunities. As a private company, our financials are confidential. We would be happy to provide additional further detail upon request with appropriate legal protections in place.	*
13	What is your US market share for the solutions that you are proposing?	Given the nature of our business, it is impossible to calculate true "market share." However, we serve clients in all 50 states, testing nearly 5 million specimens per year, including over 19,000 samples a day with 17,000+ samples attributed to the behavioral health industry and 10,000+ specimens per day from government agencies throughout the country. This makes Cordant one of the three largest independent drug testing companies in the United States. Our customers include government agencies, municipalities, county and state judicial departments, DUI and drug treatment courts, veteran's courts, mental health courts, probation departments, parole departments, community corrections, pre-trial services, child protective services, juvenile justice groups, as well as social services agencies and affiliated treatment programs. These customers comprise a significant percentage of our clients. Additionally, over 238,000+ prescriptions have been filled by Cordant's high touch specialized pharmacies. Through our specialty dually accredited pharmacy, we have access to many limited distribution medications with a particular focus on behavioral health. As part of our commitment to curbing the opioid epidemic, over 415,000 pills of unused or expired medication were removed from circulation through Cordant's Take-Back program and Narcan was offered to all new patients/participants.	*
14	What is your Canadian market share for the solutions that you are proposing?	None.	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No.	*

16	How is your organization best descr bed: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best descr bed as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best descr bed as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Cordant is best described as a service provider offering drug testing and pharmacy solutions to clients spanning the entire country. Cordant employs a dedicated sales force internally; this critical function is not outsourced. Cordant has an extensive drug testing menu, testing for over 180 drugs and metabolites in four sample types: urine, oral fluid, blood, and hair. Additionally, Cordant offers the most expansive testing menu available in the market, including tests for over 60 are commonly prescribed mental health medications. These tests are available in both urine and oral fluid. Because Cordant has an extensive laboratory footprint with multiple laboratories and an extensive test offering, there is very little that requires us to outsource. Our testing services and support services are all dedicated internally employed specialized teams. Cordant also provides specimen collection services for many clients. This is achieved by offering brick and mortar Cordant owned and operated collection sites, providing Cordant employed specimen collection specialists both in our clients' offices, in the field via mobile collections, and through our partnerships with carefully identified third-party vendor collection sites. All these services are audited and monitored for quality control. Cordant uses both FedEx and third-party courier services for delivery of specimens to the testing laboratory. Cordant maintains strong relationships with these vendors. US Postal Service mailers can be provided on request. Finally, Cordant offers instant drug testing supplies to our clients. We maintain very strong relationships with two primary well known vendors located within the United States. All ordering and purchasing of instant drug testing supplies is provided via Cordant and does not require third party vendor interaction with our customers. If any vendor's services or products are deemed inadequate, immediate steps are taken to identify new partnerships.	*

17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	The minimum requirement in providing drug testing laboratory services for our laboratories includes maintaining Clinical Laboratory Improvement Act licensure (CLIA). All of our laboratories meet or exceed these minimal requirements. Maintaining our certifications is of the highest priority at Cordant. But our commitment to certification extends much further than this. All of our laboratories maintain multiple national certifications that confirm our qualifications to perform drug testing services for Sourcewell participating entities. Cordant's laboratories have CLIA, CAP, CAP-FDT, DEA, and SAMHSA certifications, and we are one of only a handful of providers that hold all of these certifications. In addition, our laboratories have many state-specific certifications. Cordant laboratories are all held to the highest standards according to our accreditations, with no exceptions. Our laboratory certifications for the primary laboratories that could be used for Sourcewell participating entities are discussed below: Flagstaff Laboratory – Our Flagstaff laboratory holds accreditation from the College of American Pathologists for Forensic Drug Testing (CAP-FDT) and licensure from Clinical Laboratory Improvement Amendments (CLIA) in Toxicology, along with licenses and permits from states where additional licensing is mandated, including Texas, California, Pennsylvania, New York Department of Health, Florida, and Maryland. Our Flagstaff laboratory has continuously maintained its CAP-FDT accreditation since first becoming accredited in September 2000. At the Flagstaff lab, all testing is performed according to CAP-FDT guidelines and under CAP-FDT regulated conditions. A CAP-FDT forensic certification is noteworthy because it demonstrates the laboratory must meet and maintain certain performance standards in order to be certified and focuses on legally defens ble drug testing. Long Island Laboratory – Cordant's Long Island lab is accredited by the College of American Pathologists (CAP). State specific licenses include the New York Department of Health/CLIA, Maryland, Oklahoma, Pennsylvania, Florida, California, New Jersey, Rhode Island, and Texas. Tacoma Laboratory – Cordant's Tacoma lab is certified by the US Department of Health & Human Services (SAMHSA), accredited by the College of American Pathologists (CAP) and is CLIA licensed in Washington (MTS License). Our Tacoma lab has maintained its SAMHSA accreditation since 2009 and complies with all requisite regulations for this agency, including training, testing, facility, and quality assurance. Our Tacoma lab also holds a number of state-specific licenses, including New York Department of Health, New Jersey, California, Maryland, Pennsylvania, and Rhode Island. Our Tacoma laboratory is one of a very few select laboratories that holds an out-of-state California Methadone license. Massachusetts Laboratory – Cordant's Massachusetts lab holds certification from the College of American Pathologists Laboratory Accreditation Program (LAP), a CLIA Certificate of Compliance from CMS, licensure from the Massachusetts Department of Public Health, a Maryland Office of Health Care Quality Medical Laboratory Permit, and a Pennsylvania Department of Health Clinical Laboratory Permit. Indianapolis Laboratory – Cordant's Indianapolis lab holds a CLIA Certificate of Compliance from CMS, as well as any State certification requirements for any clients that we may serve from this location. All of Cordant's collection staff meet or exceed national certification standards as required by National Institute of Drug Abuse/Substance Abuse and Mental Health Services Administration (NIDA/SAMHSA).	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	None.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	

19	Describe any relevant industry awards or recognition that your company has received in the past five years	Please see the following peer reviewed scientific publications from Cordant Health Solutions: Shin, S., Borg, D., Stripp, R. 2020. Developing and Validating a Fast and Accurate Method to Quantify 18 Antidepressants in Oral Fluid Samples Using SPE and LC–MS-MS. J Analytical Toxicology. 2020 doi: 10.1093/jat/bkz117 Borg, D., Ko b, E., Lantigus, C., Stripp, R. 2017. Chiral analysis of methamphetamine in oral fluid samples: A method to distinguish licit from illicit drug use. J Analytical Toxicology. 2017 1-8 doi: 10.1093/jat/bkx079 Stripp, R., Shaparin, N., Mehta, N., Kunkle, F., Kolb, E., Borg, D. 2017. A novel chronic opioid monitoring tool to assess prescription drug steady state levels in oral fluid. Pain Medicine Nov 1;18(11):2162-2169 doi: 10.1093/pm/pnw335 Borg, D., Tverdovsky, A., Stripp, R. 2016. A fast and comprehensive analysis of 32 synthetic cannabinoids urine agilent triple quadrupole LC/MSMS. J Analytical Toxicology. 2017 Jan;41(1):6-16. doi: 10.1093/jat/bkw104 Kunkle, F., Borg D., Fey, L., Stripp, R. 2015. Assessment of the use of oral fluid as a matrix for drug monitoring in patients undergoing treatment for opioid addiction. J Opioid Management. 11: 435-442. Sarris, G., Borg D., Liao, S., Stripp, R. 2014. Validation of an EMIT screening method to detect 6-Acetylmorphine in oral fluid. J Analytical Toxicology. 38: 605-609.	*
20	What percentage of your sales are to the governmental sector in the past three years	More than 25% of drug testing service revenues.	*
21	What percentage of your sales are to the education sector in the past three years	Less than 5% of drug testing service revenues.	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Cordant holds an agreement with MMCAP Infuse which has no annual sales volume to date. Cordant has an extensive client list with multiple state and county agency contracts, spanning the entire country, that is too numerous to list here. Our experience is evidenced by the summarized example list of current customers below, some of whom have been with Cordant since 2001. Arizona Government Agencies – Cordant serves numerous criminal justice and county programs in Arizona, providing testing of nearly 7,500 specimens per month. Several of these agencies have been with Cordant since 2005. Customers include county and statewide court systems, and adult and juvenile probation departments. For many of these agencies, we test both urine and oral fluid, offering up to 40 different panels to choose from to ensure case managers have the appropriate results. Results are provided according to the agency's preference, with methods including secure fax, our secure web portal, interfaces with case management programs (including the State APETS system), and Sentry. Cordant also provides annual drug educational trainings for agency employees. Government Agencies in the Pacific Northwest – Cordant has been the drug testing service provider for the Department of Children and Family Services in Washington since 2010. We provide collection services to this state-wide agency through a network of over 100 third-party collection sites and four Cordant operated Patient Service Centers. Nearly 4,000 samples per month are collected and tested for this customer. In addition to the state's Department of Children and Family Services, Cordant is the preferred provider for drug testing services for many other municipal, county and state agencies in the State of Washington. Further, Cordant provides drug testing services, collection services, and drug testing case management services via Cordant Sentry™ to many treatment providers in Washington and Oregon. In total, Cordant processes nearly 60,000 samples per month from criminal justice agencies and addiction treatment providers in Washington and Oregon. Probation and Health & Human Services Departments in California – Cordant provides drug testing services, collection services via Laboratory Collection Specialists, and Sentry to several agencies in the State of California. Nearly 13,000 specimens per month are received and tested for these clients. Cordant has been serving several of its California clients since 2001. Criminal Justice Agencies in Colorado – Cordant has a significant footprint in the State of Colorado, serving a significant number of municipal departments, county agencies, and state agencies. Our services have had a significant impact on agencies throughout the state. Nearly all of these agencies utilize Sentry. Sentry's capabilities for connecting the supervising agency, the collection sites, treatment providers and individual participants have enabled these agencies to significantly improve their drug testing programs. Cordant receives and tests over 55,000	

		specimens per month from the State of Colorado. Several of our Colorado customers have been with us since 2004. Michigan Governmental Clients – Cordant has been working with clients in the state of MI for over 6 years now, providing laboratory testing for a large number of third-party collection sites throughout the state. Cordant provides laboratory testing of over 15,000 drug screens per month from these local criminal justice/court collection sites, with an additional 5,000 sent directly to us from county, state, and municipal agencies. Indiana Criminal Justice Agencies – Cordant has been providing drug testing services throughout the state of IN since 2013. This includes multiple agencies including probation departments, treatment providers and the Indiana Department of Child Services (IN DCS). For the IN DCS we provide statewide services via an extensive collection site network, operation, and management of a mobile collections team as well as referral management through our proprietary connectivity product Cordant's Referral Management Program. All our Indiana criminal justice clients are utilizing our Sentry program, with full randomization and drug monitoring. Cordant provides laboratory testing of more than 28,000 specimens a month for our Indiana clients. Illinois Criminal Justice, Social Service and Treatment Agencies – Cordant has been providing drug testing services for government and treatment agencies in Illinois since 2016, including collection services at several agency offices. Approximately 6,000 samples are tested per month from these clients. Most of these samples are collected using our Sentry program, allowing these programs to save time, money, and increase accuracy of participant information. Several of the government offices are utilizing Sentry's randomization call in line, ensuring individuals are held accountable to participation requirements. New Mexico Criminal Justice and Youth and Family Services – Cordant serves several governmental agencies in New Mexico, including probation, parole, community corrections, drug courts, and child, youth, and family departments. Cordant has been providing testing in the state since 2014. We work closely with third party collection agencies within New Mexico for government agencies that require these services. The collectors use Sentry to document collections and record onsite tests. These offices are also using various Sentry features, including the randomized call-in system. We test nearly 10,000 samples a month for our New Mexico clients. Cordant also participates in a state program which employs military veterans at the third-party collection sites. Texas Criminal Justice Agencies – Cordant serves several criminal justice agencies in Texas, including county probation, children's court divisions, and treatment providers. Cordant also works closely with collection sites throughout Texas to test nearly 20,000 samples a month. Both the collection sites and government agencies are utilizing Sentry for specimen collections and case management. These agencies are also using Sentry's call-in randomization feature, which has had a significant impact on their programs. Many of these Texas programs have been with us since 2015.	*
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	None.	*

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Denver County Court Probation	DeAnna Maes, Chief Probation Officer	720.913.8361	*
San Diego County Probation	Jorge Gonzalez, Division Chief: Adult Reintegration & Community Supervision Services	619.441.3440	*
Thurston County Drug Court	Sabrina Craig, Program Manager	360.357.2482	*

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Colorado Judicial	Government	Colorado - CO	Laboratory drug screening and confirmation testing in urine and oral fluid since 2004	55,000+ specimens per month	$12.6 M	*
Washington State Department of Children, Youth & Families	Government	Washington - WA	Statewide agency collection services through a network of over 100 third-party collection sites and four Cordant operated Patient Service Centers. Laboratory drug screening and confirmation testing in urine and oral fluid since 2010	4,000 specimens per month	$4.0 M	*
San Diego County Probation	Government	California - CA	Laboratory drug screening and confirmation testing in urine and oral fluid since 2001	7,120 specimens per month	$2.4 M	*
State of New Mexico Probation & Parole	Government	New Mexico - NM	Laboratory drug screening and confirmation testing in urine and oral fluid since 2009	3,000+ specimens per month	$2.0 M	*
Washington State Department of Corrections	Government	Washington - WA	Laboratory drug screening and confirmation testing in urine and oral fluid since 1993	1,857 specimens per month	$1.2 M	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	Cordant's sales force consists of over 30 full time direct employees spanning the entire country. This team consists of highly experienced sales members and leaders with extensive knowledge of the drug testing industry and Cordant Health Solutions. Because this industry is specialized it is important to have a dedicated sales team that knows our clients and how to best serve their needs. Cordant's in-house sales team can service the needs of the entire country. All sales team members will be trained on the contract so that we can be sure that potential inquiries are handled appropriately and forwarded to the appropriate team members, when necessary. Cordant will develop the sales training materials and perform the sales trainings within the first 90 days of contract initiation. Cordant will include expectations related to the promotion of the Sourcewell partnership in our Sales Training. Additionally, our business development planning that will occur within the first 90 days of contract initiation will include actions specific to promotion of the Sourcewell partnership.	*
27	Dealer network or other distribution methods.	Not applicable to the services offered by Cordant.	*
28	Service force.	Cordant currently has over 650 employees. Our team includes multiple fully staffed laboratories, pharmacies, specimen collection staff, and corporate employees who provide all administrative functions needed to ensure a stellar client service experience. We consider every employee in our company our service force. Through our proven methodologies, processes, and highly skilled personnel, Cordant is able to deliver timely and accurate results. If additional personnel are required, our HR department utilizes a range of corporate resources and our corporate website to post and recruit qualified candidates. In addition to our laboratory and field operations staff, we have a number of	

administrative functions that will ensure Sourcewell participating entities receive the highest level of support throughout the contract period. Administrative functions include Client Services, Consultation and Advice from Senior Level Technical Staff, 24/7 Toxicology Hotline, Account Management, Billing, Information Technology, Legal Support, and Contract Management. There are never additional fees for these services.

Cordant has a nationwide footprint consisting of multiple laboratories with redundant equipment, enabling us to shift sample processing seamlessly between locations, if needed. This allows us to continue meeting the expectations of our clients if an emergency closure is necessary in any one location. Further, through COVID-19, our business was designated essential, allowing for continued service without interruption to our clients. Finally, our support services teams are dispersed geographically, there will always be resources available to the Sourcewell entities for quick communication.

Cordant's Client Services team – This team responds to a range of customer inquiries, including resending results, responding to questions about pricing and the client's account; supply ordering; cross referencing a person's prescription medications to their results; detection windows and drug interactions, assisting with Cordant Sentry, and more. Along with accurate, quality laboratory tests in industry leading turnaround times, Cordant offers a stellar customer service experience. Our Client Services team is highly trained and ready to assist with logistics, result interpretations, IT support, supplies, account set up, additional test requests, and more. When they call, Sourcewell participating entity clients will get a LIVE person that can help, or ensure the participant gets to the right person that can.

24/7 Toxicology Hotline – An on-call Toxicologist is available 24/7/365 for urgent result interpretation questions outside of business hours. Our 24/7 Toxicology hotline is staffed by four board certified toxicologists and 12 additional toxicologists that have specialized training in criminal justice result interpretation. Our senior toxicologists provide consultation and training on all aspects of current and developing toxicology, and these individuals have a specific skill set that surpasses the generalized toxicology training received by an MRO. Cordant is committed to ensuring Sourcewell participating entities receive top notch client service and support, including answering difficult drug testing questions in a timely manner.

Account Management – The Account Manager is part of the service team during implementation and will be intimately involved and familiar with the services being provided. During the implementation and transition process, the Account Manager will maintain frequent contact with the participating entity's stakeholders to ensure services are successfully rolled out and administered. The Account Manager will also develop an annual monitoring plan that includes regular contact and in-person meetings with the participants, and will review their accounts regularly, monitoring services and performance, and addressing any matters that may arise. The Account Manager is also tasked with representing Cordant at contract meetings and will have the authority to present information to the participants, such as outcomes, reports, invoices, etc. Should there be any change in our Account Management assignments or personnel, we notify clients immediately of such changes and ensure that any new personnel assigned to the key roles will be promptly brought up to speed on all services and contractual requirements. This effort also includes transition meetings so that any "hand off" of activities and responsibilities are accomplished with minimal disruption. *

Litigation and Testimony Support Services – Cordant is committed to providing the legal support that our customers require. We can provide deposition, documentation, testimony, and other administrative and court action support. Our scientists, directors and technical staff members can provide expert testimony on behalf of Sourcewell participating entities, if needed, to defend the veracity of our procedures and the accuracy and reliability of our test results. We follow all HIPAA requirements for the release of documents or experts for testimony. Our team has provided hundreds of testimonies nationwide, and Cordant's experts have never been rejected as expert witnesses.

Billing – Cordant's billing teams are structured in a way that addresses the unique needs of our clients and their patients/participants. For *patients* whose drug testing services are billed directly to their insurance, we have a team who is dedicated to this segment. For clients billed directly by Cordant for services, as is the case with most government agencies, we have a billing team dedicated to this client base. We understand that different clients can have different billing requirements. As such, our teams are trained to handle the needs specific to these segments, to ensure that we are delivering the highest level of service possible.

Information Technology - Cordant employs a team of Information Technology professionals to provide both internal and direct client support (this function is not outsourced). Our Information Technology team works closely with clients to provide direct interfaces with various case management systems, and for implementation of

		our results portal and Cordant Sentry™. With over 15,000 logins per day into Sentry, our proprietary web-based drug testing management system, we are fully staffed and prepared to support our customers with questions that arise. Our Sentry Support team and our IT team work together to ensure all questions or issues are addressed in a timely manner. Contract Management - Amanda Gibbs, Senior Vice President and General Manager - Behavioral Health Business Unit, is the primary contact for all contract related matters. In addition, we have several teams that assist in contract matters, including the proposal team, legal team, compliance team and the Vice President of the Business Unit. All teams have significant experience in the industry and are positioned to ensure our contractual obligations are met.	
29	Descr be the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	During the implementation process, Cordant works closely with our clients to establish the appropriate panel configurations and sets up all relevant accounts in our billing, laboratory information and Sentry systems. These panels are then input in our portal and are available for the participating entities staff to choose from. Specific reports will be configured in the system. Cordant's IT manager and the Client's IT manager will work together to enable information transfer as needed. Formats will be set up for invoicing, test codes, panels, and Chain of Custody forms. Client accounts are generated in Cordant's systems and Sentry per the requirements for each office/location. Cordant sets up the Client's Master Account and any sub accounts, inputting all data that was verified during the initial implementation meeting into our Laboratory Information Management System. Results reporting criteria are established and tested. Once all elements of the client set up process are complete in our systems, on demand and/or scheduled test ordering can be easily placed in one of our electronic portals for testing services to be performed in the lab. All elements of the ordering process will be set up by a Cordant in-house employee for ease of future ordering, resulting, and billing to our clients.	*
30	Descr be in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Cordant offers a stellar customer (client) service experience. Our Client Services team is highly trained and ready to assist with logistics, result interpretations, IT support, supplies, account set up, additional test requests and more. Calls are answered by a live person who can help or get the caller to the person who can. Our Client Services team answers more than 1,000 calls per week with very short wait times – 99% of our calls are answered in under 30 seconds. Based on recent customer survey results, 93% of callers are satisfied or very satisfied with the service provided by Cordant. You can be assured that the service participating entities receive from Cordant Health Solutions cannot be matched by any other provider in the market. Cordant's Client Services Team assists our clients in a range of ways. When someone has a positive test, we will typically advise clients to have the sample confirmed, which provides more concrete results for the presumptive positive. The Client Services team will also cross reference the individual's prescription or OTC medications to see if they could be the reason for the positive test, or if any prescription medicines are known to be cross reactive. In the event of cross reactivity, confirmations are always recommended. Cordant's Senior Toxicologists can answer a wide range of complex questions about test results to aid the client in making the best decision on the information they have received. Cordant's Client Services team is available Monday through Friday from 6:30 am to 4:30 PM Mountain Standard time at 800.348.4422. Clients can initiate inquiries and requests via phone or via email at customersupport@cordanths.com. A team member will return the e-mail the same day it was received. Cordant provides a significant amount of support to our customers to help ensure a successful drug testing program. We recognize that most governmental agencies are not experts in drug testing. As such, our top-notch Client Services team and 24/7 Toxicology Hotline will provide the assistance, guidance, and professional support that the client needs. An on-call toxicologist is available 24/7/365 for urgent results interpretation questions outside of business hours. This call line is maintained by our expert toxicology team, which includes PhD level Laboratory Directors and board-certified toxicologists, and this team has specialized training in criminal justice result interpretation. Our senior toxicologists will provide consultation and training on all aspects of current and developing toxicology. Cordant is committed to ensuring the client receives top notch client service and support, including answering difficult drug testing questions in a timely manner.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	We are able and willing to provide services to entities in all 50 states.	*

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We do not provide services to entities in Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Cordant currently serves all 50 states and intends to do so for this contract. We are not proposing services in Canada.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	None.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	The pricing provided within the attached cost proposal includes shipping within the continental United States. Shipping to/from Hawaii, Alaska, and other US territories will be assessed separately on a client-by-client basis, based upon testing volume and specific shipping location.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Cordant will develop cross-channel marketing campaigns using paid, earned, and owned media to deliver targeted communications to Sourcewell's participating entities that explain the benefits of Cordant's drug testing and medication-assisted (MAT) treatment solutions. See example digital/print sales sheets, email campaigns, website landing page, and a press release in Exhibit A – Marketing Plan.	*
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Cordant utilizes a variety of digital tools to monitor and enhance marketing effectiveness, including automated trigger email campaigns, search engine optimization and analytics, and social media key performance indicators.	*
38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	Cordant understands our sales force will be the primary source of communication with Sourcewell participating entities. We feel confident we have the resources and the national footprint to successfully market any contract awarded to us through Sourcewell participating entities and to help target additional opportunities. Upon being awarded a contract, we propose having a planning session with Cordant's sales management staff and the Sourcewell management staff to determine how we can best approach business development opportunities together. Based on our extensive experience with government entities, we understand that a significant amount of time and effort can go into a competitive procurement process. Instead of investing this time, government agencies can benefit greatly from utilizing Sourcewell. We are committed to discussing the benefits of utilizing Sourcewell with our governmental clients and encouraging their participation. Our strategy within the first 90 days of contract initiation includes two very important components: (1) process modification and training, and (2) business development planning and execution. The sales force will begin promoting the Sourcewell Contract as soon as our internal training and business development plan are completed. Cordant will designate sales team members that will have primary sales responsibility for the Sourcewell contract. However, all sales team members will be trained on the contract so that we can be sure that potential inquiries are handled appropriately and forwarded to the appropriate team members, when necessary. The training will include: - Description of the Sourcewell organization and its purpose; - Identification of any other Sourcewell representative contact information, if applicable; - Details of Cordant's Sourcewell contract and requirements, including pricing; - Identification of the information that must be provided to the Account Set-up team to ensure proper attachment to the Sourcewell contract; - Expectations related to the promotion of our Sourcewell partnership; - Key advantages of the Sourcewell contract; and - Any other relevant information identified in the planning discussions between Sourcewell and Cordant.	*

39	Are your products or services available through an e-procurement ordering process? If so, descr be your e-procurement system and how governmental and educational customers have used it.	Because the bulk of our services are lab-based drug testing, services are contractually agreed upon with each client and each test is ordered independently on an as needed basis. Testing can be ordered via one of our secure web-based platforms or on manual requisitions. For drug testing supplies including instant devices, lab-based testing and shipping supplies, orders can be placed by phone call or email to our client services team. As is discussed further in Table: 8 Value Added Attributes Line Item 41, as well as in our attached Exhibits, Cordant SentryTM provides full online electronic test ordering capabilities, reporting capabilities, and result management. We offer electronic capabilities throughout our multiple ordering and resulting portals, online billing portal and house a proprietary web-based platform called Central Portal that also features Cordant AIMM Care™, Cordant's new clinical insights analytics suite that allows authorized client users to see testing data, result trends, and participant-level detailed result reports on-demand. During the implementation process, Cordant works closely with our clients to establish the appropriate panel configurations and sets up all relevant accounts in our billing, laboratory information system, and Sentry system. These panels are then input into our portal and are available for the participating entity's staff to choose from. Specific reports will be configured in the system. Cordant's IT manager and the Client's IT manager will work together to enable information transfer as needed. Formats will be set up for invoicing, test codes, panels, and Chain of Custody forms. Client accounts are generated in Cordant's systems and Sentry per the requirements for each office/location. Cordant sets up the Client's Master Account and any sub accounts, inputting all data that was verified during the initial implementation meeting into our Laboratory Information Management System. Results reporting criteria are established and tested. Once all elements of the client set up process are complete in our systems, on demand and/or scheduled test ordering can be easily placed in one of our electronic portals for testing services to be performed in the lab.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	

40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Cordant offers a range of training topics to ensure our clients are fully trained and up to date in all key areas, including: Account Setup/Onboarding Training, Cordant Sentry™ Training, General Toxicology Training & Trends, and Specimen Collection Training. All of Cordant's virtual training for our clients is included at no additional cost to our clients. In-person training can be performed at a mutually agreed upon basis. Account onboarding and test ordering including online portal and manual requisitions completion will occur for every client. Any of the additional topics listed below can be performed on request by the participating entity. Cordant feels strongly that the success of our client's program goals depend heavily on the training they receive. Account Setup/Onboarding Training – Initial onboarding training typically consists of introductory topics such as sample collection, including completion of the Chain of Custody form, Sentry portal test ordering and results reporting, billing portal usage, and result interpretation. Cordant SentryTM Training – Cordant will provide training for our online drug testing management application, Cordant Sentry™. This is a hands-on technical training offering a full in-depth understanding of how scheduling, reporting, and other key Sentry features work. A training manual is provided that includes navigation of the basic functions, along with screenshots. The training is typically provided via live webinars using Zoom, and there is a question-and-answer period after the training. Throughout the contract period, Cordant will continue to work with any participating entity staff who require additional training. We can also create 1-2 page "quick reference guides" that describe how to complete specific processes in Sentry. We have created many quick reference guides for our customers to assist them with using the program in a manner that supports their specific workflows. General Toxicology Training & Trends – In addition to performing training on Cordant Sentry™, we can provide participating entity staff with many other training opportunities. Participating entity staff will receive initial client set up trainings to include Sentry training, requisitions, collections (if applicable) and basic toxicology training, and results interpretation. Ongoing training via live web conference is included at no additional charge. Additionally, in-person trainings may be conducted on an agreed-upon basis. We will work with the participating entities to schedule ongoing training as needed. We also provide customized trainings for our clients to address specific needs. Topics covered during training include, but are not limited to: - Laboratory accreditation; - Contract panel and testing options; - Chain of Custody layout and procedure for completing; - Specimen collection protocol including preparation of samples for pick-up and shipping (as described below); - Screen and confirmation testing; - Specimen validity - substitution, dilution, and adulteration; how people can attempt to beat a drug test; - THC creatinine ratio - determines new versus old use of marijuana; - Drug detection times; - Current regional, state specific or client specific drug trends; - New drugs of abuse trends; - Differences between types of testing, i.e., ethanol versus EtG and oral fluid versus urine; - Review of common test results and result interpretation; - Common drug testing myths and truths; and - Sentry features. In addition to the training described above, Cordant offers substantial online resources for training and result interpretation: Educational Webinars – Cordant's PhD's and Board-Certified Toxicologists conduct periodic educational webinars accessible to the public. Invitations to these webinars are sent via email and all past webinars can be accessed on the Cordant Health Solutions website. To receive these invitations or to access past webinars, please visit http://cordantsolutions.com/cordant-videos/ and provide your email address. Drug Resource Library – A wealth of information is available to participating entity staff from our Drug Resource Library at http://cordantsolutions.com/drug-education-resource-library/. Content includes, but is not limited to, common training topics, drug fact sheets, and excerpts on new and emerging drug trends. YouTube Channel – Cordant also has a YouTube channel where a number of informative videos are posted, located at: https://www.youtube.com/channel/UCvgOEn8FmTk-DahO4bN9Vrg	*

41	Descr be any technological advances that your proposed products or services offer.	Cordant Health Solutions is a leader in providing innovative tools for monitoring participants in behavioral health programs. Cordant Sentry ™ – Government municipalities, counties and state judicial departments comprise a significant percentage of our clients. Due to our long history of working with these agencies, we understand the challenges they face and have developed solutions to improve the supervision of their client population. That's why we created Cordant Sentry™, an industry leading online substance abuse management, compliance, and reporting system designed to support evidence-based practices. Sentry creates efficiencies at every step in the substance abuse monitoring value stream: offender enrollment and photo capture, randomization, notification for testing by IVR (Interactive Voice Response) phone system, no call and no-show reporting, electronic chain of custody (no handwriting or typing -- to eliminate data transfer errors), and results reporting in real time. A key Sentry feature, and a favorite of most case managers, is the real-time alert feature that allows officers and case workers to receive email alerts on missed calls, missed tests, and abnormal/normal drug test results. With the ability to receive alerts for noncompliant clients, case workers have the ability to intervene quickly. Sentry's call-in (IVR) feature is integrated with the software's randomization feature, offering the Sourcewell participants a truly integrated scheduling solution. Randomization can be implemented for multiple periods (weekly, half-monthly, monthly, quarterly, half-yearly, yearly), with multiple testing times per period. The IVR call in-times and days can also be scheduled, and additional surprise testing can be specified for 5% to 30% probability of selection, which virtually eliminates predictability. Organization holidays or excused testing days can be blocked out of the schedule, and gender specific holidays can also be selected for same sex collections on a specific day. Sentry's randomization feature uses a mathematical algorithm. Sentry's scheduling feature helps enhance the effectiveness of the Sourcewell's participants' drug testing dollars by eliminating over-testing yet offers the flex bility to adjust testing schedules as needed for a higher level of compliance. Cordant has helped many agencies to modernize their drug testing programs with Sentry, increasing efficiency and improving both outcomes and defens bility. Sentry is an integral part of the services we provide and is included in our proposed fees. More detail on key Sentry features and screen shots are included in Exhibit B – Value-Added Attr butes – Cordant Sentry. Sentry and our Laboratory Information Management System (LIMS) may be interfaced with customers' systems to transmit case information between and eliminate manual data entry in both systems. We have provided many different types of interfacing to our customers based on the specific needs of the agency, and currently support over 100 live interfaces ranging from results-only to bi-directional order/demographic/result interfaces. We plan to work closely with the participating entities to ensure results are transmitted in accordance with your needs. Sentry™, is currently used by many treatment providers, drug courts, probation departments, and social services agencies across the country, helping to fortify supervision, save money and save time. Cordant Central Portal – This powerful, proprietary platform combines laboratory test ordering and test results with detailed trend reports for enhanced insight to optimize outcomes. Cordant has integrated multiple platforms for test ordering, results and reporting into one streamlined software portal. Central Portal is a secure, web-based, user-friendly tool that makes it easy and fast to review test results, efficiently manage participant data and submit electronic orders to Cordant's laboratories. Clients can easily retrieve participant test results and test result history, review order logs, place orders and ask questions in the same tool. And unlike with the older systems, clients with more than one location can now use a single sign-on, eliminating the need to track multiple sign-in credentials between affiliated offices. Central Portal also features Cordant AIMM Care™, Cordant's new clinical insights analytics suite that allows users to see testing data, result trends and participant-level detailed result reports on-demand. Users can view and interact with their data in multiple formats and refine search results by common interest factors, such as positive test results, negative test results and participant test result history. The ability to display data in targeted and actionable ways can provide critical insight into participant behavior and help improve outcomes.	*

42	Describe any “green” initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	Cordant cares about sustainability and we are continually looking for ways to reduce the quantities of single-use consumables in our practices. Our various sustainability practices are described below. Online Tools and Data – One of our biggest sustainable practices is the use of online tools, I ke Sentry and our web results platforms. In Sentry, the chain of custody and test request documents are reduced from 2-3 parts of a form to a single page during each collection yielding in a 50-66% savings in paper waste. Using Sentry or our online platforms, you will also be able to see savings from printing test results, as these options offer a paperless alternative to hard copy test result reports. Lastly, if the participating entity has partner agencies that you currently share results with, Sentry has the ability to share client information with other HIPAA-compliant agencies, without having to work with any hard copy or physical media. Also, our invoices are available 100% online through our billing center. Access to the billing center can be given to any authorized user and the use of hard copy invoices can be stopped at any time. Those invoices are available in both an Excel (by request) and PDF format. Reduction of Plastic in Laboratory Practices – Our Research and Development scientists are constantly looking at ways to remove consumables from our lab practices. In several instances, we have reduced the amount of plastic used by asking our manufacturers to use less plastic or reduce the size of sample containers. In one instance, we stopped using test tubes and began using a smaller holding well, including recalibrating our machines to recognize samples in a shallower container, which produced significantly less usage of plastic material. Prescription Take Back Program – Cordant has a prescription take-back program to help people dispose of their unused prescription medications in a safe and secure manner instead of adding them into our water supply or throwing them away. Remote Workers – Cordant’s utility usage and real estate footprint is decreased by employing remote workers for eligible positions. Telecommuting is a sustainable strategy that is also supported by air quality planners – crowded rush hours in metropolitan areas can be a significant source of pollution, whereas remote work arrangements allow for a smaller number of commuters during busy rush hours. Office Recycling – All documents that contain potentially sensitive info are placed in the office shredder bins. The shredded paper is recycled by the shredding company (MakoShred).	*
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Cordant does not currently hold any third-party issued ecolabels, ratings, or certifications related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	*
44	Descr be any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	None.	*
45	What unique attr butes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Cordant has emerged as a recognized thought leader in the toxicology industry, devoting significant resources to research and development, improving outcomes, reducing costs, and leveraging technology to advance the science of forensic drug testing, particularly in government and treatment settings. We are one of the only healthcare companies offering a complete solution tailored to the government realm and affiliated treatment and addiction medicine services, programs, and providers that continue to integrate with government entities and programs. At the forefront of combating today's opioid epidemic, we are committed to providing cutting-edge solutions for agencies, officers, judges, case workers, clinicians, and payers involved in the monitoring, evaluation, treatment and ultimately, the rehabilitation of affected individuals. An entire Business Unit is devoted to serving government agencies (i.e., social service agencies, courts, probation departments, etc.) and affiliated treatment programs. Our focus on serving government entities is unparalleled, with our key differentiators and unique attr butes/offerings outlined below. Alignment with Industry Best Practices – Cordant’s solutions are fully aligned with the National Association of Drug Court Professionals (NADCP) and the American Society of	

Addiction Medicine (ASAM). Cordant's experience across all aspects of the treatment continuum has exposed us to best practice standards utilized by agencies nationwide. Cordant Sentry was developed to support best practice standards utilized by governmental agencies, that are consistent with NADCP and ASAM recommendations. Client engagement is a key factor for success when clients are being monitored for substance abuse. If Cordant's tools are fully utilized (including all features of Sentry), the information that is available to the Participating Entity helps improve client engagement.

Extensive Government Experience – At Cordant, an entire Business Unit, our Behavioral Health Unit, is devoted to serving government agencies, municipalities, and judicial departments, including drug courts, probation departments, parole departments, community corrections, pre-trial services, child protective services, juvenile justice groups, and more. Cordant tests over 10,000 specimens per day from criminal justice agencies alone throughout the country.

Expansive Testing Menu – Cordant provides the widest array of toxicology services available in the criminal justice and treatment market, with the ability to test four matrices (urine, oral fluid, blood, and hair) for all common drugs of abuse as well as specialty and designer drugs, including synthetic cannabinoids, synthetic stimulants, and hallucinogens. Cordant's testing capabilities are a result of our 34-year history of providing quality toxicology services. Cordant has one of the largest test offerings in the country, including over 180 drugs and their metabolites, with many of these drugs available for testing in all four matrices. In addition to the standard offering of commonly abused drugs and illicit substances, prescribed medications, and newly-emerging-ever-changing synthetics, Cordant has the largest mental health offering that exists, in both urine and oral fluid. We have developed tests for adherence to 60+ commonly prescr bed mental health medications, as noted below. Our extensive test compendium is a key differentiator for Cordant – we offer one of the widest ranges of available tests among our competitors in the toxicology industry. Cordant's Comprehensive Test Compendium is included with this proposal as Exh bit C – Value-Added Attributes – Cordant Test Compendium.

State of the Art Drug Testing Management Program – Cordant Sentry™ is our HIPAA compliant online drug testing management solution and is an integral part of the services we provide. Sentry creates efficiencies at every step in the substance abuse monitoring value stream: offender enrollment and photo capture, randomization, notification for testing by IVR (Interactive Voice Response) phone system, no-call and no-show reporting, electronic chain of custody (no handwriting or typing -- to eliminate data transfer errors), and results reporting in real time. Users can modify the testing workload to accommodate staffing levels and the gender of collectors. A key Sentry feature, and a favorite of most case managers, is the email alert feature for missed calls, missed tests, and abnormal/normal drug test results. With the ability to receive alerts for noncompliant clients, case workers have the ability to intervene quickly. Sentry's randomization and scheduling feature helps enhance the effectiveness of your drug testing dollars by eliminating over-testing, yet offers the flexibility to adjust testing schedules as needed for a higher level of compliance. The significance of our drug testing management program is evidenced by the following usage statistics: 20+ million annual participant daily check-ins either via our dedicated phone lines or through our online webpage, 2+ million drug tests managed via Sentry and 8,500 daily log ins by criminal justice agency workers and treatment providers across the country.

Industry-Leading Turnaround Time for Test Results – Cordant works with governmental agencies across the country, using FedEx and couriers to ensure that specimens are delivered to our labs and results are provided to customers in a timely manner. This is one of several key quality indicators monitored weekly to ensure customer satisfaction, which also enables better outcomes through quick intervention. We take pride in our industry-leading turnaround time, one of the lowest in the industry. Screening results will be delivered within 24-48 hours from receipt by the laboratory, with confirmation results in an additional 48-72 hours from the completion of the screening test or from when the confirmation is ordered. Receipt by the laboratory is defined as the time the sample is accessioned at the laboratory into the laboratory information management system. Achieving our goals for turnaround time is a Cordant standard and absolute expectation, so we continue to seek out and explore methods to mitigate delays caused by issues both within and outside of our control. Important note: Given the significant global supply chain issues that have occurred since and during the pandemic, affecting all industries, delays in the delivery of test results may occur.

High-Touch Client Services Team – Cordant's Client Services team is available Monday through Friday from 6:30 am to 4:30 PM Mountain Standard Time via phone or via email. Emails are returned the same day they are received. Trained by our senior toxicologists, with a focus on current drug testing trends and products, this team is capable of handling a wide variety of questions and can assist with logistics, result interpretations, IT support, supplies, account set up, additional test requests, and more. Customer calls are answered by a live person that can help or ensure the caller is connected to someone who can. Our Client Services team answers more than 1,000 calls per week with very little wait times – 99% of our calls are answered in under 30 seconds. Recent customer survey results show that 93% of respondents are satisfied or very satisfied with the service provided by Cordant.

24/7 Toxicology Hotline – An on-call toxicologist is available 24/7/365 for urgent results interpretation questions outside of business hours. This call line is maintained by our expert toxicology team, which includes PhD level Laboratory Directors and board-certified toxicologists, and this team has specialized training in criminal justice result interpretation. Our senior toxicologists will provide consultation and training on all aspects of current and developing toxicology. Cordant is committed to ensuring the customer receives top notch client service and support, including answering difficult drug testing questions in a timely manner. Note, there is NO ADDIITONAL fee for this service.

Mental Health Medication Adherence Testing – Former Surgeon General C. Everett Koop once noted, “Medications only work in patients who take them.” Because adherence to mental health/psychotropic medications can have a significant impact on positive outcomes, Cordant recently expanded our testing capabilities to include adherence testing. Medication non-adherence accounts for 30 - 50% of treatment failures. Cordant offers the most expansive testing menu available in the market, including urine and oral fluid tests for 60+ commonly prescribed mental health medications. Medication adherence testing can provide valuable information to help identify the participants that are most at risk for negative outcomes.

Reporting Tools – Our analytics team provides routine and ad hoc reports to trend our customers’ drug testing data, detail positivity rates, stratify unexpected results, summarize testing frequency, etc., as well as highlight potentially aberrant behaviors for individual participants. By providing comprehensive analytics at both the population and donor level, our customers gain increased visibility into overall drug use trends in their program, as well as insight into who is at greatest risk for poor outcomes based on drug testing information. Cordant’s clinical reporting tools provide valuable and objective understanding of prior drug use that promotes quicker interventions and ultimately improves outcomes. Cordant offers several reporting options that could help the Participating Entity assess participant risk levels, determine the participant’s progress, and support the appropriate level of supervision. Two options which may be especially useful are the Results Management Report and the Sentry Compliance report. Our Results Management Report trends drug testing data within a population. It can be provided on a weekly or monthly basis and offers important insights, drilled down to the participant level, at a glance. This valuable report includes data on the number of tests and time between tests, along with test results for individual participants. To help identify risk levels, this report provides a high, medium, or low risk assessment, flagging participants that had unexpected or illicit drug test results. By calling attention to the participants demonstrating unexpected drug testing results, this report helps enable earlier detection for appropriate participant intervention. Our Sentry Compliance Report offers an overview of an individual participant’s compliance with the program requirements. The Compliance Report is a patient-specific log that reflects compliance with the call-in requirements, whether they provided specimens when required, and whether any positive results were obtained from the drug test. The Compliance Report also provides a participant’s compliance score for various time periods, including the past 30, 60 and 90 days, as well as a score for the past 6 months and the past year. *

Legally Defensible Results – Cordant’s toxicology results are legally defensible, and we are well versed in meeting the needs of customers who require legal defensibility and litigation support in the form of litigation packets, virtual testimony, or live testimony. Our procedures and practices comply with and exceed industry standards, as evidenced by our extensive accreditations. We can provide deposition, documentation, testimony, and other administrative and court action support, as required. Our scientists, directors, and technical staff members can provide expert testimony on behalf of the Participating Entity, if needed to defend the veracity of our procedures and the accuracy and reliability of our test results.

Ability to Customize Panels – Cordant can create any number of panels for the Participating Entity. Panels can also be easily and quickly reconfigured for new emerging drugs, regional trends and individual program needs. During the implementation process, Cordant works closely with our clients to establish the appropriate panel configurations. These panels are then input into Sentry and are available for the Participating Entity’s staff to choose from. Sentry users can access the different tests/panels, standard and customized, that fit differing needs, risk levels and trends. At the same time, Sentry can limit test/panel options to those pre-established and authorized by the customer, eliminating unauthorized and unnecessary testing e.g., ordering a more costly comprehensive panel for a compliant, low-risk individual without proper justification. Sentry allows for easy monitoring and insight into the appropriateness of test panels and frequencies.

Client Billing Center Portal & Flexible Billing Options – Cordant has a robust, secure online, easily accessible client Billing Center portal, allowing designated personnel to view, download, and pay current and previous invoices. Features of the Billing Center include the ability to review current and prior month invoices in PDF or Excel formats, online payment options, email notifications when an invoice is issued, methods to contact Cordant and solve billing errors, and Client Administrator controls. Client administrators have the ability to add, modify and de-activate Billing Center user accounts. Accounts can be invoiced individually, with multiple unique invoices, or as one master invoice with secondary accounts broken out to show detail per individual account. We work closely with our clients during

implementation to properly set up these master and sub-accounts in our systems and mitigate the risk of billing errors. Most of our clients are set up with multiple sub-accounts, and we have extensive experience implementing and billing clients in this fashion.

Cordant CORE™ – In March 2017, we launched Cordant CORE™, a breakthrough in the medication monitoring industry. In addition to the comprehensive testing menu, Cordant can offer Sourcewell participating entities our proprietary test for patients on chronic opioid medications that evaluates whether the steady-state drug level for the individual patient is at the level expected for the prescribed medication. CORE gives providers insight as to whether the medication is being taken as prescr bed, whereas traditional urine and oral fluid drug testing provides insight into whether a prescribed substance is present in a specimen. With traditional oral fluid and urine testing, interpretation is limited to identifying past exposure to a drug. Cordant's proprietary CORE testing method not only indicates if a drug is present in the patient's system, but it also correlates the concentration with the expected steady state range in the patient's body. With similar information as therapeutic drug monitoring, Cordant CORE results deliver additional actionable information that would not be available unless a blood test was performed. Cordant's Comprehensive Oral fluid Rx Evaluation™ (CORE) is a patented method that is not available with any other laboratory. CORE has even been awarded its own CPT code (0011U).

Buprenorphine Low Cut Offs – Cordant offers some of the industry's lowest cutoff levels, including 100x lower cutoff for Buprenorphine, in both urine and oral fluid, and 100x lower cutoff for Butrans. The use of oral fluid testing for medication adherence monitoring can be a very important and useful tool. However, traditional oral fluid testing for buprenorphine can produce false negative results (as compared to urine testing), because the oral fluid cutoffs are not low enough to detect the drug in the oral fluid. To address this issue, Cordant developed an oral fluid test for buprenorphine that is 100 times lower than the standard cutoff used by most laboratories. In a patient population undergoing Suboxone treatment, it is of utmost importance that clinical toxicology labs not only detect low levels of buprenorphine (a major component of Suboxone), but also effectively monitor the presence of nonprescribed opioids and illicit drugs.

Prescription Take-Back Program-Cordant recognizes that many drugs obtained for misuse or abuse are not bought from a drug dealer, but rather taken from a home medicine cabinet of a friend or relative. Cordant is well aware of the importance of providing a convenient and compliant way for patients to dispose of unused medications. We offer a prescription take-back program that encourages patients to dispose of any unused opioids. Cordant's Take-Back program removes dangerous prescriptions from medicine cabinets and helps prevent powerful narcotics from falling into the wrong hands. Cordant can provide compliant Medication Recovery Envelopes and other recovery solutions to mitigate the risk of unused medications falling into the wrong hands. To date, Cordant has helped remove over 415,000 pills of unused medication from medicine cabinets. Our program provides take-back envelopes for patients to safely dispose of their unused medications, including controlled substances scheduled II–V, through the USPS.

Proactive Naloxone Program-Cordant also offers a proactive Naloxone program, where the life-saving overdose prevention drug is dispensed to at-risk patients in areas where Cordant's pharmacy program is available. Prescribers can sign up for Cordant to execute a standing Naloxone order on all qualified patients in their program -- typically, patients on chronic opioids or patients in substance use disorder treatment. Prescribers who choose this service will get a monthly report on all of their patients including the patients that were offered Naloxone, the percentage that accepted Naloxone and the percentage that refused. Through this program, Cordant dispenses more Naloxone per pharmacy than any other pharmacy in the country -- getting this valuable lifesaving medication into the hands of those who need it most.

Electronic Data Integration- Many of our customers have their own database and software to manage cases in the criminal justice system and treatment centers. In order to provide more value and seamless integration, Sentry or our Laboratory Information Management System (LIMS) may be interfaced with case management and Electronic Medical Record (EMR) platforms to transmit case information between systems and eliminate manual data entry in both systems. We have provided many different types of interfacing to our customers based on the specific needs of the agency or treatment provider. We currently support over 100 live interfaces throughout the Cordant Health Solutions enterprise, including "homegrown" agency systems and third-party platforms such as PCMS (Probation Case Management System), Corrisoft (previously PBS' Informer), and Isampson.net, to name a few. Interfaces range from results-only to bi-directional order/demographic/result interfaces. Result information and test ordering may be exchanged in both directions, to our lab for drug testing case management, and into the client's system. Violation/exception/error reports generated by Sentry may be sent to the participating Sourcewell entities' systems.

Specimen Collection Services- Cordant can deliver specimen collection services in accordance with the Sourcewell participant's needs. Through Cordant-operated Patient Service Centers, local LCS or mobile collection teams, our flex ble video-observed oral fluid collection option and

		our extensive third-party collection site partnerships, Cordant can deliver collection services nationwide. The ideal approach for individual Members could involve one or several of the approaches listed below. Patient Service Centers (PSCs) – Collection locations that are maintained and operated by Cordant for specific clients/groups of clients. Cordant has nine PSCS currently operating in select markets across the country. Cordant Laboratory Collection Specialists (LCS) – Can be placed at our customer's facilities. We employ over 200 LCSs throughout the U.S. Third-party contracted collection sites – We have access to 350+ active third-party collection sites, and the ability to research and contract with many more. Our database includes over 1,100 potential collection sites that encompass all 50 states. Our resources and relationships with third party collection sites are extensive. We have utilized over 2000 collection sites over the past six years. Mobile collection teams – Often the best choice to accommodate rural and emergency collection needs. Cordant has developed mobile teams across the country, based on our successful business model in the Midwest; and Video observed oral fluid collections – Oral fluid collections that are observed by a remote LCS, offering an innovative approach for rural and home-bound participants. Cordant's unique offerings and key differentiators are summarized in Exhibit D – Value-Added Attributes – Unique Attributes.	

Table 9A: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
46	Do your warranties cover all products, parts, and labor?	Not applicable. Our proposal does not include any equipment, machinery, analyzers, or other hardware.	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Not applicable. Our proposal does not include any equipment, machinery, analyzers, or other hardware.	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Not applicable. Our proposal does not include any equipment, machinery, analyzers, or other hardware.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Not applicable. Our proposal does not include any equipment, machinery, analyzers, or other hardware.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Not applicable. Our proposal does not include any equipment, machinery, analyzers, or other hardware.	*
51	What are your proposed exchange and return programs and policies?	All product returns must be authorized through Cordant's Customer Service Department prior to being returned. Returns will only be authorized on defective instant test devices. In the event a client receives an expired device(s) these are considered defective and will be replaced to the client at no cost. Exchanges for instant test kit supplies can be accommodated in the event the error is made by Cordant. Return shipping and replacement will not be charged to the client. The client invoice will be corrected to reflect the correct device pricing. All other exchanges or refunds will be handled directly by Cordant's third-party vendors. The client will be respons ble for returning products to the manufacturer and paying any applicable restocking fees. Refunds, exchanges, and returns do not apply to laboratory-based testing where testing was conducted. Refunds, exchanges, and returns do not apply to collection services when collections are performed. Invoice adjustments will be made in the event a billing error occurred. All invoice adjustments must be approved by management.	*
52	Describe any service contract options for the items included in your proposal.	Support services including client services, toxicology interpretation, logistics, contracting, billing, etc. are included with our services into the cost of testing for all clients. Testimony services can be requested as needed and billed accordingly per our attached cost proposal. Please see Table 6: Ability to Sell and Deliver Service, Line Item 28, Service Force, for a more detailed list of our key services that will support Sourcewell participating entities. Cordant is one of very few toxicology companies that offers drug testing in four different specimen types (urine, oral fluid, blood, hair). We have the ability to customize the testing program for each of our clients. As such, we can create any number of panels that are needed to meet the requirements of Sourcewell participating entities. We understand that testing options need to be customizable at the individual level as well as at the group level. Panels can also be easily and quickly reconfigured for new emerging drugs, regional trends, and individual program needs. Testing can be structured in a variety of flow paths, for example, screen only, screen to automatically confirm, or an add-on confirmation. Each Sourcewell participating entity can structure their testing to fit the needs of their individual organization. Please see our cost proposal for the variety of pricing and testing options available.	*

Table 9B: Performance Standards or Guarantees

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section

of your response in addition to responding to the questions below.

Line Item	Question	Response *
53	Describe any performance standards or guarantees that apply to your services (chain of custody procedures, quality assurance, etc.)	Chain of Custody Procedures: In order to maintain legal defensibility, the external and internal chain of custody process is paramount. Cordant's chain of custody process is designed to properly document all of the steps involved in specimen collection, transfer, receipt, handling and disposal. Please note that a key feature of Cordant SentryTM is the printable chain of custody and test requisition form within the application. This provides quality assurance for the specimen collection process by eliminating illegible handwriting and the input of incorrect information by the collector, saves time from handwriting, and reduces invalid chain of custodies in court. Cordant follows all appropriate guidelines that ensure legal defens bility of the chain of custody documentation, in accordance with our various certification requirements. Legal defensibility is maintained by the proper identification of the specimen donor, and through the use of external (prior to specimen's arrival in the laboratory) and internal (within the laboratory environment) chain of custody documentation. Documentation of the COC process is divided into two distinct domains: External COC-specimen collection and transport; and Internal COC-specimen receipt, handling, analysis, storage and disposal. External Chain of Custody – Donor identification requires a photo ID or identification by a case worker or officer who knows the donor. Once positive donor ID is established, it is documented on the Test Request & Chain of Custody form, the official external COC document. For convenience, forensic COC and test request documents are integrated into the same form. Each collection event has a unique number assignment for proper cross-referencing with the Test Request & Chain of Custody document, specimen and for tracking within the laboratory. Every collection event and thus sample has a unique identifier that is not shared or used again. Every sample is sealed with a tamper evident seal that both labels the sample for association to the form, as well as provides assurance of tamper evidence when received at the lab. This seal is labeled by the donor with initials and date to acknowledge this was indeed their sample and sealed in their presence. Once the collection has occurred and the Test Request & Chain of Custody form is completed, this form along with the specimen is placed in its own tamper evident package for transfer to our laboratory. Once received to the laboratory, the specimen is inspected, and the signed Test Request & Chain of Custody form is scanned at the laboratory and can be available to the client in Cordant Sentry™. Internal Chain of Custody – Internal chain of custody begins with the physical receipt of the specimen at our lab. Once the specimen/ arrives and is brought into the secure laboratory, a continuous record of all process or storage steps that the specimen or aliquots of the specimen are involved in begins. This record includes the assignment of a unique identifier (accession number), date/time stamps as well as the initials of the person performing the process or placing/ removing the specimen from storage. The chain of custody ends when the specimen and its aliquots are finally destroyed. This COC record can be produced upon request for litigation or audit. The following examinations are made in order to assess the integrity of each and every specimen that arrives at our lab: Specimen bag is inspected to ensure it is still sealed. The specimen bag is then opened, and the specimen seal and Test Request & Chain of Custody forms are reconciled to determine if the information on the specimen container matches the information on the COC form. The specimen container is inspected to determine if the tamper-evident seal is intact. The results of this initial examination are documented on the form for deficiencies or problems and become part of the specimen narrative in the Laboratory Information Management System (LIMS). Chain of custody records extensively record every "touch" throughout the entire process from receiving, handling, testing, storage and disposal. The records resulting from the execution of the internal COC process include both electronic (LIMS based) and hardcopy formats. All of this information and documentation is made available to authorized individuals only. If the COC is intact, the process moves forward to the manual validity check to identify attempts to tamper during the collection process. This includes a visual inspection for unusual color, physical characteristics, odors, and excess foaming or lack of foaming during manual agitation. Additionally, every specimen received to the lab undergoes a basic adulteration check during the screening process on the immunoassay instrumentation. Any specimen abnormalities or unusual instrument

responses are reported on the final test result report for that sample. If an abnormality is identified in the initial basic adulteration checks, an extended and more specific adulteration panel can be performed.

Quality Assurance:
All of our laboratories maintain multiple national certifications that confirm our qualifications to perform drug testing services for Sourcewell participating entities. Cordant's laboratories have CLIA, CAP, CAP-FDT, DEA and SAMHSA certifications, and we are one of only a handful of providers that hold all of these certifications. In addition, our laboratories have many state-specific certifications. Cordant laboratories are all held to the highest standards according to our accreditations, with no exceptions.

All tests are performed using rigorously validated methods, both initially and annually thereafter, and accuracy is continuously monitored through the use of quality control samples in every sample test batch.

At Cordant, all testing is performed according with CAP (College of American Pathologists) guidelines and under CAP regulated conditions. All testing is in adherence to quality control criteria designated by the CAP guidelines. Confirmation by liquid chromatography tandem mass spectrometry (LCMSMS) is available for every presumptive screen performed in our lab. All confirmed test results and abnormal results are reviewed and approved by certifying scientists, and results are legally defens ble in a court of law. A CAP certification is notable because it demonstrates the laboratory has to meet and maintain certain performance standards in order to be certified. It is critical that the laboratory can demonstrate that testing is performed under regulated conditions for all of the requested tests.

Our certifications include onsite inspections by the New York Department of Health, CAP and SAMHSA, incorporating inspectors from peer laboratories within our industry. These rigorous inspections audit every facet of the laboratory process including, but not limited to, equipment maintenance, testing validations, quality control, standards and reagents preparations, health and safety, laboratory and results security, chain of custody, lab director review processes, proficiency testing, staff qualification and training, and litigation processes. The quality of the results produced are continuously monitored by proficiency testing (PT) program sets. Proficiency Testing is where blind samples are analyzed and results are graded across multiple laboratories across our industry. The quality of the results are continuously monitored by proficiency testing (PT) CAP program sets. Our laboratories have never failed an inspection from the above-mentioned agencies.

Every sample tested and resulted by Cordant is thoroughly reviewed, certified and released by a highly trained certifying scientist. Our staff is selected and trained to meet all our accreditation requirements regulated by multiple agencies. A very strict set of quality criteria must be met for every sample for release and reporting and is in accordance with CAP guidance. Some of these criteria include, but are not limited to, quantitation controls, blind controls, compound retention time, mass fragmentation ratios, and chromatographic peak symmetry. As mentioned, alongside every sample batch, a set of purchased and validated known compound commercial standards are ran to ensure correct identification of drug and testing accuracy. In the event a sample receives an abnormal response or falls outside the allowed specified ranges of acceptance criteria, immediate corrective action takes place according to the failure type. Cordant will always work closely with our clients to communicate any abnormal results and any corrective actions necessary. This certification process is routinely audited through internal quality control steps, built in software quality control and by our accrediting agencies on an annual basis. All testing process are routinely challenged through proficiency testing, that is blinded to the staff, to ensure accuracy and robustness of our testing and certification process. All testing procedures and instrument methods are routinely evaluated for precision and accuracy. These validations are critically reviewed during inspection processes to maintain our accreditations.

54	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	Cordant tracks several collection and laboratory related metrics to ensure we meet our internal quality control goals as well as client expectations. For example, achieving our goals for turnaround time is a Cordant standard and absolute expectation. This is one of several key quality indicators monitored weekly for our clients to ensure customer satisfaction, which also enables better treatment outcomes through quick intervention. Metrics are designed to identify both problems and opportunities for improvement projects. These projects are part of weekly meetings that include the Laboratory Director, operational and quality leadership, and there are specific goals and deadlines to ensure improvement is continuous and timely. Pre-analytical quality metrics include collection, supply and delivery tracking. Analytical quality management focuses on the ability to detect significant clerical and analytical errors before reporting results. Post-analytical quality management includes customer satisfaction, compliance and turn-around-time monitoring. A quality drug test begins by following all the steps necessary to perform a proper specimen collection and complete the chain of custody form. We routinely note any specimen collection error that occurs, for all specimens received at our laboratory. These errors are recorded and reported on the test result, which can then be reviewed with collection staff to prevent future errors. We routinely run collection error reports and contact the appropriate facility to review the collection issues and proper collection protocol. When working with subcontracted collection sites, this is an important part of the process. Review of collection site errors and other issues with each specific site is undertaken by the Field Operations team on a periodic basis. The following elements represent some of the essential indicators of the Quality Improvement system: licensure and accreditation including external and internal compliance audits and proficiency testing, quality assurance metrics including pre and post analytical, such as ordering test accuracy, collection errors, rejected samples, logistical issues, QC failures, rerun rates and corrected/amended reports. In addition, we monitor quality control, incident, corrective and preventative actions, customer service, safety, compliance and of course, turnaround time metrics. Staff competency is assessed during initial training, after every newly learned skill set and audited thereafter periodically, according to our laboratory licensure and accreditation guidelines. Standard Work is routinely audited for compliance, both formally by supervisors and through continuous assessments. Participation in proficiency testing programs ensures regular challenges to the accuracy of laboratory test results and the strength of our processing steps. Like so many of the quality systems designed for the laboratory, the ability to monitor and document a robust program is built into all levels of the operation and sustained by continuous communication between Client Services, Operations and Quality leaders and the Laboratory Director.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
55	Descr be your payment terms and accepted payment methods.	Standard payment terms are Net 30. Accepted payment methods are ACH, wire transfer, check, or credit card.	*
56	Descr be any leasing or financing options available for use by educational or governmental entities.	Cordant Health Solutions provides services as fee per service and as such does not provide any leasing or financing options.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Please see Exhibit E – Payment Terms and Financing Options – COC Samples for example test ordering requisitions. Cordant provides both manual paper and electronic requisitions forms. Please see Table 14A: Depth and Breadth of Offered Equipment Products and Services, Line Item 71 for a more detailed discussion of Cordant's test ordering requisitions/Chain of Custody documents.	*
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	No, we do not currently accept P-card as a payment method.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
59	Descr be your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Cordant has provided pricing at the line-item level and line-item discount level. Since we do not have a “published list price” for our services we have provided an Undiscounted Retail rate as well as our Proposed Contract Pricing (Sourcewell discounted price).	*
60	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Cordant does not have a “published list price” for our services. As such we have provided an Undiscounted Retail rate as well as our Proposed Contract Pricing (Sourcewell discounted price). The discount provided is below our most favored customer pricing. Each line-item’s discount rate is variable as the cost of testing services can vary based on multiple factors. Please see attached pricing worksheet for additional information.	*
61	Describe any quantity or volume discounts or rebate programs that you offer.	Shipping expenses (excluding HI and AK) are included in our laboratory pricing presented in our pricing worksheet. These assumptions include an average of 15 samples per shipping bag/box. If the average specimen volume is greater than 15 samples per shipping bag/box, volume discounts are available as defined below: Average specimens per FedEx bag/box and associated % discounted off prices in our pricing worksheet: Specimens per bag/box: % Discount - 20: 5% - 25: 7% - 50: 10% - 75: 15% - 100 or more: 20% If fewer than 15 samples per shipping bag/box are sent to the lab, additional shipping charges will apply. Please see pricing work sheet for additional information. Discounting only applies to lab-based drug testing services and does not apply to instant testing devices or products or collection services.	*
62	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	Not applicable for lab-based testing services.	*
63	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Please refer to our cost proposal under the “other services” section of our pricing worksheet. Any additional services not included there or is priced as “varies” can only be priced out when we understand the individual client need and specifications. For example, interfacing costs will vary by client need, vendor chosen, and capabilities of the systems they are utilizing.	*
64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	All shipping of samples to our testing locations(s) for laboratory-based drug testing is included in the proposed pricing. Please note the shipping assumptions included in our proposal. Noted exceptions are samples shipped from Alaska and Hawaii as is noted below in Table 11: Pricing and Delivery, Line Item 65, where additional surcharges may apply based on actual shipping location in these states. Shipping of all purchased point of care/instant testing devices will be charged separately and invoiced accordingly.	*
65	Specifically descr be freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Cordant is not proposing services for Canada or any offshore delivery. The pricing provided within the attached cost proposal includes shipping within the continental United States. Shipping to Hawaii, Alaska, and other US territories will be assessed separately on a client-by-client basis based on the specimen volume and specific shipping location. Appropriate surcharges for these are not included in the currently provided pricing.	*

66	Describe any unique distr bution and/or delivery methods or options offered in your proposal.	This is not applicable to the services we are proposing. All distribution and/or delivery methods or options offered have been described in our proposal.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
67	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
68	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as descr bed in the Contract template.	Create a Sourcewell group classification – Within our data management systems, Cordant has the ability to group clients together based on various classifications. We will create a "Sourcewell" group classification so that all Cordant clients that are attached to the Sourcewell contract are properly categorized. Attaching a Cordant customer to the Sourcewell group classification will occur during the account set up process. Training and account setup – All Sales team members, Account Management team members, Account Set Up team members, Client Service team members and Client Billing team members will have access to and be trained on the Sourcewell contract. Cordant will ensure that ALL team members that may interact with Sourcewell participants understand and can speak appropriately to the contract. Having all appropriate team members trained on and knowledgeable of the Sourcewell contract will ensure the participants are serviced appropriately. The account set up process is the point at which contract pricing will be attached to the participating entities account(s). The Sales Representative that is assisting the entity will provide the appropriate information with the account set up request, along with related documentation, to the account set up team. As a check and balance point, the Account Set Up team will cross-reference the Sourcewell list for any governmental account that is set up. The Sales Rep and Account Set Up team will work together to ensure that Sourcewell pricing is applied, as appropriate. Accurate Contract Pricing to Members – Cordant utilizes a proprietary database to check all client pricing throughout each month, based on agreed-upon, supplied and built pricing tables. This database checks each test for each patient to ensure agreed contract pricing is applied, by matching each test ID to the specific contract/agreed upon pricing. We track instances of incorrect pricing and report on the root cause. Our pricing metrics are derived from these systematic reviews of client invoice accuracy. Throughout each invoicing cycle, pricing is systematically checked, and any discrepancies tracked, fixed and categorized to determine the root cause of discrepancies. Metrics reflect the % of errors per category of discrepancy and are reported to senior management several times per month. The expectation is 100% accuracy for billing on contracted pricing, on a monthly basis. Cordant will adjust our new account set up procedures to ensure that Sourcewell participating entities are properly identified and appropriate pricing provided. All applicable teams will be trained in these changes to the current process. Additionally, all teams that have contact with clients will be trained on the contract requirements. The Account Set Up and Client Billing teams will have primary

responsibility for ensuring that contract pricing is extended to Sourcewell participating entities and properly attached to their accounts. These team members will be trained on and knowledgeable of the requirements of the contract, including the contract pricing requirements. If any discrepancies from the contract are noted during account set up, or during the invoicing process, these teams will raise the question with their supervisors immediately so that the potential discrepancy can be reviewed and corrected, if necessary. *

Cordant may offer adjusted pricing to Sourcewell participating entities as needed, which may include volume-based discounts without having to extend the same pricing to all Members. As such, Cordant will modify our set up procedures applicable to Sourcewell participating entities to ensure we are identifying whether the contract pricing (ceiling) applies, or whether there are volume or other discounts available. Our internal set-up documentation will be adjusted accordingly to ensure that the proper notes are posted on the account. All Sourcewell participating entities will be attached to the Sourcewell group classification, regardless of whether a discounted price applies.

Cordant understands that the initial account set up process is a vital step. We will invest all the time necessary to ensure this process is well defined and team members are properly trained. Cordant is committed to ensuring that Sourcewell participating entities accounts are handled correctly from the start. Ensuring the proper processes are established and training provided will be a key part of the contract implementation process.

Upon award of a Sourcewell contract, Cordant will create a quarterly review process to cross-check the Sourcewell entities identified within our system to the most recent Member list provided by Sourcewell. During this review process, if there are any Members identified that have not been attached to contract pricing, the Account Set-Up team will submit the account revisions to the billing team. The contract pricing will be backdated with an effective date of the date the governmental agency became a member, not to exceed 90 days. Since this review process will occur on a quarterly basis, the back-date period of no more than 90 days will be sufficient to correct any errors identified in the quarterly review.

Timely and Accurate Sales and Admin Fee Reporting – Upon execution of a Sourcewell contract, Cordant will coordinate our Information Technology team and our Finance team to develop the internal reports necessary to meet the Sourcewell sales reporting requirements. During this development process, we will also work closely with Sourcewell to ensure that the reports include all required information in the desired format. Additionally, we will establish a formal written procedure that defines the quarterly admin fee reporting and payment requirements. This written procedure will be approved by the appropriate Finance leadership at Cordant. The procedure will be provided to the Finance Team members that will be respons ble for the quarterly process.

Cordant currently has process and resources in place for timely reporting and payment of admin fees for contractual relationships like Sourcewell's.

69	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Cordant has entirely in-house data analytics and Information Technology teams. These resources allow us to have extensive reporting capabilities. Utilizing the aforementioned specific Sourcewell client group, we can easily monitor the success of our program and sales goals at both the volume and revenue level. These proprietary tools will allow us to track purchased drug testing services at multiple levels such as group, agency, state, and subagency level. This will allow us to target certain regions or states where new growth is anticipated and where future growth is targeted. Sales target goals will be established and distributed to our sales team members. Utilizing our external data analytics capabilities along with our Customer/Client Relationship Manager/Management (CRM) system we can easily target and track our sales leads and goals, as is the standard course of business for our sales team.	*
70	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Cordant proposes an administration fee of 1% calculated as a percentage of sales.	*

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *	
71	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	The following is a detailed description of the drug testing services we are offering in this proposal for Sourcewell's participating entities. Randomization & Test Notification – Cordant Sentry is our industry leading online drug testing management solution. Participants call into Sentry's interactive voice response (IVR) phone line every day to see if it is their day to test. The IVR system is integrated with the software's randomization feature, offering Participating Entities a truly integrated scheduling solution. Randomization can be implemented for multiple periods (i.e., weekly, half-monthly, monthly, quarterly, half-yearly, yearly), with multiple testing times per period. Groups can be easily configured to assign individuals to the appropriate testing risk group and frequency. The IVR call in-times and days can also be scheduled, and additional surprise testing can be specified for 5% to 30% probabilities of selection, which virtually eliminates predictability. Organization holidays or excused testing days can be blocked out of the schedule, and gender specific holidays can also be selected for same-gender collections on a specific day. Sentry's randomization feature is configured by a mathematical algorithm and improves the effectiveness of Participating Entities' drug testing dollars by eliminating over-testing while offering the flexibility to adjust testing schedules as needed for a higher level of compliance. Please see Exhibit B – Value-Added Attributes – Cordant Sentry for a full description of Sentry's advantages and valuable, time-saving features. Supplies – Cordant provides all supplies necessary to collect, seal and transport specimens to our laboratory for testing. Supplies will include: Chain of Custody (COC) Forms: - Paper for Sentry's printable electronic COC form, which includes a built-in security seal. - Manual two-part full-page (duplicate) Chain of Custody (COC) forms, with pre-printed unique barcodes on the form and specimen security seal, can also be provided. - Specimen Bags: Self-sealing specimen bags contain separate "pockets" for the specimen vial and Chain of Custody form. The specimen pocket contains an absorbent sheet that absorbs spillage. - Specimen Collection Vials: Individually packaged, tamper proof vials (as applicable): • Urine Specimen Vials: stronger, improved protection against leakage. We can provide both male and female (wide-opening) style urine collection kits. Vials include temperature strips for onsite verification of specimen temperature • Female Wands: These optional devices provide for a more user-friendly female urine collection and are available for an additional fee • Oral Fluid Collection Vials: Quantisal oral fluid	

collection devices from Immunalysis provide a simple, efficient and convenient specimen collection
• Hair Collection Supplies: Each kit contains the necessary collection and transport components to effectively collect, store and transport the hair specimen to our lab for analysis, including sample envelope, envelope seal, round foil cinching sheet and specimen transport bag
• Blood Collection Supplies: Whole blood collection supplies include blood collection set with tubing, vacutainer tube, disposable tourniquets, alcohol prep pad, adhesive bandages and IATA shipping boxes.

Shipping Supplies – We provide all supplies necessary for next-day delivery to our lab, including shipping boxes/bags and pre-paid, pre-addressed labels.

Shipping – Cordant uses FedEx and laboratory couriers to transport specimens to our laboratories for testing. All freight charges are included in our Cost Proposal except for HI and AK, additional shipping surcharges may apply depending on client location. Specimens are transported to our laboratory via overnight service.

Chain of Custody – Cordant understands that a robust chain of custody process is vital to a legally defensible test result. In accordance with our various certifications, we follow all appropriate guidelines that ensure legal defensibility of the chain of custody documentation. Cordant utilizes both hard copy and electronic chain of custody (COC) forms. We offer both electronic and manual chain of custody forms, both of which are very user friendly. These are described in more detail below.

Electronic Chain of Custody Forms from Sentry - Our drug testing management application, Cordant SentryTM, offers the next generation in specimen collection through use of a printable electronic Chain of Custody (COC) and test requisition form within the application. This provides quality assurance for the specimen collection process by eliminating illegible handwriting and the input of incorrect information by the collector, saves time from handwriting, and reduces invalid chain of custodies in court. Sentry pre-populates all donor demographic information, the date, and the time of collection into the Chain of Custody form. All that needs to be entered on the Sentry Chain of Custody form is the donor and collector signatures, if the specimen temperature is within the normal range, and whether it was visually observed. Paper for Sentry's printable COC form includes a built-in security seal, and the security seal should be initialed and dated by the donor once it has been placed on the specimen vial. This provides for a faster collection process and a form that is legible and complete, all which support a legally defensible collection. The Sentry application allows the COC form to be printed with any basic printer, using 20# paper with built in security seals, provided by Cordant. The Sentry COC form prints complete donor demographics, including donor or case ID#, selected panel, bar code, time stamp and date on all appropriate areas of the COC. Please see Exhibit E – Payment Terms and Financing Options – COC Samples for examples of our manual and electronic forms.

Manual Chain of Custody Forms – Cordant's hard copy chain of custody forms are manual two-part (duplicate) Chain of Custody (COC) forms with pre-printed unique barcodes on the form and specimen security seal. For convenience, forensic COC and test request documents are integrated into the same form. Each collection event has a unique number assignment for proper cross-referencing with the Test Request & Chain of Custody document and the specimen. Once the collection has occurred and the Test Request & Chain of Custody form is completed, this form, along with the specimen, are placed in a tamper evident package for transfer to our laboratory. If manual chain of custody forms are used, the COC forms can be scanned and made available in Sentry. The manual chain of custody process can be useful for collections performed in the field or in individuals' homes, situations where the collector does not have a printer available.

Laboratory Drug Testing – Standard practice in toxicology, especially in legally defens ble drug testing, is the practice of performing two tests, distinct from one another, on separate portions of the sample. This first test is considered a presumptive screen that identifies compounds at the drug class level, is qualitative, and does not require significant sample preparation. If the sample is found to be a presumptive positive, a second portion of the sample is then prepared and tested on a more specific and sensitive technology that definitively identifies the drug or metabolite present and provides a quantitative value.
• Screening Methodologies – Cordant utilizes EMIT (Enzyme-Multiplied Immunoassay Technique) and ELISA (Enzyme-Linked Immunosorbent Assay) methods. Immunoassay is a biochemical test that identifies the presence of a substance by drug class using an antigen to ant body reaction. This allows for rapid, cost efficient, selective testing of several analytes simultaneously to identify negative from positive drug classes.
• Confirmation Methodologies – The confirmatory test must use a physical chemical method distinctly different from the screening method, that is more sensitive and

specific compared to screening methods. Cordant uses Liquid Chromatographic/Tandem Mass Spectrometric (LC-MS/MS) methods to perform legally defensible confirmation tests. Gas Chromatography - Flame Ionization Detector (GCFID) is used for ethanol confirmations. LC-MS/MS is considered the "platinum standard" in the drug testing community.

Result Reporting – Once the specimen is received at the laboratory, negative screen results are reported within 48 hours from receipt at the lab. Confirmed positive test results are provided within an additional 48-72 hours. Methods for result reporting can include secure fax, secure online web portal, and Cordant Sentry. Cordant prides itself on our industry-leading turnaround time -- one of the lowest in the industry. However, please note that given global supply chain disruptions, these results turnaround times (and supply delivery times) may vary or be longer. Since the onset of the pandemic, consumers and businesses have experienced supply chain disruptions across the country. The lab industry has been impacted just l ke any other business in the country. Whereas we work closely with our customers to ensure the impact of these disruptions are minimized to the extent possible, there are many factors that can cause delays, that are out of our control.

Flex ble Panel Configurations – Cordant can create any number of panels that are necessary to meet the testing needs of Participating Entities. Sentry can also be configured so that officers/case workers will have access to only the panels and testing options that are pre-approved by Participating Entities. Cordant provides the widest array of toxicology services available in the criminal justice and treatment market, with the ability to test four matrices (urine, oral fluid, blood and hair) for all common drugs of abuse as well as specialty and designer drugs, including synthetic cannabinoids, synthetic stimulants, and hallucinogens. Our extensive test compendium is a key differentiator for Cordant – we offer the widest range of available tests among all of our competitors in the toxicology industry. Please see the Cordant Drug Reference Chart, provided in Exhibit C – Value-Added Attributes – Cordant Test Compendium, for a list of all tested drugs and matrices that we can offer.

Validity Testing – Cordant follows a strict protocol to detect specimen validity, tampering and/or adulteration. Upon receiving a specimen, the sealed bag containing the specimen and requisition form is opened and inspected to ensure the sample is still sealed and the COC intact. If intact, the process moves forward to the manual validity check to identify attempts to tamper during the collection process. This includes a visual inspection for unusual color, physical characteristics, odors, and excess foaming or lack of foaming during manual agitation. Additionally, every specimen received at the lab undergoes a basic adulteration check during the screening process on the immunoassay instrumentation. Any specimen abnormalities or unusual instrument responses are reported on the final test result report for that sample. Every urine specimen is tested for creatinine. The creatinine level provides critical information on potential specimen dilution and provides a warning against poss ble false negative drug test results. A creatinine level less than 20.0 mg/dL is reported as a diluted specimen. If an abnormality is identified in the initial basic adulteration check and/or creatinine test, an extended and more specific adulteration panel can be performed.

Quality Assurance – All tests are performed using rigorously validated methods, both initially and annually thereafter, and accuracy is continuously monitored through the use of quality control samples in every sample test batch. A very strict set of quality criteria must be met for every sample for release and reporting and is in accordance with CAP guidance. Some of these criteria include, but are not limited to, quantitation controls, blind controls, compound retention time, mass fragmentation ratios, and chromatographic peak symmetry. Alongside every sample, a set of purchased and validated known compound commercial standards are tested to ensure correct identification of drug(s) and testing accuracy. In the event a sample receives an abnormal response or falls outside the allowed specified ranges of acceptance criteria, immediate corrective action takes place according to the failure type.

Sample Retention – Negative specimens are stored at room temperature for seven (7) days. Positive specimens that require long-term storage are stored in a secure walk-in freezer at minus 20° Celsius. Positive samples and presumptive positive samples will be stored for two (2) months. Longer periods of storage can be accommodated on request. Extended storage can be arranged for samples in litigation.

Billing – Cordant is committed to a smooth, accurate and transparent billing process for its customers. Invoices are sent to our customers on a monthly basis and our standard payment terms are Net 30. Our client billing portal allows designated personnel to view, download and pay current and previous invoices. Multiple sub accounts can be easily configured to allow for separate monthly invoices for the separate Participating Entity programs.

		24/7 Toxicology Hotline – Cordant offers an on-call Toxicologist, available 24/7/365, for urgent results interpretation questions outside of business hours. There are no fees for these services. Client Services Team – Our Client Services team answers more than 1,000 calls per week with very little wait times - 99% of our calls are answered in under 30 seconds. Our efficient team can support each Participating Entities' needs for logistics, supplies, billing, reporting and technology support, to name a few. Litigation and Testimony Support Services – Cordant's toxicology results are legally defens ble, and we are committed to providing the legal support that our customers require. Our scientists, directors and technical staff members can provide expert testimony on behalf of Participating Entities, if needed, to defend the veracity of our procedures and the accuracy and reliability of our test results. Cordant is well versed in meeting the needs of customers who require legally defensible drug testing. Our procedures and practices comply with and exceed industry standards as evidenced by our extensive accreditations. We can provide deposition, documentation, testimony and other administrative and court action support, as required. Please note that Cordant can only provide testimony for specimens that have been confirmed by our laboratories. Client Training – Initial onboarding training typically consists of introductory topics such as sample collection, completion of the Chain of Custody form, Sentry portal test ordering and results reporting, billing portal usage and result interpretation. In addition, Cordant offers substantial online resources for training and result interpretation. Instant Testing Devices- Cordant offers a robust catalog of instant testing devices and products for both urine and oral fluid, including cups, dips and cassettes. All of our products are purchased from well-known vendors located in the US. Specimen Collection Services - Cordant has tremendous experience providing specimen collection services. We can provide collection services through third-party collection sites, our own Patient Service Centers (PSCs), or by employing Laboratory Collection Specialists (LCSs) that perform the collection functions at our client's location(s). Cordant has 4 PSCs and over 350 third-party collection sites nationwide currently in use. Cordant employs nearly 200 Laboratory Collection Specialists (LCSs) nationwide. We have an efficient and streamlined system for hiring, training and placing professional staff who are not only qualified, but who also represent the local community that they serve. Although placing LCSs in rural areas or with limited hours may present challenges, we are accustomed to these staffing challenges, and we have the resources and experience to effectively overcome them. We are committed to exploring every possible option to meet our client's needs, including the use of mobile collection teams and/or our flexible oral fluid video collection process.
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Cordant provides innovative tools for monitoring patients and participants in government/criminal justice, behavioral health, and chronic pain settings. Our unique programs provide accurate, actionable results to protect prescribers, hold patients/participants accountable, and optimize quality of life. Eight out of ten customers said in a recent survey that Cordant's offerings exceed what other labs in the market offer. While some of the following services are not included in this proposal, they can be considered sub-categories or complementary offerings. They include but are not limited to: - Cordant Pharmacy Solutions™, our managed medication-assisted treatment (MAT) pharmacy program -Observed Oral Fluid Collection -Proprietary Cordant CORE™ Steady-State Oral Fluid Testing -Prescription Drug Take-Back Program Cordant Pharmacy Solutions™ – Our managed medication-assisted treatment (MAT) pharmacy program focuses on supporting clinicians who treat patients/participants for opioid use disorder using buprenorphine or other addiction treatment medications, like Vivitrol® and Sublocade®. A stigma-free managed MAT pharmacy program, in conjunction with a treatment protocol, has proven to produce better patient outcomes: twice as many patients/participants stayed active in treatment when using Cordant's program compared with others. The program works by delivering buprenorphine dispensed by Cordant's pharmacy to the patient during the time of their treatment visit, or for telemedicine programs, to the patient's home. - Stigma-Free Program: Cordant's program ensures patients/participants have access to medication used for the treatment of opioid use disorder as needed in a nonjudgmental setting. - Vivitrol® and Sublocade®: For patients/participants receiving long-acting injectable therapies, Cordant also offers Vivitrol®, an extended-release once-a-month injection, for providers to administer in their clinic. Sublocade® is also available for providers in select states.

		- On-site Service in a Clinic: Cordant can deliver medications to patients/participants in coordination with their clinician's appointments. Medications are supervised by Cordant staff and are never stored in the clinician's practice overnight. An on-site Cordant team member may also be able to collect drug testing specimens as ordered by the clinician. - Increased Vis bility and Insight: Integrated lab and pharmacy data reports increase visibility and insight for prompt intervention, leading to improved patient compliance and adherence to treatment programs. - PDMP Review for Every Prescription: Cordant pharmacists check prescriptions against the state's prescription drug monitoring program (PDMP) data and alert clinicians to potential risks. - One Pharmacy: Cordant can fill many other maintenance medications for mental health and other chronic conditions. Video-Observed Oral Fluid Testing – Cordant offers a video-observed oral fluid (saliva) drug testing solution for addiction treatment practices and government agencies allowing them to monitor individuals' adherence to treatment plans and continue to provide the highest level of care to the most vulnerable patients/participants during these challenging times. Key advantages include: - Non-invasive and easily observed oral fluid collection can be done conveniently in the patient's home - Entire collection process is conducted under video supervision by a remote Cordant collection specialist or a member of the provider's or agency's staff - Supports and complements providers' existing telehealth platforms - Allows for continuity of care when in-office testing may not be available, ensuring the patient adheres to their treatment program Cordant CORE™ Steady-State Oral Fluid Testing – In March 2017, we launched Cordant CORE™, a breakthrough in the medication monitoring industry. No other lab has the ability to determine from a non-invasive, oral fluid test whether a medication is present within the expected steady state range for prescribed medications, helping providers document adherence to a dosing regimen. CORE is the first patient-monitoring tool to use saliva samples to provide such insights to providers. Until CORE, most physicians were not able to distinguish between patients/participants taking only some of their medication and those taking their medications as prescribed, or if there are metabolic or health issues that need more investigation. In October 2017, Cordant CORE received its own CPT code. Prescription Drug Take-back Program – Cordant recognizes that many drugs obtained for misuse or abuse are not bought on the street, but rather taken from a home medicine cabinet of a friend or relative. Cordant is well aware of the importance of providing a convenient and compliant way for patients/participants to dispose of unused medications, offering a prescription take-back program that encourages the safe, legal disposal of any unused medications, especially opioids. Cordant's Take-Back program removes dangerous prescriptions from medicine cabinets and helps prevent powerful narcotics and other medications from falling into the wrong hands. Our DEA compliant program provides take-back envelopes for individuals to safely dispose of their unused medications, including controlled substances scheduled II–V, through the USPS. To date, Cordant has helped remove over 415,000 pills of unused medication from medicine cabinets.	*

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
73	Solutions for the testing, screening, forensic or diagnostic analysis, and toxicology services on bodily fluids and tissues, samples or specimens, and all forms of physical evidence	(•) Yes ( ) No	Yes. The types or classes of equipment, products, and services listed here are offered within our proposal, with the following exceptions/clarifications. Cordant provides Solutions for the testing, screening, forensic or diagnostic analysis, and toxicology services on urine, oral fluid (saliva), blood, and hair collected from living human beings. We do not offer solutions for the testing/screening or analysis of other fluids, tissues, specimens, or evidence (e.g., organ tissue).	*
74	Law enforcement, employment-related, and medical testing or screening services	(•) Yes ( ) No	Yes. The types or classes of equipment, products, and services listed here are offered within our proposal, with the following exceptions/clarifications. Cordant provides all of the testing services listed here with the exception of "medical testing", unless such testing is deemed "medically necessary drug testing."	*
75	Genetic, DNA, and serological testing	( ) Yes (•) No	These types or classes of equipment, products, and services are not offered in our proposal.	*
76	Products and supplies related to the offering of the solutions described in Lines 73-75 above, including test or sample kits or equipment, collection tools or devices, toxicology reagents, sterile or tamper-proof packaging, and chain of custody materials or technology; and	(•) Yes ( ) No	Yes. The types or classes of equipment, products, and services listed here are offered within our proposal, with the following exceptions/clarifications. Cordant provides all supplies necessary to collect, seal, and transport specimens to our laboratory for testing. Supplies include: - Chain of Custody (COC) Forms - Specimen Bags - Specimen Collection Vials - Shipping Supplies We also offer point of care/instant drug testing supplies. Our proposal includes web-based technology solutions like Cordant Sentry™. We do not provide toxicology reagents or analytical equipment.	*
77	Services related to the offering of the solutions described in Lines 73-76 above, including collection, transport and delivery, analysis, reporting, training, support, instruction, hardware, software or technology, and expert testimony	(•) Yes ( ) No	Yes. The types or classes of equipment, products, and services listed here are offered within our proposal, with the following exceptions/clarifications. Our proposal includes web-based technology solutions like Cordant Sentry™ but not hardware or software in the traditional sense (e.g., physical equipment).	*

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 78. NOTICE: To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification
None		

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- Pricing - Cordant - Sourcewell Pricing.pdf - Wednesday January 12, 2022 14:46:33
- Financial Strength and Stability (optional)
- Marketing Plan/Samples (optional)
- WMBE/MBE/SBE or Related Certificates (optional)
- Warranty Information (optional)
- Standard Transaction Document Samples (optional)
- Upload Additional Document - Additional Document.zip - Wednesday January 12, 2022 14:28:16

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.

3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor’s objectivity in performing the contract is, or might be, impaired.

5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.

6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.

7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.

8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.

9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

11. Proposer its employees, agents, and subcontractors are not:
    1. Included on the “Specially Designated Nationals and Blocked Persons” list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;

    2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or

    3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Amanda Gibbs, Senior Vice President and General Manager, Behavioral Health Business Unit, Sterling Healthcare Opco, LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

○ **Yes** ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum"** below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_4_Lab_Services_Testing_RFP_011222 Tue January 4 2022 07:48 AM	☑	1
Addendum_3_Lab_Services_Testing_RFP_011222 Mon December 27 2021 01:59 PM	☑	2
Addendum_2_Lab_Services_Testing_RFP_011222 Mon December 20 2021 05:50 PM	☑	2
Addendum_1_Lab_Services_Testing_RFP_011222 Tue December 7 2021 12:31 PM	☑	1