**24-76020 BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General (optional) -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| STAT Courier is a Woman-owned Business Enterprise (WBE), majority owned by Natasha Boekholt. For the past 23 years, STAT Courier has provided statewide laboratory courier services and delivered outstanding value to our medical and public health laboratory (PHL) partners. STAT Courier operates laboratory courier programs nationwide and has extensive experience operating similar laboratory courier contracts for numerous state PHLs, including Michigan, Missouri, Arkansas, Georgia, South Carolina, Colorado, Texas, Iowa, Oregon, Oklahoma, and Louisiana, with consistent and dependable results.    Timely and consistent pickup and delivery in addition to maintaining temperature requirements are the cornerstones of this service to ensure specimen integrity is maintained throughout the transportation process. This ensures all specimens are tested in a timely fashion ensuring quicker healthcare outcomes for the citizens of Indiana.  To help ensure the above, all routes that service IDOHL will be fully dedicated and customized to IDOHL’s needs and requirements. STAT Courier drivers’ primary and only responsibility will be performing IDOHL’s routes; they will not make any stops/pickups for any other customer. Dedicated routes operated by dedicated drivers ensure consistent service and schedule adherence without route deviations to accommodate other clients’ requirements, and virtually eliminates the likelihood of lost or misplaced items during transit as your specimens and/or packages are not combined with other clients’ materials or specimens.  By utilizing a dedicated service model, which is being proposed for IDOHL, we ensure routes remain timely, reliable, and consistent, and that all specimens are tested on time every service day.  Please see our 2023 YTD key performance indicators (KPIs) for timely pickup and delivery for STAT Courier statewide Department of Health laboratory courier contracts:   |  |  | | --- | --- | | **Contracting Agency** | **On-Time Pick Up & Delivery** | | South Carolina Department of Health and  Environmental Control | 100% | | Arkansas Department of Health | 100% | | Michigan Department of Health and Human Services | 100% | | Louisiana Department of Health | 100% | | Texas Health and Human Services | 100% | | Missouri Department of Health & Senior Services (DHSS) and Missouri Department of Natural Resources (DNR) | 99.94% | | Oklahoma State Department of Health | 99.80% | | Oregon Health Authority | 99.72% | | Colorado Department of Environmental Control | 99.77% | | North Carolina Department of Health | 99.64% | | Georgia Department of Health | 98.92% |   We are one of the few medical courier solution providers nationwide that can offer IDOHL all the conveniences of a large national courier company without sacrificing the personalized customer service, hands-on attention to detail, and knowledgeable operational oversight of a small business. STAT Courier is large enough to exceed your service expectations, yet small enough to always give you personalized service. STAT Courier’s experienced leadership and operational teams will provide excellent customer service, careful program oversight, and quick resolution for any issue that may arise. The entire STAT Courier team is responsive and at IDOHL’s disposition at any time, including weather events and for any emergent situations, such as a pandemic event.  STAT Courier takes pride in delivering what’s important to our clients. We are confident a review of STAT Courier’s capabilities and track record will demonstrate to IDOHL that STAT Courier has the experience, expertise, and appropriate method of performance to ensure all service levels and requirements are met, costs are kept as low as possible, and the program is successful in every way.  We have the necessary operational procedures, delivery protocols, driver education programs, and courier network to allow all IDOHL staff to perform their duties without undue worry or time spent dealing with their laboratory courier services. We will work closely with IDOHL to collaborate on innovative solutions and ensure complete satisfaction and timely and consistent delivery of all specimens. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| STAT Courier Service, Inc. (STAT Courier) is an S Corporation and certified Woman-owned Business Enterprise (WBE), majority-owned by President Natasha Boekholt. STAT Courier was established in 1999 in the state of Missouri. We have provided our certificate of authority in **Appendix A**.  As the name “STAT” implies, STAT Courier was set up to focus on the medical courier market, and this focus continues to this day. We operate numerous statewide and regional courier programs for state public health laboratories, hospital systems, the Department of Veterans Affairs, the Department of the Navy, private pathology laboratories, and large healthcare delivery systems.  Below, we have provided a chart of our organizational leadership. |

* + 1. **Respondent’s Diversity, Equity and Inclusion Information -** With the Cabinet appointment of a Chief Equity, Inclusion and Opportunity Officer, on February 1, 2021, the State of Indiana sought to highlight the importance of this issue to the state. Please share leadership plans or efforts to measure and prioritize diversity, equity, and inclusion. Also, what is the demographic compositions of Respondents’ Executive Staff and Board Members, if applicable.

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| STAT Courier takes pride in our diverse, equitable, and inclusive culture, as we serve a diverse population and purposely employ a diverse workforce. STAT Courier employees complete a minimum of nine hours of diversity training, and leaders now complete an additional five hours of training annually. Realizing diversity and cultural competency training is not enough, STAT Courier broadened our scope to include disability inclusion, interviewing without bias, unconscious biases, and sensitivity relating to specific disabilities. All employees receive annual training on diversity and inclusion, CLAS standards, ADA, Cultural Competency, Sensitivity, Awareness, and Compliance.  Through enhancements to our DEI Program, STAT Courier is rolling out additional training focused on learning by:   * Establishing DEI metrics and a process to include DEI * Leading internal and external communications series focused on celebrating and educating various aspects of diversity * Launching confidential Diversity & Inclusion Progress Assessment surveys to gauge employees’ feelings about the culture and sense of belonging   DEI work at STAT Courier is not what we do, but more so how we do things. STAT Courier is dedicated to fostering an environment that creates fairness and inclusion for a diverse workforce. STAT Courier’s Executive Staff and Board are both comprised of two members: Alex Boekholt and Natasha Boekholt. Member demographic composition is 50% female, 50% male, and 100% Caucasian. |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why, and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information **should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.**

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| IDOHL needs to know that the firm they select to manage their statewide courier program has sufficient financial stability and solvency to provide a smooth implementation and operate this contract successfully. STAT Courier has the necessary finances to do this. STAT Courier is an established firm with over 23 years of experience in the industry and is in very good financial condition. STAT Courier takes pride in making sure payments to all its drivers and partners are made on time. We have support from our banking partners, lines of credit available if needed, and a healthy balance sheet. There are no pending or foreseeable conditions such as bankruptcy, pending litigation, closures, or mergers which could impede our ability to provide the services proposed herein.  We have provided financial reports for the last two fiscal years in **Appendix D**. As a privately owned company, these documents are confidential and should not be publicly disclosed. We have marked the documents as confidential and ask that the agency treat them as such. |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| STAT Courier’s CEO/President, Natasha Boekholt has personally reviewed and takes full responsibility for the thoroughness and correctness of all financial information within this proposal. As President, Natasha has taken steps to establish a system of internal controls by separation of duties.  STAT Courier has the following independent departments/companies and corresponding duties:   * **Client Services** - Initial authorization of account set up and application process * **Bookkeeping** - Accounting Manager * **Quality Control** - Quality Control Committee * **Accounts Receivable & Accounts Payable** - Control numbers assigned to each line item billed and unique invoice numbers assigned to every invoice etc. * **Independent CPA Firm** - Financial statements are reviewed by an outside independent accounting firm with no ties, concern, or interest to the STAT Courier Board or company as a whole * **Software Vendor** - Record and log all historical data   **Management** - All financial statements are reviewed by the President and owner along with the Accounting Manager. |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.6.

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| STAT Courier’s only exception to the Sample Contract is Section 28, Insurance. In order to comply with the requirements as outlined in the RFP and Sample contract, our pricing would increase by approximately $160,000 per year. This estimate is based on current premium estimates which may be subject to change. Please note that STAT Courier serves numerous similar contracts across the United States and the levels outlined in this procurement are higher than industry average. The attached pricing assumes that we will maintain our existing insurance levels. Please also note that STAT Courier’s MBE, Pillow Logistics, cannot comply with the established insurance limits noted in the RFP. Further assumptions, conditions, and constraints are outlined in the Cost Proposal Narrative as requested. |

* + 1. **References** - Reference information is captured on **Attachment H** Respondent should complete the reference information portion of the **Attachment H** which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of **Attachment H** should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) **Attachment Hs** from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. **Attachment H** should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov). **Attachment H** should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | Missouri Department of Health and Senior Services (DHSS) and Department of Natural Resources (DNR) |
| Company Mailing Address | 101 North Chestnut, P.O. Box 570 |
| Company City, State, Zip | Jefferson City, MO 65102 |
| Company Website Address | [www.health.mo.gov](http://www.health.mo.gov) | www.dnr.mo.gov |
| Contact Person | Ryan Bernard |
| Contact Title | Administrative Manager |
| Company Telephone Number | 573-751-6612 |
| Company Fax Number | N/A |
| Contact E-mail | Ryan.bernard@health.mo.gov |
| Industry of Company | Public Health Laboratory |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | Louisiana Department of Health |
| Company Mailing Address | 1209 Leesville Ave |
| Company City, State, Zip | Baton Rouge, LA 70802 |
| Company Website Address | [www.ldh.la.gov](http://www.ldh.la.gov) |
| Contact Person | Janaki Vaidyanathan |
| Contact Title | Program Manager – Support Services |
| Company Telephone Number | 225-219-5237 |
| Company Fax Number | N/A |
| Contact E-mail | janaki.vaidyanathan@la.gov |
| Industry of Company | Public Health Laboratory |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | Arkansas Department of Health |
| Company Mailing Address | 4815 West Markham |
| Company City, State, Zip | Little Rock, AR 72205 |
| Company Website Address | www.healthy.arkansas.gov |
| Contact Person | Jack (Kerry) Cash |
| Contact Title | Inventory Control Manager |
| Company Telephone Number | 501-280-4124 |
| Company Fax Number | N/A |
| Contact E-mail | Kerry.cash@arkansas.gov |
| Industry of Company | Public Health Laboratory |

**2.3.8** **Registration to do Business** – Per RFP 2.3.8,Respondents providing the products and/or services required by this RFP must be registered to do business by the Indiana Secretary of State. The Secretary of State contact information may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| STAT Courier is registered to do business by the Indiana Secretary of State, as required. Our Indiana Business ID is 2010092700133. We have provided our Indiana Secretary of State Business Entity Report in **Appendix A**. |

* + 1. **Authorizing Document -** Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| Vice President of Sales and Marketing Alex Boekholt is authorized to sign the Executive Summary of the proposal and to commit STAT Courier contractually to the State. Please find the required authorization in **Appendix B**. |

* + 1. **Subcontractors -** The Respondent is responsible for the performance of any obligations that may result from this RFP and shall not be relieved by the non-performance of any subcontractor. Any Respondent’s proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Per instructions in **Attachment J**, either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.  
         
       Any subcontracts entered by the Respondent must be in compliance with all State statutes and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor’s related qualifications and experience.

The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State’s evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.  
  
The Respondent must list any subcontractor’s name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor’s responsibilities under the proposal, anticipated dollar amount for subcontract, subcontractor’s form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprise, Women’s Business Enterprise, or Veteran Owned Business under IC 4-13-16.5-1 and IC 5-22-14-3.5. [See Sections 1.21](file:///C:/Working%20Documents/Sourcing%20Documents/RFP_Bid%20Template%20Review/IDOA%20RFP%20Boilerplate%20E-BID%20v06-15-2020_rac%20review%2006292021.docx#_1.21_MINORITY_&), [1.22](file:///C:/Working%20Documents/Sourcing%20Documents/RFP_Bid%20Template%20Review/IDOA%20RFP%20Boilerplate%20E-BID%20v06-15-2020_rac%20review%2006292021.docx#_1.22_INDIANA_VETERAN) and **Attachments A/A1** for Minority, Women, and Veteran Business information.

IVOSB entities (whether a prime or subcontractor) must have a Bidder ID. If registered with IDOA, this should have already been provided (as with MWBEs). IVOSBs that are only registered with the Federal Center for Veterans Business Enterprise will need to ensure that they also have a Bidder ID provided by IDOA (please see [section 2.3.7](file:///C:/Working%20Documents/Sourcing%20Documents/RFP_Bid%20Template%20Review/IDOA%20RFP%20Boilerplate%20E-BID%20v06-15-2020_rac%20review%2006292021.docx#_2.3.7_Registration_to) for details).

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| STAT Courier intends to use the following subcontractor for the IDOHL program:   1. Pillow Express Delivery Inc. dba Pillow Express Logistics    1. Business type: MBE    2. Address: 3024 Ridgeview Drive, Indianapolis, IN 46226    3. Services: Provide local pickup and delivery services between facilities including provision of primary drivers, backup drivers, and vehicles needed to perform their assigned routes   Additional information on Pillow Express, including the anticipated dollar amount of the contract, letter of commitment, and proof of MBE status is provided with the required **Attachment A**.  STAT Courier’s contract with subcontractors used to provide the services described in this RFP will include appropriate provisions and contractual obligations to ensure the successful fulfillment of all contractual obligations agreed to by STAT Courier.  STAT Courier understands and expressly agrees to assume and be solely responsible for all legal and financial responsibilities related to the execution of a subcontract. STAT Courier agrees and understands that utilization of a subcontractor to provide any of the services in the contract shall in no way relieve STAT Courier of the responsibility for providing the services as described and set forth herein. STAT Courier will advise the State of Indiana prior to establishing any new subcontracting arrangements and before changing any current subcontractors. |

* + 1. **Evidence of Financial Responsibility** – Removed at the request of the agency. This section will indicate the ability to provide the mandatory evidence of financial responsibility. See Section 1.25 of RFP for details.

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| Per the RFP, this section was removed at the request of the agency. |

* + 1. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | STAT Courier Service, Inc. |
| Contact Name | Alex Boekholt |
| Contact Title | VP, Sales and Marketing |
| Contact E-mail Address | aboekholt@stat-courier.com |
| Company Mailing Address | 16 Hawk Ridge Circle |
| Company City, State, Zip | Lake St. Louis, MO 63367 |
| Company Telephone Number | 636-561-7916 |
| Company Fax Number | 636-561-7915 |
| Company Website Address | www.stat-courier.com |
| Federal Tax Identification Number (FTIN) | 43-1865043 |
| Number of Employees (company) | Approximately 210 (Including drivers) |
| Years of Experience | 22+ years |
| Number of U.S. Offices | 3 |
| Year Indiana Office Established (if applicable) | Not applicable |
| Parent Company (if applicable) | N/A |
| Revenues ($MM, previous year) | *Confidential* – See **Appendix D**. |
| Revenues ($MM, 2 years prior) | *Confidential* – See **Appendix D**. |
| % Of Revenue from Indiana customers | 1.2% |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| Yes. STAT Courier’s Disaster Recovery Plan is provided in **Appendix C**. |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| STAT Courier stores information in the Xcelerator software platform. Xcelerator brings increased capabilities for tracking couriers and routes and for reporting on individual events that occur in real time. This technology adds accountability to every phase of the delivery process. Trusted by more than 200 clients, Xcelerator uses SSL Certificates and is PCI Compliant, ensuring all information recorded in the system is secure. A secure login with individual username and password is required to access the system, and security privileges are granted and customizable by role. All STAT personnel keep all information confidential, and data and its elements are duly protected from unauthorized disclosure. No State information is expected to be entered and/or stored on STAT Courier’s software platform or servers.  More information on Xcelerator and its capabilities is provided later in our proposal. |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| STAT Courier operates numerous similar public health laboratory courier contracts nationwide, as detailed in the table below.   |  |  |  | | --- | --- | --- | | **Contracting Agency** | **Service Area** | **Service Dates** | | Missouri Department of Health and Senior Services (DHSS) and Missouri Department of Natural Resources (DNR) | Missouri | 1999 to 2010 and 2016 to present | | Arkansas Department of Health (ADH) | Arkansas | 2007 to present | | New Hampshire Department of Health and Human Services | New Hampshire | 2007 to July 2023 | | Michigan Department of Health and Human Services | Michigan | 2016 to present | | Louisiana Department of Health (LDH) | Louisiana | 2018 to present | | Colorado Department of Public Health and Environment | Colorado | 2020 to present | | South Carolina Department of Health and Environmental Control: Newborn Screening Courier Service | South Carolina | 2020 to August 2023 | | Texas Health and Human Services | Texas | 2020 to present | | Iowa Department of Homeland Security / Test Iowa (COVID test transportation) | Iowa | 2021 to 2022 | | Georgia Department of Public Health | Georgia | 2021 to present | | North Carolina Department of Health and Human Services | North Carolina | 2022 to July 2023 | | Oklahoma State Department of Health | Oklahoma | 2022 to present | | South Carolina Department of Health and Environmental Control: Laboratory Specimen Courier Service | South Carolina | 2023 to present | | Oregon State Public Health Laboratory | Oregon | 2023 to present | | Iowa State Public Hygienic Laboratory | Iowa | 2023 to present |   In each of these contracts, items such as environmental and clinical specimens, newborn screening tests, COVID vaccines, COVID tests, rabies samples, milk/shellfish samples, medical records, hospital equipment, and mail are picked up and delivered within predetermined time windows and at predetermined temperature ranges. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| As noted in the previous question, STAT Courier has extensive experience serving customers of a similar size and scope. Below, we have provided specific details on three of our current clients. These clients are also listed as references within our proposal.  **Missouri Department of Health and Senior Services (DHSS) and Missouri Department of Natural Resources (DNR), *April 2016 to Present***  STAT Courier provides statewide newborn screening, environmental, and clinical specimen courier services for the Missouri Department of Health and Senior Services (DHSS) and Missouri Department of Natural Resources (DNR) utilizing 27 separate routes that run Monday through Friday, and 10 on Sundays and holidays, specifically for newborn screening tests. The daily routes cover over 200 daily pick-up locations and move approximately 500 samples per day that are returned to the Jefferson City, MO State Laboratory by 6:00 am the following morning. All specimens are transported under specific temperature requirements.  STAT Courier provides full transparency through GPS and updated vehicle location tracking. The state has visibility into the quality and timeliness of scheduled pickups, including the number of specimens the lab may receive, to better adjust staffing levels for testing. Barcode scanning is available for any items that may need scanning.  This contract was re-awarded to STAT Courier for a new four-year contract term in June of 2023.  **Louisiana Department of Health (LDH), *October 2018 to Present***  STAT Courier provides laboratory courier service throughout the state of Louisiana for the Louisiana Department of Health (LDH). We serve over 420 locations throughout the State via 20 routes operating six days per week, with deliveries completed in 12 hours or less. Drivers transport clinical and environmental samples in temperature-controlled containers and are required to continually monitor the temperature via digital thermometers to ensure specimen integrity. Rabies samples, newborn screening tests, shellfish samples, and milk samples are also transported.  Upon STAT Courier being awarded the statewide courier contract, specimen rejection rates decreased significantly due to increased specimen temperature control and timely and consistent transit times. This contract was re-awarded to STAT Courier for a new five-year contract term in September of 2023.  Furthermore, after the latest CLIA audit for the Louisiana Department of Health, the statewide courier services provided by STAT Courier were deemed “exemplary.”  **Arkansas Department of Health (ADH)*, September 2007 to Present***  STAT Courier performs over 90 stops per day throughout the state of Arkansas on behalf of the Arkansas Department of Health (ADH). STAT Courier has operated this contract since September of 2007, and we were re-awarded the contract on two separate occasions following competitive bid processes.  At each pick-up location, drivers pick up clinical and environmental laboratory samples, newborn screening tests, rabies specimens, reports, supplies, and mail. The specimens are delivered to the centralized Public Health Laboratory in Little Rock the same evening, and non-laboratory items go back to the warehouse. Upon each delivery, drivers time-stamp delivery manifests and ensure all information from the day is accurate and timely.  STAT Courier successfully transitioned and implemented the statewide laboratory courier and distribution program within the target date, a mere 30 days. From day one, we have provided accurate and quality distribution services and timely specimen delivery. For this program, STAT Courier reduced average transit time by dedicating more vehicles and drivers. In return, these timely deliveries have resulted in improved customer satisfaction and reduced complaints. The state was, and continues to be, extremely satisfied with the transition and ongoing service. Additionally, agencies throughout the state continually compliment the ADH on their revised service. |

* + 1. **Indiana Preferences -** Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Approval will be system generated and sent to the point of contact email address provided within the Bidder Registration profile. This is to be attached as a screenshot (copied/pasted) for response evaluation.

Buy Indiana

Refer to Section 2.7 for additional information.

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| STAT Courier does not claim preference. |

* + 1. **Payment -** Please provide the requested information in RFP Section 2.3.15.

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| STAT Courier agrees to accept payment by credit card if required. There is a 4.5% transaction fee associated with any credit card payment. |

* + 1. **Extending Pricing to Other Governmental Bodies** – Indicate your willingness to extend prices of awarded products and/or services to other governmental bodies per RFP section 2.3.17.

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| STAT Courier is willing to extend our services to other governmental bodies upon review of project scope; pricing may also be extended or may require adjustment. STAT Courier would request the ability to review the scope of services to verify that we could offer the expected level of service at the rate extended to IDOHL. And although we are very interested in expanding our work within the state of Indiana, we understand the critical nature of the IDOHL program deliveries and would need to verify that the additional workload would not cause interruption/disruption or delays for the IDOHL program prior to agreeing to the expansion. |