**24-78221 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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| **Axis is an industry leading forensic toxicology partner, approaching client needs from every angle.**    At Axis, our mission is to contribute to an effective justice system that brings closure to people and communities by providing accurate, timely, and relevant toxicology results from our industry leading testing protocols, cost effective products, and access to subject matter experts. As a nationally accredited laboratory, Axis follows strict chain-of-custody and confidentiality guidelines.    In 2023, Axis analyzed over 25,000 cases and completed over 1,000,000 tests for thousands of outstanding coroners, medical examiners, pathologists, law enforcement officers, and medicolegal investigators across the U.S. Additionally, more than 20 NAME accredited medical examiner offices have selected Axis as their toxicology partner.    Axis is a current and long-term partner with Indiana coroners, giving Axis confidence that the services and products described in the following proposal will continue to meet and/or exceed the needs and requirements of the State. We currently operate near 70% of our overall capacity including the current contract, providing Axis with more than enough capacity to complete work for the State in a timely manner.    **Unmatched accuracy, accessibility, transparency and accountability**  Axis is accredited by both the American Board of Forensic Toxicology (ABFT) and ISO/IEC 17025:2017 as part of its ongoing commitment to quality. Axis received its accreditation from the ANSI-ASQ National Accreditation Board (ANAB), demonstrating technical competence in the field of forensic testing. The scope of its ISO/IEC 17025:2017 accreditation encompasses all specimen types and methods of analysis utilized in its laboratory.    ISO/IEC 17025:2017 is the highest recognized quality standard in the world for calibration and testing laboratories. For an organization to be accredited in ISO/IEC 17025:2017, its laboratory is assessed to determine that it can consistently produce precise, accurate, and consistent data, has implemented a rigorous quality management system, and has personnel competent to perform all testing in the scope of accreditation.    The ISO/IEC 17025:2017 accreditation demonstrates that Axis’ forensic toxicology testing is being conducted with the utmost care and at the highest of standards.    Axis has made a significant investment in instrumentation to bring together state-of-the-art science and technology with its testing methods. To its knowledge, Axis is the only laboratory that is applying this level of testing to all specimens that allows our detection and identification to be analyte specific versus drug class based, allowing Axis to have full control of the analytes surveyed instead of relying on the instrument manufacturer to choose. This technology has enabled us to add [number and percentage of new analytes] over the course of the prior contract.    Quality is an integral part of everything we do at Axis. All work is conducted in compliance with controlled Standard Operating Procedures. These SOPs are reviewed at least annually by the Laboratory Director and any time an update is requested by a member of Laboratory Management. Changes are implemented after appropriate staff training has been conducted.    Axis processes specimens in batches, for which strict chain of custody is maintained. Axis follows laboratory best practices in its use of Quality Control specimens to ensure that each batch and each specimen within the batch meet or exceed the quality measures established during validation. Each batch is calibrated as a unique batch and controls are run with each calibrated batch to verify that the calibration meets validated criteria. To the degree that a specimen or a batch does not meet criteria, testing is repeated until confidence in the result is established.    An important aspect of laboratory quality assurance is proficiency testing, which is also an element of our accreditation processes. Proficiency testing, sometimes called interlaboratory comparison, provides an additional quality check by benchmarking performance on blind specimen submissions across multiple laboratories. Axis participates in several Proficiency Testing surveys through the College of American Pathologists that are required by ABFT, plus several that are optional and relevant to our work.    Our average turnaround time on the current IDOH contract over the past 12 months of service is 8.44 business days from date of case receipt to final reporting of results. Axis looks forward to continuing the same level of service to the State.    L**eader in emerging drug testing and research & development**  The development and detection of emerging drugs has been especially challenging for the medicolegal community. Axis has created and uses a rapid method development system to bring emerging drugs from a surveillance status into production testing in as little as one month. This means Axis assists the death investigation process by detecting emerging drugs faster than traditional laboratory method development practices.    Axis has been named one of BioCrossroads’ Top 100 Life Science Companies in Indiana.    **Direct access and communication with our team of experts**  Axis is committed to providing a knowledgeable and efficient client services model that ensures the most qualified individuals meet the needs of our clients. Axis believes in putting our clients in direct contact with the experts, so laboratory questions are answered by laboratory employees who can answer product questions, quote pricing, and add-on testing or make other case adjustments. Supply questions are answered by the staff responsible for packing and shipping each supply order. Toxicology questions are answered directly by toxicologists. Axis prides itself on making its toxicologists freely available to clients to provide important consultation to ensure confidence in the client’s final determination.    **Forensics - the center of our work since 1990**  Axis Forensic Toxicology Laboratory was founded in 2016, bringing forward the many years of experience from AIT Laboratories. Axis exclusively performs forensic toxicology testing which ensures focus and dedication to the important work required in this RFP.    All services outlined in this proposal will be performed at Axis’ laboratory, which is located at 5780 West 71st Street, Indianapolis, IN 46278. We are proud of our Indiana heritage and to be a leader in the Indiana life science community. |

* + 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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| 1) Axis is an S Corporation.  2) Axis was formed in the state of Indiana (see attached Articles of Incorporation).  3) Its business is focused exclusively on forensic toxicology serving Medical Examiners, Coroners, private pathologists, hospitals, law enforcement agencies, and forensic nurses. Axis also works with clients who have their own in-house toxicology laboratory on a project, grant, long-term outsourcing basis. Axis also works with and through these clients to support public health initiatives and concerns. Axis has a single place of business, located in Marion County, Indiana. It is a stand-alone organization with no parent or child entities or other divisions.  4) See attached Organization Chart. |

* + 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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| Axis is an Equal Opportunity Employer. Many of our employees are recent graduates of Indiana colleges and universities. Most positions have specific education standards to comply with regulatory requirements. The owners of Axis, an Indiana small business, are one man and one woman. Our operational leaders are two women and one man. All are White. Our workforce is more than 50% female and displays a racial/ethnic diversity reflective of Indiana’s education system. |

* + 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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| CONFIDENTIAL. Please find attached the compiled financial statements marked confidential containing the two most recently completed years. Axis is not required by shareholders nor any bank to have audited financial statements. Also, please find attached a Bank Letter marked confidential speaking to Axis’ financial capacity and stability. These confidential documents should not be shared publicly. |

* + 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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| Axis Forensic Toxicology Laboratory CEO (Phillip T. Roberts) takes personal responsibility for the thoroughness and correctness of any/all financial information supplied within this proposal. |

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

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| Axis requests clauses 13.C and 19 be stricken. We object to the request for personnel records, onsite interviews, and release from employment in the case of a transition. We have invested in significant training for our employees, and this process would cause us a hardship. We request that these clauses be struck from the agreement. |

* + 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 | Marion County Indiana Coroner’s Office |
| Company Mailing Address | 521 W. McCarty Street |
| Company City, State, Zip | Indianapolis, IN 46225 |
| Company Website Address | https://www.indy.gov/agency/marion-county-coroners-office |
| Contact Person | Alfarena T. McGinty |
| Contact Title | Chief Deputy Coroner |
| Company Telephone Number | 317-327-4744 |
| Company Fax Number | 317-327-4563 |
| Contact E-mail | alfie.ballew@indy.gov |
| Industry of Company | Alfarena T. McGinty, Chief Deputy Coroner at the Marion County Coroner’s Office, has over 27 years of experience working with death investigations. She is also an Adjunct Faculty at IUPUI where she is an Instructor of the undergraduate Death Investigation Course. Chief Deputy Coroner McGinty serves on the Board of Directors of both the International Association of Coroners and Medical Examiners and the Mental Health America, Indianapolis. She was appointed by the Governor to the Indiana State Board Child Fatality Review Team, and by the County Council to the Marion County Domestic Violence Fatality Review Team. Chief Deputy Coroner McGinty is very active professionally a member in the Indiana State Coroner’s Association, the National Association of Medical Examiners, the Marion County Overdose Fatality Review Team, the Marion County Child Fatality Review Team, and the Fetal and Infant Mortality Review Team. In 2022, the Marion County Coroner’s Office accepted 2,794 cases for further investigation. Drug Intoxication deaths in 2022 remained as the most prevalent cause of death for the third year in a row. Deaths either as a direct result of drug intoxication or where drug intoxication played a role in the death increased by 3% from the prior year. Drug intoxication deaths increased accounted for 31% of the total number of death investigations for the entire calendar year. The total count includes both intentional and unintentional drug overdoses. As the largest populated County in Indiana, Marion County is the largest utilizer of the IDOH testing program. This experience makes Chief Deputy Coroner McGinty well qualified to highly recommend Axis Forensic Toxicology for award of the IDOH’s RFP. |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | Commonwealth of Kentucky, Office of the Medical Examiner |
| Company Mailing Address | Bingham Building – 1st Floor, 10511 LaGrange Road |
| Company City, State, Zip | Louisville, KY 40223 |
| Company Website Address | https://justice.ky.gov/Departments-Agencies/me/Pages/default.aspx |
| Contact Person | Dr. Bill Ralston |
| Contact Title | Chief Medical Examiner |
| Company Telephone Number | (502) 489-5209 |
| Company Fax Number |  |
| Contact E-mail | william.ralston@ky.gov |
| Industry of Company | Dr. William Ralston, M.D., Chief Medical Examiner for the Commonwealth of Kentucky, has over 22 years of experience working in forensic pathology. Dr. Ralston is a board-certified Diplomate by the American Board of Pathology in Anatomic Pathology and Forensic Pathology. He is an Assistant Professor for the University of Kentucky’s Medical School and a professional member of the American Academy of Forensic Sciences and the National Association of Medical Examiners. Dr. Ralston has received various academic and non-academic appointments, served on dozens of local and state committees, given many presentations/invited lectureships, published several abstracts and papers on forensic pathology. He has also received numerous awards over his career including the David J. Wolfe Award for outstanding contribution to Kentucky’s Coroners. The Office of the Kentucky State Medical Examiner provides facilities and personnel for post-mortem and other examinations to aid Kentucky’s 120 County Coroners by providing medical assistance in investigating over 5,000 deaths per year. This experience makes Dr. Ralston well qualified to highly recommend Axis Forensic Toxicology for award of the IDOH’s RFP. |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | Michigan State University, College of Osteopathic Medicine |
| Company Mailing Address | 965 Wilson Rd., Room 305 |
| Company City, State, Zip | East Lansing, MI 48824 |
| Company Website Address | https://osteopathicmedicine.msu.edu |
| Contact Person | Dr. Joyce deJong, D.O. |
| Contact Title | Dean of the MSU College of Osteopathic Medicine |
| Company Telephone Number |  |
| Company Fax Number |  |
| Contact E-mail | dejongj@msu.edu |
| Industry of Company | Dr. Joyce deJong, D.O., Dean of the Michigan State University College of Osteopathic Medicine, has over 27 years of experience working in forensic pathology. She is a board-certified in Anatomic Pathology and Forensic Pathology by the American Board of Pathology. Before being appointed Dean in February 2024, Dr. DeJong was Professor and Founding Chair Department of Pathology at Western Michigan University’s Homer Stryker M.D. School of Medicine (WMed) for 10 years. As a part of WMed’s commitment to forensic pathology, they serve as the Office of the Medical Examiner for multiple counties in Michigan and conduct autopsy death investigations for two northern Indiana Counties. Over her career, Dr. deJong has been appointed Deputy Medical Examiner or Medical Examiner for 25 Michigan Counties, and academically appointed as an Adjunct Assistant Professor, Assistant Professor, Associate and Professor. She has been deployed by the U.S. Department of Health and Human Services to 13 national disasters. Dr. DeJong is a Fellow with the National Association of Medical Examiners where she has served as the organization’s President in 2023 and currently serves on the Executive Committee. She is also a Fellow of the American Academy of Forensic Sciences and currently serves on their Ethic Committee. Dr. DeJong is also active with the Michigan Association of medical Examiners where she served as Chairperson/President for several terms. Over her career, she has made of 46 poster and platform presentations, conducted over 50 teaching and invited presentations, published 34 papers on forensic pathology. Dr. deJong’s numerous career awards include the prestigious 2023 American Academy of Forensic Sciences’ Milton Helpern Award in recognition of a lifetime of achievement and dedication to the mission of forensic pathology and the 2020 National Association of Medical Examiner’s Susan P. Baker Public Health Impact Award. The Office of the Medical Examiner at WMed conducts investigations on over 4,000 deaths per year. This experience makes Dr. deJong well qualified to highly recommend Axis Forensic Toxicology for award of the IDOH’s RFP. |

**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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| Axis Forensic Toxicology is incorporated in the state of Indiana, has its principal/only place of business in the state of Indiana, and is registered with IDOA. See attached Articles of Incorporation. |

* + 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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| Phillip T. Roberts, Axis Forensic Toxicology Laboratory President and CEO, is authorized to bind Axis and sign any and all documents on behalf of the corporation. See attached Corporate Resolution. |

* + 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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| Axis does not utilize subcontractors.  Axis does purchase certain supplies and services. Therefore, Axis reviewed the lists of MBE/WBE and VOSB vendors to see if anyone could supply goods or services needed to perform this contract. Unfortunately, at this time, there were none that would meet Axis’s limited needs. |

* + 1. **Evidence of Financial Responsibility** – Removed at the request of the agency.

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| N/A |

* + 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 | Axis Forensic Toxicology, Inc. |
| Contact Name | Matt Zollman |
| Contact Title | Director of Operations & Product Management |
| Contact E-mail Address | [sales@axisfortox.com](mailto:sales@axisfortox.com) |
| Company Mailing Address | PO Box 681513 |
| Company City, State, Zip | Indianapolis, IN 46268 |
| Company Telephone Number | 317-759-4869 |
| Company Fax Number | 317-481-8872 |
| Company Website Address | [www.axisfortox.com](http://www.axisfortox.com) |
| Federal Tax Identification Number (FTIN) | 81-2989240 |
| Number of Employees (company) | 42 |
| Years of Experience | 8 (34 including AIT’s history) |
| Number of U.S. Offices | 1 |
| Year Indiana Office Established (if applicable) | 2016 |
| Parent Company (if applicable) | N/A |
| Revenues ($MM, previous year) | $ 6,638,638 |
| Revenues ($MM, 2 years prior) | $ 6,246,734 |
| % Of Revenue from Indiana customers | 25% |

* 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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| No, it is not a regulated SOP. We have ensured that all our data systems are hosted/cloud based which enables them to be used and accessed, if necessary, from an alternate location. Axis maintains many relationships with other laboratories of similar accreditation that could receive samples on our behalf and perform testing if that were required. |

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

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| Axis secures client data through layers of physical and technical safeguards. Physical access to Axis’ workplace is secured from unauthorized people and unnecessary access from authorized people. All visitors are supervised within our facility. The level of physical access to sensitive areas within the building is further restricted based upon job role. All systems are secured via user-specific credentials, and training and policies emphasize that credentials are not to be shared. These user-specific credentials are tied to job role, and most employees do not require access to any personally identifiable information. As mentioned above, our data systems are externally hosted but connected to our offices by secure Virtual Private Network to ensure only Axis users can access those systems. When providing results to Axis clients, the methods are secure: credentials-based web portal with unlimited users to eliminate sharing, facsimile if necessary, and a secure VPN tunnel and/or secure FTP for transferring data to external systems. |

* + 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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| Nearly all of Axis’ clients are governmental or quasi-governmental. Depending upon the medico-legal death investigation system in a particular state (coroner vs medical examiner, state vs region vs county, public or private pathologist), we work directly with state government, smaller governmental jurisdictions or private entities subcontracted to manage the autopsy. Axis serves more than 1,000 coroners, medical examiners, pathologists, and medicolegal professionals in 45 states throughout the United States and the U.S. Territory of Guam’s Office of Chief Medical Examiner.  Axis is currently working with the Indiana State Department of Health. During the contract period, Axis worked with the State to develop (within months) interfaces with the Indiana Coroner Case Management System and Management Performance Hubs that include all data since the start of the contract, has effectively administered the State level contract while continuing to serve the County coroners without invoicing or billing errors, has increased the scope of the DOH Comprehensive Panel by 10% (30 new analytes!), incorporating important changes in the toxicology landscape during the contract term enabling the State to effectively monitor local trends and report to the CDC. During the contract period, Axis expanded County utilization of the program to the greatest percentage since the enactment of the State law [IC 36-2-14-6(a)(b)(4)]. Axis regularly provides a utilization report to the IDOH which reports and trends Indiana County submissions at the specimen level.  Axis also currently serves the Commonwealth of Kentucky Medical Examiner System and has developed a strong partnership that includes the public health information tracking desired by the Commonwealth. Axis provides forensic toxicology testing of blood, urine, and vitreous to all Kentucky Counties and Regional Medical Examiner offices. Axis works with the state office to manage the testing provided consistent with their statewide mandate. In addition, Axis assists with training, testimony, grant proposals, and reporting to Kentucky’s Violent Death Reporting System and the statisticians at the University of Kentucky who are consolidating and working with the toxicology data to identify ways to help the citizens of Kentucky.  Axis has served various districts in the State of Florida for many years. When the State developed a grant-funded program to pay for testing, Axis worked with the districts and the State to develop a billing process that enabled the districts to utilize the state funds.  Axis has worked with the Nebraska Department of Health in conjunction with the State’s largest pathology group to implement testing, reporting and invoicing to the State’s Opioid to Action grant for Nebraska county State’s Attorneys (the investigative equivalent to a county coroner). |

* + 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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| Axis is currently working with the Indiana State Department of Health. During the contract period, Axis worked with the State to develop (within months) interfaces with the Indiana Coroner Case Management System and Management Performance Hubs that include all data since the start of the contract, has effectively administered the State level contract while continuing to serve the County coroners without invoicing or billing errors, has increased the scope of the DOH Comprehensive Panel by 10% (30 new analytes!), incorporating important changes in the toxicology landscape during the contract term enabling the State to effectively monitor local trends and report to the CDC. During the contract period, Axis expanded County utilization of the program to the greatest percentage since the enactment of the State law [IC 36-2-14-6(a)(b)(4)]. Axis regularly provides a utilization report to the IDOH which reports and trends Indiana County submissions at the specimen level.  Axis also currently serves the Commonwealth of Kentucky Medical Examiner System and has developed a strong partnership that includes the public health information tracking desired by the Commonwealth. Axis provides forensic toxicology testing of blood, urine, and vitreous to all Kentucky Counties and Regional Medical Examiner offices. Axis works with the state office to manage the testing provided consistent with their statewide mandate. In addition, Axis assists with training, testimony, grant proposals, and reporting to Kentucky’s Violent Death Reporting System and the statisticians at the University of Kentucky who are consolidating and working with the toxicology data to identify ways to help the citizens of Kentucky.  Axis has served various districts in the State of Florida for many years. When the State developed a grant-funded program to pay for testing, Axis worked with the districts and the State to develop a billing process that enabled the districts to utilize the state funds.  Axis has worked with the Nebraska Department of Health in conjunction with the State’s largest pathology group to implement testing, reporting and invoicing to the State’s Opioid to Action grant for Nebraska county State’s Attorneys (the investigative equivalent to a county coroner). |

* + 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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| Axis claims its Buy Indiana preference as an Indiana Business. |

* + 1. **Payment -** Removed at the request of the agency.

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| N/A |

* + 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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| To the degree that there are other governmental bodies in the State that would utilize the IDOH Comprehensive Panel, we would be willing to extend pricing to those entities. |