State of Indiana

RFP 24-78221

Axis - Cost Proposal Narrative

* Test pricing is per specimen type as requested.
* Included within the pricing will be the supply of collection kits, shipping via overnight express delivery, full-service testing, including final report and toxicology interpretation of results.
* All details of Costs Per Test correspond to the proposed testing solutions described in the Attachment F, Technical Proposal and Attachment K, Panel Response submissions.
* Axis has nothing additional to list and describe as part of its Cost Proposal Narrative for any special cost assumptions, which impact, the prices presented. Therefore, there are no assumptions that conflict with the RFP requirements to be not acceptable.
* Axis will maintain custom ordering codes for the DOH Comprehensive Panel. These tests, comprising 70510:Comprehensive Drug Panel, Blood; 13610:Psychoactive Substances Panel, Blood; 13710:Novel Emerging Substances, Blood; 13810:Designer Opioids Panel, Blood; 13910:Nitazene Analog Panel, Blood; 42130:Synthetic Cannabinoids, Blood, if ordered individually, would total a list price of over $2,000 per submitted specimen.
* Regularly expand the panel as emerging compounds are identified, and intentionally communicate the changes to the coroners, the Indiana Coroner Association, Indiana pathologists and the State Department of Health.
* Provide custom requisition overprints to include the ISDH Panel and to ease submission of cases by both counties and private pathologists.
* Perform custom account setup procedure to allow each County to designate their preferred pathologist(s) and automate reporting to ISDH.
* Provide a State specific Client Guide and recorded live webinars for active discussion and for use during onboarding, coroner transition, new staff.
* Perform outreach after county election cycles to ensure correct account setups including authorized users, supply shipping, requisition overprints, training, etc.
* Maintain billing process to ensure that the State was only billed for testing contracted under the RFP. All other testing billed to coroners/pathologists.
* Maintain the State’s two required custom reporting interfaces.
* Regularly provide county utilization report to the State.
* Generate positivity report for the State to validate ordering effectiveness, as requested.
* Provide post-doctoral fellowship rotation in toxicology (part of a year-long training program for pathologists that develops their ability to apply their doctoral studies to medicolegal death investigation) as needed for pathologist continuing education.