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February 15, 2023

Ms. Christina Garcia, Procurement Specialist

Indiana Department of Administration

Procurement Division

402 W. Washington St., Room W468

Indianapolis, IN 46204

Dear Ms. Garcia

Axis Forensic Toxicology (“Axis”) is pleased to provide the following proposal package to the State of Indiana for performing forensic toxicology testing for the County Coroners in Indiana. Axis has the expertise, capability and capacity for performing the work as outlined in RFP 24-78221: Coroner Toxicology Testing Services.

**2.2.1 Summary of Ability and Desire to Supply the Required Products or Services**

**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.

**Leader 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.

Axis would be honored to provide the requested products and/or services subject to the terms and conditions in the RFP including the state’s mandatory contract clause.

**2.2.2 Signature of Authorized Representative**

Philip T. Roberts, President and CEO, is authorized to commit Axis to its representations and can certify that the information offered in the proposal meets all general conditions including the information requested in section 2.3.4.

If you have any questions concerning our submission and/or testing capabilities, we welcome the conversation. All questions may be directed to:

Matt Zollman, Director of Operations and Product Management

Axis Forensic Toxicology, P.O. Box 681513, Indianapolis, IN 46268

(317) 759-4869

[sales@axisfortox.com](mailto:sales@axisfortox.com)

**2.2.4 Respondent Notification**

Axis’ email address for notification is [sales@axisfortox.com](mailto:sales@axisfortox.com).

**2.2.4 Secretary of State**

Axis is a Domestic For-Profit Corporation (ID: 201606171146211) in active status and good standing with the Office of Indiana Secretary of State.

**2.2.5 Other Information**

As a claimed Indiana business, Axis respectfully requests full consideration of the Buy Indiana initiative, established by executive order 05-05, and set out in I.C. 5-22-15-20.5(b).

Axis’ references listed in the Business Proposal may have submitted and/or re-submitted their Reference Check Form that contains an incorrect RFP number which they may have also used in the subject line of their submission email. Our references are correctly listed in the Business Proposal.

All other information has been supplied within the required attachments to this proposal. The General Information and Requested Products/Services in the RFP have been thoroughly reviewed. Axis, as the incumbent forensic toxicology laboratory, has the experience, expertise, capability, capacity, and desire to be awarded a contract from this RFP.

We appreciate your consideration and look forward to serving you.

Regards,



Philip T. Roberts

President & CEO