



**COUNTY OF HENRICO
DEPARTMENT OF FINANCE
PURCHASING DIVISION
CONTRACT EXTRACT
NOTICE OF RENEWAL**

DATE:	November 1, 2023
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Onsite Infectious Disease Testing Services
CONTRACT NUMBER:	2356A
COMMODITY CODE:	907.83
CONTRACT PERIOD:	November 1, 2023 through October 31, 2023
RENEWAL OPTIONS:	Four (4) one-year renewal options through 2027
USER DEPARTMENT:	Emergency Management and Workplace Safety
Contact Name:	Rob Rowley
Phone Number:	804-316-3563
Email Address:	Row08@henrico.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	RCA Laboratory Services LLC dba GENETWORx
Address:	4060 Innslake Drive
City, State:	Glen Allen, VA 23060
Contact Name:	Jenna Scalia Matusow
Phone Number:	267-490-7044
Email address:	jscaliam@genetworx.com
ORACLE SUPPLIER NUMBER:	399150
BUSINESS CATEGORY:	Non-Swam
PAYMENT TERMS:	Net 45
DELIVERY:	As required
FOB:	County of Henrico
BUYER: Name:	Oscar Knott
Title:	Purchasing Director
Phone:	804-501-5649
Email:	Kno008@henrico.us

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.



COMMONWEALTH OF VIRGINIA

County of Henrico

**Non-Professional Services Contract
Contract No. 2356A**

This Non-Professional Services Contract (this “Contract”) entered into this 24th day of October 2022, by RCA Laboratory Services LLC dba GENETWORx (the “Contractor”) and the County of Henrico, Virginia (the “County”).

WHEREAS the County has awarded the Contractor this Contract pursuant to Request for Proposals No. 22-2356-5JOK (the “Request for Proposals”), for onsite infectious disease testing services.

WITNESSETH that the Contractor and the County, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the County as set forth in the Contract Documents.

COMPENSATION: The compensation the County will pay to the Contractor under this Contract shall be pursuant to Exhibit A.

CONTRACT TERM: The Contract term shall be for a period of one year beginning November 1, 2022 and ending October 31, 2023. The County may renew the Contract for up to four one-year terms giving 30 days’ written notice before the end of the term unless Contractor has given the County written notice that it does not wish to renew at least 90 days before the end of the term.

CONTRACT DOCUMENTS: This Contract hereby incorporates by reference the documents listed below (the “Contract Documents”) which shall control in the following descending order:

1. This Non-Professional Services Contract between the County and Contractor.
2. The General Contract Terms and Conditions included in the Request for Proposals.
3. Contractor’s Best and Final Offer (Exhibit A).
4. Contractor’s Original Proposal dated June 16, 2022 (Exhibit B).
5. The Scope of Services included in the Request for Proposals.

INDEMNIFICATION: The Contractor agrees to indemnify, defend, and hold harmless the County (including Henrico County Public Schools), and the County’s officers, agents, and employees (“Indemnified Parties”) from any damages, liabilities, and costs, including attorneys’ fees, arising from any claims, demands, actions, or proceedings made or brought against one or more of the Indemnified Parties by any person, including any employee of the Contractor, related to the provision of any services, the failure to provide any services, or the use of any services or materials furnished (or made available) by the Contractor, provided that such liability is not attributable to the sole negligence of the County.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound hereby.

[Remainder of page intentionally left blank; signature page to follow]

RCA Laboratory Services LLC dba
GENETWORx
4060 Innslake Drive
Glen Allen, VA 23060



Signature

Kevin McClure, CFO
Printed Name and Title

10/25/2022
Date

County of Henrico, Virginia

P.O. Box 90775
Henrico, VA 23273-0775



Signature

Oscar Knott, CPP, CPPO, VCO
Purchasing Director

11/01/2022
Date

APPROVED AS TO FORM:



Alyssa Brown (Oct 26, 2022 11:23 EDT)

Assistant County Attorney

10/26/2022
Date

Exhibit A

Knott, Oscar

From: Amy Jimenez <amjimenez@genetworx.com>
Sent: Wednesday, September 14, 2022 4:18 PM
To: Knott, Oscar
Cc: Woods, Robert
Subject: RE: RFP 22-2356-5JOK – Onsite Infection Disease Testing Services
Attachments: BAFO Henrico 9.14.22.pdf

Good afternoon Oscar and team,

Attached is our response to your request for additional services and pricing to be included in the RFP. We have added our entire menu for Molecular and Chemistry testing as a-la-cart options. Please keep in mind that we do not know the future circumstances under which any or all these tests would be required, so it is hard for us to price out labor for these items. As seen in the a-la-cart menu, we have included a labor cost as we included in the original RFP. All prices are for the 5,000 minimum tests.

In addition, we are fully able and capable to run immunization clinics, but again, unless we know what immunizations we are being asked to administer, it is not possible to price in a labor cost. For example, a Flu immunization is much different than a Covid or Monkey Pox vaccine. Therefore, currently, the pricing is TBD depending on the exact requirements.

As we also discussed, additional testing for unknown pathogens would be TBD until a request is made and both parties understand the full extent of what would be required.

As stated in the RFP, all tests include our state-of-the-art reporting and use of our proprietary software, allowing you to understand where you could have potential issues or problems concerning infectious disease outbreaks.

One additional point, we can address all the above in any contract that is pulled together. This will ensure that all parties are satisfied and are receiving the necessary support they need to be successful.

We are very excited to be part of this process and, as a laboratory leader here in Henrico, we look forward to working with you to create a partnership that can meet and exceed your testing needs. Should you have any additional questions or need any further clarification, please let me know.

Best Regards,

Amy Jimenez
ajimenez@genetworx.com
843-814-5480

From: Knott, Oscar <KNO008@henrico.u
Sent: Thursday, September 8, 2022 3:22 PM
To: Amy Jimenez <amjimenez@genetworx.com>
Cc: Woods, Robert <WOO11@henrico.us>
Subject: RFP 22-2356-5JOK – Onsite Infection Disease Testing Services

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Amy,
Please see the attached BAFO submission request.

Additionally, in regard to the items that you referenced in your email yesterday, this would be the opportunity to include those as well.

Thanks.

*Oscar Knott, CPP, CPPO, VCO
Purchasing Director
Department of Finance - Purchasing Division*



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Panel Turn Around Time	
Bacterial Vaginosis, Candida Vaginitis, HSV, Ureaplasma, Leukorrhea	1-2 Business Days
COVID-19	<72 hours
Gastrointestinal Pathogen Panel, H. pylori, C. difficile	1-2 Business Days
Group A Strep, Respiratory Pathogen, Flu A/B & RSV, Bordetella Pertussis/Parapertussis	1-2 Business Days
Pharmacogenomics (PGx)	3-5 Business Days
Wound, UTI, Nail	1-2 Business Days
Aerobic Vaginitis, Full Gen-Health Panel, Group B Strep, HPV genotyping	1-3 Business Days

Panels	Test	Ordered as a separate test	Type of Collection	Pricing
Bacterial Vaginosis	Gardnerella vaginalis	No	PAP, Vaginal swab or first catch urine	\$218.08
	Bacteroides fragilis	No	PAP, Vaginal swab or first catch urine	
	Mobiluncus mulleris	No	PAP, Vaginal swab or first catch urine	
	Mobiluncus curtisii	No	PAP, Vaginal swab or first catch urine	
	Atopium vaginae	No	PAP, Vaginal swab or first catch urine	
	Prevotella bivia	No	PAP, Vaginal swab or first catch urine	
Candida Vaginitis	Candida albicans	No	PAP, Vaginal swab or first catch urine	\$23.60
	Candida parapsilosis	No	PAP, Vaginal swab or first catch urine	
	Candida tropicalis	No	PAP, Vaginal swab or first catch urine	
	Candida glabrata	No	PAP, Vaginal swab or first catch urine	
	Candida dubliniensis	No	PAP, Vaginal swab or first catch urine	
	Candida krusei	No	PAP, Vaginal swab or first catch urine	
HPV Assay and HPV genotyping reflex	HPV types genotyped: 16, 18, 45 and Other High Risk	No	PAP or Vaginal swab	\$42.59
				\$147.86
Ureaplasma and Mycoplasma Panel	Mycoplasma genitalium	No	PAP, Vaginal swab or first catch urine	\$147.86
	Mycoplasma hominis	No	PAP, Vaginal swab or first catch urine	
	Ureaplasma urealyticum	No	PAP, Vaginal swab or first catch urine	
	Ureaplasma parvum	No	PAP, Vaginal swab or first catch urine	
HSV	Herpes Simplex Virus 1, 2	Yes	PAP or Vaginal swab	\$77.68
	Herpes Simplex Virus 3	Yes	PAP, Vaginal swab, wound swab	\$77.68
Group Streptococcus	Group A Streptococcus	Yes	Vaginal swab only	\$43.00
	Group B Streptococcus	Yes	Vaginal swab only	\$43.00
Leukorrhea Panel	Panel			\$112.75
	Chlamydia trachomatis	Yes	PAP, Vaginal swab or first catch urine	\$42.59
	Neisseria gonorrhoea	Yes	PAP, Vaginal swab or first catch urine	\$42.59
	Trichomonas vaginalis	Yes	PAP, Vaginal swab or first catch urine	\$42.59
Gastrointestinal Pathogen Panel	Helicobacter pylori	Yes	stool or swab	TBD
	Campylobacter	No	stool or swab	
	C. difficile A/B	Yes	stool or swab	
	E coli 0157	No	stool or swab	
	Shiga like Toxin producing E. coli (STEC) stx1/stx2	No	stool or swab	
	Enterotoxigenic E. coli (ETEC) LT/ST	No	stool or swab	
	Salmonella	No	stool or swab	
	Shigella	No	stool or swab	
	Vibrio cholerae	No	stool or swab	
	Entamoebae Histolytica	Yes	stool or swab	
	Giardia lamblia	No	stool or swab	
	Cryptosporidium	No	stool or swab	
	Adenovirus 40/41	Yes	stool or swab	
	Rotavirus A	No	stool or swab	
Norovirus G1/G2	No	stool or swab		
New York Panel	MTHFR	No	Buccal Swab	
	New York Panel	No	Buccal Swab	
	Factor V	No	Buccal Swab	

Pharmacogenetics Panel (New York Panel, RCA Panel or full Panel)	CYP2C9	No	Buccal Swab	2801.86
	VKORC1	No	Buccal Swab	
	CYP2C19	No	Buccal Swab	
	CYP3A4/CYP3A5	No	Buccal Swab	
	CYP2D6	No	Buccal Swab	
Molecular Pathogen Detection (Wound, Nail, Ear Nose and Throat)	Bacterial Targets			1,016.50
	Acinetobacter baumannii	No	Wound, ENT: Swab in UTM; Dry Nail	
	Bacteroides fragilis	No	Wound, ENT: Swab in UTM; Dry Nail	
	Bartonella henselae	No	Wound, ENT: Swab in UTM; Dry Nail	
	Bartonella quintana	No	Wound, ENT: Swab in UTM; Dry Nail	
	Enterobacter cloacae	No	Wound, ENT: Swab in UTM; Dry Nail	
	Enterococcus faecalis	No	Wound, ENT: Swab in UTM; Dry Nail	
	Enterococcus faecium	No	Wound, ENT: Swab in UTM; Dry Nail	
	Escherichia coli	No	Wound, ENT: Swab in UTM; Dry Nail	
	Klebsiella oxytoca	No	Wound, ENT: Swab in UTM; Dry Nail	
	Klebsiella pneumoniae	No	Wound, ENT: Swab in UTM; Dry Nail	
	Morganella morganii	No	Wound, ENT: Swab in UTM; Dry Nail	
	Mycobacterium fortuitum	No	Wound, ENT: Swab in UTM; Dry Nail	
	Proteus mirabilis	No	Wound, ENT: Swab in UTM; Dry Nail	
	Pseudomonas aeruginosa	No	Wound, ENT: Swab in UTM; Dry Nail	
	Serratia marcescens	No	Wound, ENT: Swab in UTM; Dry Nail	
	Streptococcus agalactiae (Group B)	No	Wound, ENT: Swab in UTM; Dry Nail	
	Staphylococcus aureus (MRSA/MSSA)	No	Wound, ENT: Swab in UTM; Dry Nail	
	Streptococcus dysgalactiae (Group C)	No	Wound, ENT: Swab in UTM; Dry Nail	
	Staphylococcus epidermidis (MRSE/MSSE)	No	Wound, ENT: Swab in UTM; Dry Nail	
	Streptococcus pyogenes (Group A)	No	Wound, ENT: Swab in UTM; Dry Nail	
	Fungal Targets			
	Candida albicans	No	Wound, ENT: Swab in UTM; Dry Nail	
	Candida dubliensis	No	Wound, ENT: Swab in UTM; Dry Nail	
	Candida glabrata	No	Wound, ENT: Swab in UTM; Dry Nail	
	Candida krusei	No	Wound, ENT: Swab in UTM; Dry Nail	
	Candida parapsilosis	No	Wound, ENT: Swab in UTM; Dry Nail	
	Candida tropicalis	No	Wound, ENT: Swab in UTM; Dry Nail	
	Trichophyton mentagrophytes	No	Wound, ENT: Swab in UTM; Dry Nail	
	Trichophyton rubrum	No	Wound, ENT: Swab in UTM; Dry Nail	
	Aspergillus fumigatus	No	Wound, ENT: Swab in UTM; Dry Nail	
	Aspergillus Screen	No	Wound, ENT: Swab in UTM; Dry Nail	
	Dermatophyte	No	Dry Nail	
	Scopulariopsis species	No	Dry Nail	
	Fusarium species	No	Dry Nail	
	Acremonium species	No	Dry Nail	
	Antibiotic Resistance Targets			
	Aminoglycosides aacA-aphD	No	Wound, ENT: Swab in UTM; Dry Nail	
	CARBAPENEM RESISTANCE NDM	No	Wound, ENT: Swab in UTM; Dry Nail	
	CARBAPENEM RESISTANCE OXA23	No	Wound, ENT: Swab in UTM; Dry Nail	
	CARBAPENEM RESISTANCE OXA48	No	Wound, ENT: Swab in UTM; Dry Nail	
	CARBAPENEM RESISTANCE SME	No	Wound, ENT: Swab in UTM; Dry Nail	
	CARBAPENEM RESISTANCE VIM	No	Wound, ENT: Swab in UTM; Dry Nail	
	CARBAPENEM RESISTANCE KPC	No	Wound, ENT: Swab in UTM; Dry Nail	
	EXTENDED SPECTRUM BETA LACTAMASE (ESBL): CMY2	No	Wound, ENT: Swab in UTM; Dry Nail	
	EXTENDED SPECTRUM BETA LACTAMASE (ESBL): CTXM	No	Wound, ENT: Swab in UTM; Dry Nail	
	EXTENDED SPECTRUM BETA LACTAMASE (ESBL): SHV	No	Wound, ENT: Swab in UTM; Dry Nail	
Macrolide-lincosamide-streptogramin B ermA	No	Wound, ENT: Swab in UTM; Dry Nail		
Macrolide-lincosamide-streptogramin B ermB	No	Wound, ENT: Swab in UTM; Dry Nail		
Macrolide-lincosamide-streptogramin B ermC	No	Wound, ENT: Swab in UTM; Dry Nail		
Methicillin MecA	No	Wound, ENT: Swab in UTM; Dry Nail		
Methicillin FemB	No	Wound, ENT: Swab in UTM; Dry Nail		
Tetracycline tetS	No	Wound, ENT: Swab in UTM; Dry Nail		
Tetracycline tetM	No	Wound, ENT: Swab in UTM; Dry Nail		
Vancomycin VanA	No	Wound, ENT: Swab in UTM; Dry Nail		
Vancomycin VanB	No	Wound, ENT: Swab in UTM; Dry Nail		
	Bacterial Targets			
	Acinetobacter baumannii	No	UTI: C & S tube or Brief Swab	
	Bacteroides fragilis	No	UTI: C & S tube or Brief Swab	
	Enterobacter cloacae	No	UTI: C & S tube or Brief Swab	
	Enterococcus faecalis	No	UTI: C & S tube or Brief Swab	
	Enterococcus faecium	No	UTI: C & S tube or Brief Swab	
	Escherichia coli	No	UTI: C & S tube or Brief Swab	
	Klebsiella oxytoca	No	UTI: C & S tube or Brief Swab	

Molecular Pathogen Detection (Urinary Tract Infection)	Klebsiella pneumoniae	No	UTI: C & S tube or Brief Swab	\$1,016.50
	Morganella morganii	No	UTI: C & S tube or Brief Swab	
	Proteus mirabilis	No	UTI: C & S tube or Brief Swab	
	Pseudomonas aeruginosa	No	UTI: C & S tube or Brief Swab	
	Serratia marcescens	No	UTI: C & S tube or Brief Swab	
	Streptococcus agalactiae (Group B)	No	UTI: C & S tube or Brief Swab	
	Staphylococcus aureus (MRSA/MSSA)	No	UTI: C & S tube or Brief Swab	
	Staphylococcus epidermidis (MRSE/MSSE)	No	UTI: C & S tube or Brief Swab	
	Fungal Targets			
	Candida albicans	No	UTI: C & S tube or Brief Swab	
	Candida glabrata	No	UTI: C & S tube or Brief Swab	
	Candida krusei	No	UTI: C & S tube or Brief Swab	
	Candida parapsilosis	No	UTI: C & S tube or Brief Swab	
	Candida tropicalis	No	UTI: C & S tube or Brief Swab	
	Antibiotic Resistance Targets			
	Aminoglycosides aacA-aphD	No	UTI: C & S tube or Brief Swab	
	CARBAPENEM RESISTANCE NDM	No	UTI: C & S tube or Brief Swab	
	CARBAPENEM RESISTANCE OXA23	No	UTI: C & S tube or Brief Swab	
	CARBAPENEM RESISTANCE OXA48	No	UTI: C & S tube or Brief Swab	
	CARBAPENEM RESISTANCE SME	No	UTI: C & S tube or Brief Swab	
	CARBAPENEM RESISTANCE VIM	No	UTI: C & S tube or Brief Swab	
	CARBAPENEM RESISTANCE KPC	No	UTI: C & S tube or Brief Swab	
	EXTENDED SPECTRUM BETA LACTAMASE (ESBL); CMY2	No	UTI: C & S tube or Brief Swab	
	EXTENDED SPECTRUM BETA LACTAMASE (ESBL); CTXM	No	UTI: C & S tube or Brief Swab	
	EXTENDED SPECTRUM BETA LACTAMASE (ESBL); SHV	No	UTI: C & S tube or Brief Swab	
	Macrolide-lincosamide-streptogramin B ermA	No	UTI: C & S tube or Brief Swab	
	Macrolide-lincosamide- streptogramin B ermB	No	UTI: C & S tube or Brief Swab	
	Macrolide-lincosamide- streptogramin B ermC	No	UTI: C & S tube or Brief Swab	
	Methicillin MecA	No	UTI: C & S tube or Brief Swab	
	Tetracycline tetS	No	UTI: C & S tube or Brief Swab	
	Vancomycin VanA	No	UTI: C & S tube or Brief Swab	
	Vancomycin VanB	No	UTI: C & S tube or Brief Swab	
	Candida Auris	Candida auris	Yes	
SKIN SWAB	Sars-CoV-2 RNA (COVID-19)	Yes	NP, OP, AN, Saliva or At-Home kit	\$150.13
	Influenza A/B with RSV	Yes	NP, AN	\$150.13
	Influenza A, B	Yes	NP, AN	\$150.13
	RSV A, B	No	NP, AN	\$150.13
	Adenovirus	No	NP, AN	\$150.13
Respiratory Pathogen Panel	Rhinovirus/Enterovirus	No	NP, AN	\$564
	Parainfluenza 1,2,3,4	No	NP, AN	
	Coronavirus HKU1/NL63/229E/OC43	No	NP, AN	
	Chlamydomphila pneumonia	No	NP, AN	
	Mycoplasma pneumonia	No	NP, AN	

Clinical Test Offerings				
Basic Metabolic Panel	Calcium	yes	Serum	\$44.77
	Chloride	yes	Serum	
	Creatinine w/eGFR	yes	Serum	
	Enzymatic Carbon Dioxide	yes	Serum	
	Glucose	yes	Serum	
	Potassium	yes	Serum	
	Sodium & Urea Nitrogen	yes	Serum	
Comprehensive Metabolic Panel*	Albumin	Yes	Serum	\$74.01
	Alkaline Phosphatase	Yes	Serum	
	ALT	Yes	Serum	
	AST	Yes	Serum	
	Bilirubin- Total	Yes	Serum	
	Calcium	Yes	Serum	
	Chloride	Yes	Serum	
	Creatinine w/eGFR	Yes	Serum	
	Enzymatic Carbon Dioxide	Yes	Serum	
	Glucose	Yes	Serum	
	Potassium	Yes	Serum	
	Total Protein	Yes	Serum	
Sodium & Urea Nitrogen	Yes	Serum		

Electrolyte Panel*	Chloride	Yes	Serum	\$22.01
	Enzymatic Carbon Dioxide	Yes	Serum	
	Potassium and Sodium	Yes	Serum	
Hepatic Panel*	Albumin	Yes	Serum	\$42.82
	Alkaline Phosphatase	Yes	Serum	
	ALT	Yes	Serum	
	Bilirubin- Total	Yes	Serum	
	Total Protein	Yes	Serum	
	Total Bilirubin	Yes	Serum	
	Direct Bilirubin	Yes	Serum	
Hepatitis Panel	Hepatitis B Surface Antigen (all positives confirmed)	Yes	Calculated	\$54.89
	Hepatitis B Surface Antibody	Yes	Calculated	
	Hepatitis B Core Antibody Total (IgM & IgG)	Yes	Calculated	
	Hepatitis C Virus Antibody	Yes	Calculated	
Lipid Panel*	Total Cholesterol	Yes	Serum	\$49.03
	HDL	Yes	Serum	
	LDL	Yes	Serum	
	Triglycerides	Yes	Serum	
	VLDL	Yes	Serum	

Individual Clinical Test Offerings

Adenovirus 40/41				\$77.70
Albumin*				\$12.45
Alkaline Phosphatase*				\$12.68
ALT (SGPT)*				\$12.80
Amphetamines - Confirmation*				\$69.64
Amphetamines Screen, Urine*				\$121.93
AST (SGOT)*				\$12.68
Barbiturates Screen with Reflex to confirmation*				\$69.64
Beta hCG, Quantitative*				\$22.55
Bilirubin, Direct*				\$12.52
Bilirubin, Total*				\$12.52
Biopsy (MCP)				\$78.74
BUN*				\$11.45
Calcium*				\$12.66
Carbamazepine*				\$22.07
Chloride*				\$12.10
Cholesterol*				\$11.85
CO2*				\$12.38
Complete Blood Count with Auto Diff*			ETDA Whole Blood	\$15.27
Creatinine (with eGFR)*				\$12.62
Creatinine*			Chemistry	\$12.62
Ecstasy Screen with Reflex to confirmation*			Chemistry	\$69.64
Entamoeba histolytica				\$77.70
Erythrocyte Sedimentation Rate (ESR)*				\$10.20
ETG (ETHYL GLUCURONIDE - Ethanol Metabolite) Qualitative Urine Screen*				\$69.64
Free T4*				\$16.52
GGT*				\$14.70
Glucose, Random*				\$11.43
Gonorrhea Assay				\$42.59
Hematocrit*				\$9.87
Hemoglobin A1C*			ETDA Whole Blood	\$17.21
Hemoglobin and Hematocrit*				\$12.24
Hepatitis B Surface Antibody*				\$22.49
Hepatitis B Surface Antigen*				\$17.83
Hepatitis C Antibody*				\$21.77
Herpes Simplex Virus 3 Varicella Zoster				\$42.59
LDL*				\$18.00
Lithium*				\$14.11
Magnesium*				\$14.20

Manual Differential*				\$11.30
Methadone Screen with Reflex to confirmation*				\$69.64
PAS/GMS (MCP)				\$191.92
Platelet Count*				\$11.98
Potassium*				\$12.26
PSA Total*				\$25.89
PT/INR*			Whole Blood- Blue Top Sodium Citrate Tube	\$11.79
Routine (PAS) (MCP)				\$165.37
RPR Qualitative (Syphilis)*				\$11.77
RPR Quantitative*				\$11.90
Sodium*				\$12.31
Soft Tissue-Tumor (Ganglion/Lipoma/Sarcoma) (MCP)				\$24.27
Standard Pain Panel with Reflex to confirmation (1 of 2)*				\$39.64
Syphilis*				\$20.74
Total Protein*				\$11.17
Triglycerides*				\$13.24
TSH*				\$24.30
Urinalysis reflex to Microscopic				\$10.67
Urinalysis reflex to Microscopic*				\$9.75
Urinalysis w/ Reflex to Microscopic (M)				\$9.75
Urine Drug Screen 11 with Reflex to confirmation*				\$69.64
Urine Drug Screen 9 with Reflex to confirmation*				\$69.64
Urine Drug Screen Other*				\$69.64
Urine Drug Screen, Meth Clinic*				\$69.64
Urine Microscopic*				\$10.55
Urine, Creatinine and pH*				\$12.68
Urine, Creatinine, Random*				\$12.68
Urine, Semi-quantitative Buprenorphine Screen*				\$121.93
Urine, Semi-quantitative Fentanyl Screen*				\$121.93
Urine, Semi-quantitative Fentanyl*				\$69.64
Valproic Acid*				\$21.04
Vitamin D Total, 25-Hydroxy*				\$37.10
White Blood Cell*				\$10.04

Prices submitted to Henrico County on RFP

RFP 22-2356-5JOK - Onsite Infectious Disease Testing Services

Price Proposal Sheet

Item	Description	Unit	Unit Price
Virus Test Fees			
1	PCR (includes all labor, supervision, equipment, material, etc. to administer and complete PCR testing regardless of where administered)	Test	\$ 67.50
2	Antigen (includes all labor, supervision, equipment, material, etc. to administer and complete Antigen testing regardless of where administered)	Test	\$ 42.83
3	Rapid Antigen (includes all labor, supervision, equipment, material, etc. to administer and complete Rapid Antigen testing regardless of where administered)	Test	\$ 42.83
4	Antibody (includes all labor, supervision, equipment, material, etc. to administer and complete Antibody testing regardless of where administered)	Test	\$ 49.63
Bacteria Test Fees			
5	Complete Blood Count (includes all labor, supervision, equipment, material, etc. to administer and complete Complete Blood Count testing regardless of where administered)	Test	\$ 13.97

6	Antibody Sensitivity (includes all labor, supervision, equipment, material, etc. to administer and complete Antibody Sensitivity testing regardless of where administered)	Test	\$	132.30
7	Gram Stain (includes all labor, supervision, equipment, material, etc. to administer and complete Gram Stain testing regardless of where administered)	Test	\$	16.12
8	Coagulase (includes all labor, supervision, equipment, material, etc. to administer and complete Coagulase testing regardless of where administered)	Test	\$	85.50
9	Catalase (includes all labor, supervision, equipment, material, etc. to administer and complete Catalase testing regardless of where administered)	Test	\$	85.50
Administrative Fees				
10	Onsite Testing Setup (includes mobilization, setup, takedown, etc. of the onsite testing center)	Site	\$	3,500.00
11	Daily Onsite Testing Fee (includes all additional labor, supervision, equipment, material, etc. to administer testing services onsite (administrative costs per day)) (*Assume a minimum of 5,000 tests will be performed daily)	Day	\$	-

PATHOGENS DETECTED

Gastrointestinal Pathogens Detected	
<ul style="list-style-type: none"> Adenovirus 40/41 Campylobacter Clostridium difficile Toxin A/B Escherichia coli O157 Entamoeba histolytica STEC stx1/stx2 ETEC LT/ST Salmonella 	<ul style="list-style-type: none"> Shigella Norovirus GI/GII Rotavirus A Giardia lamblia Cryptosporidium H. pylori Vibrio cholerae
Genital Pathogens Detected	
<ul style="list-style-type: none"> Bacterial Vaginosis: Bacteroides fragilis Gardnerella vaginalis Mobiluncus mulieris Mobiluncus curtisii Atopobium vaginae Prevotella bivia Candida Vaginitis: Candida albicans Candida parapsilosis Candida tropicalis Candida glabrata Candida dubliniensis Candida krusei Trichomonas vaginalis Chlamydia trachomatis Neisseria gonorrhoea 	<ul style="list-style-type: none"> Urogenital: Mycoplasma genitalium Mycoplasma hominis Ureaplasma urealyticum Ureaplasma parvum Herpes Human papillomavirus (HPV) Group B Strep Aerobic Vaginitis: E. coli S. aureus Group B Strep E. faecalis

Wound, Ear Nose and Throat and Nail Pathogens Detected			
Bacteria (Gram Positive)	Bacteria (Gram Negative)	Fungal Infection	Mycobacteria Infection
<ul style="list-style-type: none"> Enterococcus faecalis Enterococcus faecium Methicillin Resistant Staphylococcus aureus (MRSA) Methicillin Sensitive Staphylococcus aureus 	<ul style="list-style-type: none"> Acinetobacter baumannii Bacteroides fragilis Bartonella henselae Bartonella quintana Enterobacter cloacae Escherichia coli Klebsiella pneumoniae 	<ul style="list-style-type: none"> Candida albicans Candida glabrata Candida parapsilosis Candida dubliniensis Candida tropicalis Candida krusei Trichophyton 	<ul style="list-style-type: none"> Mycobacterium fortuitum <p>Other</p> <ul style="list-style-type: none"> Herpes Simplex Virus 1 Herpes Simplex Virus 2 Herpes Simplex Virus 3 (Varicella Zoster)

<ul style="list-style-type: none"> (MSSA) Staphylococcus epidermidis Streptococcus dysgalactiae (Group C Strep) Streptococcus pyogenes (Group A Strep) Streptococcus agalactiae (Group B Strep) 	<ul style="list-style-type: none"> Klebsiella oxytoca Morganella morganii Proteus mirabilis Pseudomonas aeruginosa Serratia marcescens 	<ul style="list-style-type: none"> mentagrophytes Trichophyton rubrum Aspergillus fumigatus Dermatophyte (nail only) Scopulariopsis (nail only) Fusarium (nail only) Acremonium (nail only)
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Urinary Tract Infection Pathogens Detected

Bacteria (Gram Positive)	Bacteria (Gram Negative)	Fungal Infection
<ul style="list-style-type: none"> Enterococcus faecalis Enterococcus faecium Methicillin Resistant Staphylococcus aureus (MRSA) Methicillin Sensitive Staphylococcus aureus (MSSA) Staphylococcus epidermidis Streptococcus agalactiae (Group B Strep) 	<ul style="list-style-type: none"> Acinetobacter baumannii Bacteroides fragilis Enterobacter cloacae Escherichia coli Klebsiella pneumoniae Klebsiella oxytoca Morganella morganii Proteus mirabilis Pseudomonas aeruginosa Serratia marcescens 	<ul style="list-style-type: none"> Candida albicans Candida glabrata Candida parapsilosis Candida tropicalis Candida krusei

Respiratory Pathogens Detected


<ul style="list-style-type: none"> Influenza A/B/AH1/AH3 RSV A/B Rhinovirus/Enterovirus Parainfluenza 1/2/3/4 Adenovirus Coronavirus HKU1/NL63/229E/OC43 Bocavirus Metapneumovirus 	<ul style="list-style-type: none"> Chlamydia pneumoniae Mycoplasma pneumoniae Group A Streptococcus Bordetella Pertussis/Parapertussis COVID-19
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Approved Tests By Collection Container


Aptima Urine Vial – Yellow


Collection Container	Approved Tests
	<ul style="list-style-type: none"> Leukorrhea Panel (NGTVCT)

Buccal Swab in Coin Envelope

Collection Container	Approved Tests
	<ul style="list-style-type: none"> Pharmacogenomics (PGX)



Cary-Blair Vial	
Collection Container	Approved Tests
	<ul style="list-style-type: none"> • C. difficile Assay • H. pylori Assay • Gastrointestinal Pathogen Panel (GPP)

C&S Tube with collection cup with Integrated Transfer Device	
Collection Container	Approved Tests
	<ul style="list-style-type: none"> • Bacterial Vaginosis Panel (BV6) • Candida Vaginitis Panel (Candida6) • Ureaplasma Panel (UROGEN) • UTI Bacterial/Fungal Panel • Leukorrhea Panel (NGTVCT)

Culture Swab	
Collection Container	Approved Tests
	<ul style="list-style-type: none"> • Wound Panel

Aptima Swab – Orange MTS tube	
Collection Container	Approved Tests
	<ul style="list-style-type: none"> • Aptima Bacterial Vaginosis (BV) • Aptima BV/TV (Candida Vaginitis/Trichomonas) • Aptima HSV 1 / 2 • At-Home Kit

Collection Container	Approved Tests
	<p>AbQuant/Batch</p> <ul style="list-style-type: none"> Wound Panel UTI Panel Nail Panel Bacterial Vaginosis Panel (BV6) Candida Vaginitis Panel (Candida6) Ureaplasma Panel (UROGEN) HPV Genotyping HSV 3 <p>Panther</p> <ul style="list-style-type: none"> Leukorrhea Panel (NGTVCT) HPV Assay Flu A/B HSV 1 / 2 COVID-19 At-Home kits



Swab: wound, genital, fecal, Nasal or throat swab

- Aries**
 Group B Strep (GBS)
 HSV 1 / 2
 H. pylori Assay
 Flu A/B RSV
 Group A Strep (GAS)
 Bordetella Pertussis/Parapertussis
 C. difficile Assay

- Magpix**
 Gastrointestinal Pathogen Panel (GPP)
 Respiratory Pathogen Panel (RPP)
 Flu A/B RSV

COVID-19

Plastic Baggie

Collection Container	Approved Tests
	<ul style="list-style-type: none"> Dry Nail Collection: Nail Panel <p><i>**All specimens can be in designated collection container then placed in baggie**</i></p>

Collection

Collection Container	Approved Tests
	<ul style="list-style-type: none"> COVID


Sterile Container

Collection Container	Approved Tests
	<ul style="list-style-type: none"> Dry Nail Collection: Nail Panel

Stool Vial

Collection Container	Approved Tests
	<ul style="list-style-type: none"> C. difficile Assay H. pylori Assay Gastrointestinal Pathogen Panel (GPP)


Thin Prep Vial

Collection Container	Approved Tests
	<ul style="list-style-type: none"> Bacterial Vaginosis Panel (BV6) Candida Vaginitis Panel (Candida6) Ureaplasma Panel (UROGEN) HPV Assay and Genotyping Leukorrhea Panel (NGTVCT)



- LEUKORRHEA PANEL (NGTVCT)
- HSV 1 / 2

Urine Cup

<i>Collection Container</i>	<i>Approved Tests</i>
	<ul style="list-style-type: none"> • UTI Panel • Leukorrhea Panel (NGTVCT)

Commonwealth of Virginia, County of Henrico

RFP No. 22-2356-5JOK

Onsite Infectious Disease Testing



RCA Laboratory Services LLC dba
GENETWORx

June 16, 2022

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June 16, 2022

To: County of Henrico – Department of Finance

Oscar Knott, CPP, CPPO, VCO
Purchasing Director

RE: GENETWORx Proposal for Onsite Infectious Disease Testing Services

We understand that Henrico County is seeking qualifications for **onsite infectious disease testing** at various County selected facilities for the County's General Government and HCPS employees as well as the general public in Henrico County, Virginia.

We are pleased to offer our proposal in full compliance with your stated requirements for onsite infectious disease testing services, with results to be processed and reported from our headquarters in Glen Allen, Virginia. **GENETWORx is a Henrico County-based laboratory** with local professionals in and around Henrico County as well as nationwide.

GENETWORx has successfully secured COVID-19 testing services for other local and state agencies, each with different jurisdictional and geographical needs. We work with government agencies to quickly and efficiently test their populations and provide educational support for patient information and care. We execute testing with the highest standards for safety protocols, HIPAA compliance and adherence to all applicable testing and reporting criteria. To date, GENETWORx has processed over 10 million COVID-19 tests. GENETWORx also provides onsite registration and specimen collection services across the country. GENETWORx offers Flu A-B, COVID & RSV Combo tests to detect influenza A and B, RSV, and COVID-19 all from a single sample.

We look forward to learning more about your testing needs and we're confident that we offer the capacity, capability, and commitment to be Henrico County's partner of choice. Thank you in advance for your review and consideration of our formal proposal response.

Please advise when your schedule can support a call to review this proposal in full. On behalf of GENETWORx, I thank you for your support of this proposal and the opportunity to work together. We are committed to helping ensure the health and well-being of your community.

Sincerely,

Amy Jimenez

Amy Jimenez, GENETWORx Account Manager

Email: ajimenez@genetworx.com


Phone: (843) 814-5480

ATTACHMENT A
PROPOSAL SIGNATURE SHEET

My signature certifies that the proposal as submitted complies with all requirements specified in this Request for Proposal (“RFP”) No. 22-2356-5JOK – Onsite Infection Disease Testing Services.

My signature also certifies that by submitting a proposal in response to this RFP, the Offeror represents that in the preparation and submission of this proposal, the Offeror did not, either directly or indirectly, enter into any combination or arrangement with any person or business entity, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraining of free, competitive bidding in violation of the Sherman Act (15 U.S.C. Section 1) or Sections 59.1-9.1 through 59.1-9.17 or Sections 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

I hereby certify that I am authorized to sign as a legal representative for the business entity submitting this proposal.

LEGAL NAME OF OFFEROR (DO <u>NOT</u> USE TRADE NAME):	
RCA Laboratory Services LLC dba GENETWORx	
ADDRESS:	
4060 Innslake Drive, Glen Allen, VA 23060	
FEDERAL ID NO: 814460406	
SIGNATURE:	
NAME OF PERSON SIGNING (PRINT):	Kevin McClure
TITLE:	Chief Financial Officer
TELEPHONE:	804-363-4363
FAX:	(866) 704-3133
EMAIL ADDRESS:	kmcclure@recoverycoa.com
DATE:	6/16/2022

ATTACHMENT B BUSINESS CATEGORY CLASSIFICATION FORM

Company Legal Name: RCA Laboratory Services LLC dba GENETWORx

This form completed by: Signature:  Title: Chief Financial Officer

Date: 6/16/2022

PLEASE SPECIFY YOUR **BUSINESS CATEGORY** BY CHECKING THE APPROPRIATE BOX(ES) BELOW.

(Check all that apply.)

- SMALL BUSINESS
- WOMEN-OWNED BUSINESS
- MINORITY-OWNED BUSINESS
- SERVICE-DISABLED VETERAN
- EMPLOYMENT SERVICES ORGANIZATION
- NON-SWaM (Not Small, Women-owned or Minority-owned)

SUPPLIER REGISTRATION – The County of Henrico encourages all suppliers interested in doing business with the County to register with eVA, the Commonwealth of Virginia’s electronic procurement portal, <http://eva.virginia.gov>.

eVA Registered? Yes No

If certified by the Virginia Minority Business Enterprises (DMBE), provide DMBE certification number and expiration date.

_____ NUMBER _____ DATE

DEFINITIONS

For the purpose of determining the appropriate business category, the following definitions apply:

"Small business" means a business, independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or annual gross receipts of \$10 million or less averaged over the previous three years. One or more of the individual owners shall control both the management and daily business operations of the small business.

"Women-owned business" means a business that is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women.

"Minority-owned business" means a business that is at least 51 percent owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals.

"Minority individual" means an individual who is a citizen of the United States or a legal resident alien and who satisfies one or more of the following definitions:

1. "African American" means a person having origins in any of the original peoples of Africa and who is regarded as such by the community of which this person claims to be a part.
2. "Asian American" means a person having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands, including but not limited to Japan, China, Vietnam, Samoa, Laos, Cambodia, Taiwan, Northern Mariana Islands, the Philippines, a U.S. territory of the Pacific, India, Pakistan, Bangladesh, or Sri Lanka and who is regarded as such by the community of which this person claims to be a part.
3. "Hispanic American" means a person having origins in any of the Spanish-speaking peoples of Mexico, South or Central America, or the Caribbean Islands or other Spanish or Portuguese cultures and who is regarded as such by the community of which this person claims to be a part.
4. "Native American" means a person having origins in any of the original peoples of North America and who is regarded as such by the community of which this person claims to be a part or who is recognized by a tribal organization.

"Service disabled veteran business" means a business that is at least 51 percent owned by one or more service disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service disabled veterans.

"Service disabled veteran" means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service-connected disability rating fixed by the United States Department of Veterans Affairs.

"Employment services organization" means an organization that provides community-based employment services to individuals with disabilities that is an approved Commission on Accreditation of Rehabilitation Facilities (CARF) accredited vendor of the Department of Aging and Rehabilitative Services.

ATTACHMENT C
Virginia State Corporation Commission (SCC)
Registration Information

The Offeror:

is a corporation or other business entity with the following SCC identification number:
T0742116 _____ **-OR-**

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from Bidder's out-of-state location) **-OR-**

is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned Bidder's current contracts with Virginia and describes why those contracts do not constitute the transaction of business in Virginia within the meaning of §13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids:

ATTACHMENT G
VIRGINIA GENERAL TERMS AND CONDITIONS

- A. **VENDORS MANUAL:** The Addendum, Cooperative Contract, and every related purchase order by a Purchasing Agency (all of the foregoing being referred to collectively and individually in this Addendum as the “**contract**”) are subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.eva.virginia.gov under “Vendors Manual” on the vendors tab.
- B. **APPLICABLE LAWS AND COURTS:** The contract shall be governed solely and in all respects by the laws of the Commonwealth of Virginia, without regard to its choice of law provisions, and any litigation with respect thereto shall be brought in the circuit courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (*Code of Virginia*, § 2.2-4366). ADR procedures are described in Chapter 9 of the *Vendors Manual*. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.
- C. **ANTI-DISCRIMINATION:** Contractor certifies to the Commonwealth that it will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA)*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

In every contract over \$10,000 the provisions in 1 and 2 below apply:

1. During the performance of the contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- 2. The Contractor will include the provisions of 1 above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. **ETHICS IN PUBLIC CONTRACTING:** The Contractor certifies that its proposal underlying the contract was made without collusion or fraud and that it did not offer or receive any kickbacks or inducements from any other supplier, manufacturer or subcontractor in connection with such bid or proposal, and it has not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** The Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. **DEBARMENT STATUS:** Contractor certifies that it is not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by the contract, nor is it an agent of any person or entity that is currently so debarred.

If a vendor is created or used for the purpose of circumventing a debarment decision against another vendor, the non-debarred vendor will be debarred for the same time period as the debarred vendor.

- G. **ANTITRUST:** By acceptance of the Purchasing Agency's payment for a purchase order under the contract, the Contractor conveys, sells, assigns, and transfers to the Purchasing Agency all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Purchasing Agency under that purchase order.
- H. **PAYMENT:**
 - 1. **To Prime Contractor:**
 - a. Invoices for items ordered, delivered, and accepted shall be billed to the Purchasing Agency and submitted by the Contractor directly to the payment address shown on the purchase order. All invoices shall show the state contract number and/or purchase order number, social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations). Any payment

or other obligation for orders or purchases shall be solely the responsibility of the Purchasing Agency that placed the order and shall not be an obligation of the Department of General Services.

- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under the contract or purchase order, that are to be paid for with public funds, shall be billed by the Contractor at the contract price, which shall be the same regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, Contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the Contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A Contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Code of Virginia*, § 2.2-4363).

2. To Subcontractors:

- a. For purchase orders issued by any Purchasing Agency, the Contractor is hereby obligated:
 - (1) To pay the subcontractor(s) within seven (7) days of the Contractor's receipt of payment from the Purchasing Agency for the proportionate share of the payment received for work performed by the subcontractor(s) under the purchase order; or
 - (2) To notify the Purchasing Agency and the subcontractor(s), in writing, of the Contractor's intention to withhold payment and the reason.
- b. The Contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the Contractor that remain unpaid seven (7) days following receipt of payment from the Purchasing Agency, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the

primary contract. A Contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth or Purchasing Agency.

3 The Commonwealth of Virginia encourages Contractors and subcontractors to accept electronic and credit card payments.

I. **DRUG-FREE WORKPLACE:** During the performance of the contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a purchase order issued by a Purchasing Agency to the Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

J. **eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION:** The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet procurement solution by completing the free eVA Vendor Registration. All contractors must register in eVA and pay the Vendor Transaction Fees specified below.

Vendor transaction fees are determined by the date the original purchase order is issued and are as follows:

- a. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
 - (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
 - (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

For order issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- K. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that the Purchasing Agency shall be bound under the contract only to the extent of the funds legally available or which may hereafter become legally available for the purpose of the contract.
- L. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** If the Contractor is organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership, the Contractor shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. If the Contractor is described above, it shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. The Purchasing Agency may void any purchase order if the Contractor is described above and fails to remain in compliance with the provisions of this section.
- M. **UNAUTHORIZED TERMS:** Any provision of the contract that purports to do the following shall be of no effect and shall not be deemed a part of the contract even if specifically agreed to by the Purchasing Agency: (1) requiring the Commonwealth or Purchasing Agency to indemnify or hold the Contractor, its subcontractors, suppliers, or any of their officers, agents, or employees harmless; (2) imposing interest charges contrary to that specified by the Code of Virginia, § 2.2-4347 through 2.2-4354; binding the Commonwealth or Purchasing Agency to any arbitration process; (3) obligating the Commonwealth or Purchasing Agency to pay costs of collection or attorney's fees; (4) granting the Contractor a security interest in property of the Commonwealth or Purchasing Agency; (5) prohibiting the Commonwealth or Purchasing Agency from disclosing prices; (6) prohibiting the Commonwealth or Purchasing Agency from complying with any law applicable to them; or (7) bestowing any right or incurring any obligation that is beyond the legal authority of the Purchasing Agency's representative to bestow or incur on behalf of the Commonwealth or Purchasing Agency.
- N. **PRECEDENCE OF TERMS; COOPERATIVE SPECIAL TERMS AND CONDITIONS:** If there is any inconsistency within this Addendum, such inconsistency shall be resolved in the following order of precedence: (1) Pages 1 and 2 of this Addendum; (2) Virginia General Terms and Conditions "A" through "N"; (3) the attached Cooperative Special Terms and Conditions; and (4) Virginia General Terms and Conditions "O" through "W."
- O. **QUALIFICATIONS OF CONTRACTOR:** The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the Contractor to perform the services/furnish the goods, and the Contractor shall furnish to the Commonwealth all such information and data for this purpose as may be requested.
- P. **TESTING AND INSPECTION:** The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- Q. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Commonwealth.

R. **CHANGES TO THE PURCHASE ORDER:** Changes can be made in connection with a purchase order from a Purchasing Agency in any of the following ways:

1. The parties (Purchasing Agency and Contractor) may agree in writing to modify the scope of the purchase order. An increase or decrease in the price of the purchase order resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the purchase order.
2. The Purchasing Agency may order changes within the general scope of the purchase order at any time by written notice to the Contractor. Changes within the scope of the purchase order include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Purchasing Agency shall compensate the Contractor for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the Contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the Contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The Contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the disputes provisions of the Commonwealth of Virginia *Vendors Manual*. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the Contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

S. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Purchasing Agency, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

T. **TAXES:** Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against the contract to any Purchasing Agency shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

If sales or deliveries against the contract are not exempt, the contractor shall be responsible for the payment of such taxes unless the tax law specifically imposes the tax upon the buying entity and prohibits the contractor from offering a tax-included price.

U. **TRANSPORTATION AND PACKAGING:** Contractor certifies and warrants that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

V. **INSURANCE:** Contractor certifies that it will have the following insurance coverage at the time the cooperative contract addendum is awarded for goods when installation is required, services, and construction. The Contractor further certifies that the Contractor and any subcontractors will maintain these insurance coverages during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirements under the *Code of Virginia* during the course of the contract shall be in noncompliance with the contract.
2. Employer's Liability - \$100,000.
3. Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured to the policy by an endorsement.
4. Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract.)

W. **CURRENCY:** The Contractor shall state prices in US dollars.

ATTACHMENT I

ANTI-LOBBYING CERTIFICATION

Byrd Anti-Lobbying Clause (2 C.F.R. PART 200 APPENDIX II(I))

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the awarding agency.

Required Certification. If applicable, contractors must sign and submit to the agency the following certification.

The undersigned certifies, to the best of his or her knowledge and belief, that:

No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

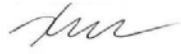
If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. Chap.

38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.



Signature of Contractor's Authorized Official

Kevin McClure, Chief Financial Officer

Name and Title of Contractor's Authorized Official

RCA Laboratory Services LLC dba GENETWORx

*Printed Name of Offeror
(if different than Representative)*

GENETWORx Overview

With the exponential growth of the coronavirus pandemic and its social and economic disruption, the GENETWORx team is thrilled for the opportunity to solve the most pressing issues facing cities, states and local governments, businesses, healthcare facilities and school systems in the face of the pandemic. GENETWORx has extensive experience providing infectious disease testing services, including COVID-19 and flu testing, to local and state governments including clients such as Montgomery County, MD, and the States of Florida, Indiana, North Carolina, and South Carolina. We proudly equip our clients with the tools necessary to help reduce the spread of infectious diseases by testing for both symptomatic and asymptomatic patients.

Our Solutions

- We provide the country's most comprehensive COVID-19, Flu A-B, and RSV testing solutions.
- We offer two diagnostic COVID-19 tests: the nasopharyngeal test and the saliva test.
 - Our **nasopharyngeal diagnostic test** has **99% specificity and sensitivity**.
 - Our **saliva test** yields an **accuracy greater than 98%**.
- Both tests detect the presence of SARs-CoV-2, the virus responsible for COVID-19 and minimize the risk of false negatives so that results can be trusted.
- GENETWORx offers Flu A-B, COVID & RSV Combo tests to detect influenza A and B, RSV, and COVID-19 all from a single sample. With this combination of tests, healthcare providers can provide an accurate diagnosis to patients and treat them with the appropriate measures.
- We also offer the COVID-19 total antibody (IgM & IgG) blood test, also known as a serology test. The assay has a 99.8% specificity and 100% sensitivity.
- Our tests can be used in all 50 states, and we are **licensed and in good standing in the state of Virginia**.

GENETWORx Is Your One-Stop Solution For:

- Regular-interval testing conducted by **licensed, certified, and accredited personnel**.
- **Onsite** testing for your entire population, with fast turnaround times.
- Real-time data reporting via the use of Aura software, our cloud-based comprehensive software for quick results and convenient population management.
 - Establish public confidence through our proprietary system of sequential testing.
 - The Aura software application tracks sequential testing results, provides dashboards, accurate reporting and important health data.
 - **All patient data and results are regarded as protected health information** and confidential.
- Ensuring **all activities by our personnel are derived from the exercise of independent professional judgment** in the treatment and care of tested individuals.

Tab 2: GENETWORx Compliance with Henrico County Scope of Services

RFP Scope Requirement	GENETWORx Compliance
<p>The Successful Offeror(s) shall provide turnkey testing services including test kits and supplies necessary to administer tests that have either been approved and/or have received Emergency Use Authorization from the Food and Drug Administration (“FDA”). Test kits to be utilized will depend on the infectious disease that is being screened and diagnosed. Tests shall be administered, and laboratory analysis of samples obtained in accordance with current manufacturer’s specifications, Center for Disease Control (“CDC”), FDA, Occupational Safety and Health Administration (“OSHA”), and other federal, state and local requirements at the time of the test. The County and Successful Offeror(s) must agree on the tests to be administered. Only testing supplies, technologies, and platforms that have received FDA Emergency Use Authorization or full FDA approval may be used.</p>	<p>Confirmed; GENETWORx will provide turnkey testing services including test kits and supplies necessary to administer testing. The FDA has acknowledged that the GENETWORx nasopharyngeal test meets the conditions outlined in the FDA Guidelines for Diagnostic Tests for Coronavirus Disease-2019 during the Public Health Emergency for the allowable modifications to the FDA EUA, on March 26, 2020. GENETWORx has the capability to deploy onsite staff to provide registration, specimen collection, specimen transportation, and laboratory processing. All tests will be administered, and laboratory analysis of samples will be obtained in accordance with current manufacturer’s specifications, Center for Disease Control (“CDC”), FDA, Occupational Safety and Health Administration (“OSHA”), and other federal, state and local requirements at the time of the test.</p>
<p>The Successful Offeror(s) shall provide procedures for testing of County General Government and HCPS employees to the County upon award of contract(s). During registration, in addition to the standard identifying registration information, the Successful Offeror(s) must collect patient demographics, symptoms (if any), and any other information that may be requested or required for reporting by the Virginia Department of Health (“VDH”), CDC, etc.</p>	<p>Confirmed; GENETWORx will collect all necessary and standard patient demographic information during the patient registration process and symptoms in accordance with required reporting by the Virginia Department of Health (“VDH”), CDC, etc.</p>
<p>When a test provides rapid results, the Successful Offeror(s) shall provide rapid notification of test results to the patient, both orally and by test or email, and printed results if requested by the patient. The Successful Offeror(s) shall provide daily reports to the County providing individual and group data, analytics, trends, and shall provide timely and appropriate notification to VDH in an</p>	<p>Confirmed; Via GENETWORx’s Aura software solution, real-time results & analytics will be provided to both the patients and County following HIPAA compliance and adherence to all applicable testing and reporting criteria.</p>

<p>appropriate format to meet state and federal reporting requirements for the infectious disease.</p>	
<p>The Successful Offeror(s) must coordinate with EHS and EMWS for the sharing of data and continuity of patient care for County General Government and HCPS employees regardless of whether the test results indicate the need for follow-up services or not.</p>	<p>Confirmed; GENETWORx will coordinate the sharing of data with EHS and EMWS via all appropriate channels.</p>
<p>The Successful Offeror(s) shall invoice the County for services rendered to County General Government and HCPS employees monthly. An invoice shall include the following minimum information for each test conducted:</p>	<p>Confirmed; GENETWORx's invoices to the County will include a summary detailing the name of patient, date of test, infectious disease tested, test method, actual test cost, and fee for administration of the test.</p>
<p>All billing, testing, and other records or documents of the Successful Offeror(s) for its services shall be the property of the Successful Offeror(s) which shall be treated as confidential.</p>	<p>Confirmed; All billing, test, and other records related to the testing of Henrico County patients will be strictly confidential and handled following HIPAA compliance and adherence to all applicable testing and reporting criteria.</p>
<p>If needed, the County may request services to be extended to non-County General Government and HCPS employees. In such cases, sharing of data with EHS and EMWS is not required, however, reporting of results appropriately to VDH to meet state and federal reporting requirements is required. Billing for services rendered to non- employees, if not intended to be paid by the County, shall be addressed with medical insurance providers, Medicare, or Medicaid for persons of coverage who are tested.</p>	<p>Confirmed; If requested by the County of Henrico, GENETWORx will provide testing services to non-County County General Government and non-HCPS employees as well. In doing so, GENETWORx will appropriately report results to VDH to meet state and federal reporting requirements. If necessary, for non-County employees, GENETWORx will bill the appropriate insurance entities of those individuals.</p>
<p>Any contract entered into pursuant to this RFP may be subject to the Health Insurance Portability and Accountability Act (HIPAA) and/or other federal and state laws and regulations governing the privacy and security of health information. The Successful Offeror(s) shall comply with all applicable provisions of such laws and regulations and shall certify their compliance with such laws and regulations.</p>	<p>Confirmed; GENETWORx will comply with all applicable provisions of such laws and regulations and shall certify their compliance with such laws and regulations.</p>

Tab 3: GENETWORx Qualifications, Experience and, Resumes

GENETWORx is a recognized leader for delivering infectious disease testing services for state and local government, colleges and universities, large enterprises and healthcare ecosystems at scale. Known for providing the most comprehensive COVID-19 testing services offerings in the industry, we are one of the only laboratories that combines digital population management and sequential testing supported by the highest levels of testing capability and capacity.

GENETWORx began as a testing lab in 2017. With the exponential growth of the pandemic and its social and economic disruption, our lab pivoted to focus on COVID-19 testing capabilities, investing tens of millions of dollars in real estate space, testing equipment, people and processes, and the development of Aura, our online and mobile application technology platform.

The GENETWORx difference is our ability to process a high volume of tests with superior accuracy. Test results are not delayed due to capacity issues as is often the case with other vendors. With accuracy levels greater than 99% (nasal swab) and 98% (saliva collection), we minimize the risk of false negatives and results can be trusted. We are a 24/7 operation and have processed over 10 million COVID-19 tests to date with the daily capacity of over 50,000 tests per day. Our laboratories receive and ship thousands of samples per day – as a result, our team has adopted a highly efficient shipping and courier system that allows for the quickest possible turnaround.

We make large-scale testing possible for our city and state government clients. By partnering with a leader in nationwide COVID-19 testing, Henrico County will dramatically reduce risk, ensure compliance and provide confidence in the healthy environments you've established for your constituent populations. You will achieve the public's trust that will lead to the reestablishment of "business as usual" for 100% of those who rely on your direction and authority.

While health department governance varies from state to state, and from client to client, Henrico County can have confidence knowing that we adhere to the Centers for Disease Control and Prevention (CDC) guidance as a minimum protocol for test collection site safety guidelines. CDC rules supplement any federal, state, local, territorial, or tribal health and safety laws, rules and regulations with which institutions of higher education must comply. This guidance covers promoting behaviors that reduce the spread of the virus and maintaining both healthy environments and healthy operations at each of our clients' collection sites.

Cities, municipalities, and states nationwide rely on GENETWORx for daily COVID testing and state reporting. We have provided further information in the reference section of this proposal, attesting to our experience with all levels of government and their unique requirements. For example, the State of South Carolina has partnered with GENETWORx since mid-2020 to

provide the testing of their first responders, Department of Corrections employees, and drive through community testing sites. We process thousands of tests daily for the State and report results to South Carolina via an HL7 interface.

Licensing and Certifications

GENETWORx is dedicated to providing high-quality care, as attested by our College of American Pathologists (CAP) accreditation and Clinical Laboratory Improvement Amendments (CLIA) certification. Both are the gold standard in laboratory services. The Department of Health and Human Services (HHS) policy authorizes CLIA-certified high complexity labs to test for COVID-19 using validated lab-developed tests (LDTs) such as the GENETWORx test. We have the licensing and certification requirements to provide what Henrico County needs most.

We currently test nationwide for various municipalities, universities, healthcare agencies, and various other government agencies including Montgomery County, MD, and the States of Florida, Indiana, North Carolina, and South Carolina.

Tab 4: References

As a testament to the high level of quality we provide to similar clients, we recommend contacting one of our clients, and have included reference information for LHI below:

Logistic Health Incorporated (LHI) (note: part of OptumServe - UHC)

Contact Name: Brian Hafner, COO

Address: 328 Front Street South La Crosse, WI 54601

Email: bhafner@logisticshealth.com

Phone: (866) 284-8788 ext. 51167

State of South Carolina, Community Health Services, S.C. Dept. of Health & Environmental Control

Contact Name: Scott Thorpe

Address: 2100 Bull Street, Columbia, SC 29201

Email: thorpesc@dhec.sc.gov

Phone: (803) 530-8674

Bucknell University

Contact Name: Dr. Catherine O'Neill, Medical Director

Address: Lewisburg, PA 17837

Email: catherine.oneil@bucknell.edu

Phone: (570) 577-1401

Tab 5: Service Approach / Implementation of Services

The GENETWORx laboratory in Glen Allen, Virginia, is a nationwide leader in molecular diagnostic testing, including COVID-19, flu, pharmacogenetics and pathogen testing. Those tested can easily and quickly receive results directly from GENETWORx via the Aura application, phone, or an online portal. (Please see the following pages for an overview of Aura.)

The **GENETWORx SARS-CoV-2 PCR Test** is laboratory-developed. We perform COVID-19 testing using the same primer and probe sequences developed by the Centers for Disease Control (CDC) in their Emergency Use Authorization (EUA) to perform nucleic acid amplification (NAA) and detection of COVID-19. Note that the FDA no longer requires EUA authorization for high complexity laboratory developed tests.

The **GENETWORx Flu A-B/COVID Combo Test** is a molecular assay including RT-PCR that detects two types of influenza viruses – influenza A and B – and differentiates them from RSV, and SARS-CoV-2, the virus that causes COVID-19. The Flu A-B/COVID Combo Test provided by GENETWORx has an accuracy rate of 98.5% for detecting Flu A-B, an accuracy rate of 96.1% for detecting RSV, and an accuracy rate of 99% for detecting COVID-19, resulting in accurate results and a significantly reduced rate of false negatives.

All GENETWORx's sample collection and labeling, patient information collection and protection meet CDC, CLIA and CAP standards. The U.S. Department of Health and Human Services (HHS) policy authorizes CLIA-certified high complexity labs to test for COVID-19 using validated lab-developed tests (LDTs) such as the GENETWORx test, which is:

- **CLIA Certified** – Clinical Laboratory Improvement Amendments regulate laboratory testing and require labs to be certified by CMS before accepting human samples for diagnostic testing.
- **CAP Accredited** – The highest standard of laboratory quality which is awarded to clinical laboratories that exceed inspection qualifications and ensures a consistent level of service that positively impacts patient care.
- Licensed by the College of American Pathologists

We own and operate the GENETWORx laboratory, capable of conducting hundreds of thousands of tests every day. We do not utilize third-party laboratory partners. GENETWORx will staff collection sites at the direction of Henrico County and all samples will be delivered to the GENETWORx laboratory. Once received, sample receipt is acknowledged via a formal chain of custody form. All samples received by GENETWORx follow a strict internal chain of custody. Samples are immediately registered in our Laboratory Information Management System (LIMS), that assigns each case and sample a unique identification number (ID) which follow each sample and case through the HIPAA- and HITECH-compliant lifecycle of accessioning, processing, storage and reporting.

Aura

GENETWORx offers a fully configurable, secure reporting portal using Aura, our web-based software platform and mobile application at no additional cost to clients, which will provide Henrico County with one of the fastest results-reporting platforms in the world. This intuitive application provides easy instructions for test scheduling and testing sites, which enables rapid, contactless registration and fast report results, all while maintaining patient privacy under full HIPAA compliance.

Using Aura, results can be accessed in GENETWORx's portal in 24 hours or less, as well as on the phone or by text on iOS or Android hand-held devices. Users of our end-to-end data management software receive a notification sent to their smartphone when test results are available. This end-to-end management software ensures a safe, compliant, healthy population for counties, cities, healthcare providers, schools, universities, governments and employers. There are no special IT requirements for clients or their employees – use of Aura requires only a standard internet connection and web browser or mobile application.

Aura is an integral and differentiated component of GENETWORx's sequential testing services. The use and implementation of Aura provides contact tracing capabilities and management, tracks sequential testing results and provides dashboards, accurate reporting and important health data reflecting the COVID-19 and flu status of entire populations, maintaining compliance with all governmental regulations even as they evolve.

Aura is an efficient, streamlined platform (both web portal and mobile application) for scheduling COVID-19 tests, provide appointment booking, location information and reminders, as well as an intuitively featured dashboard summarizing and detailing all account activity, test details, insurance information and other important resources. Results reporting is highly customizable; Henrico County can sort views by building, school, district, and county for positivity and testing rates.

This technology puts unparalleled information and program planning at our clients' fingertips with a total end-to-end digital management and medical data system which provides:

- Test locations
- Test scheduling
- Sample tracking
- Daily symptom tracking
- Contact tracing assistance
- Dashboard compliance reporting
- Government reporting

The application provides easy instructions for test scheduling and testing sites, which enables rapid, contactless registration and fast report results while maintaining HIPAA compliance. Although designed to be as intuitive as possible, GENETWORx will provide training materials on how to use our proprietary software.

Please see below for further illustrations of Aura's features:

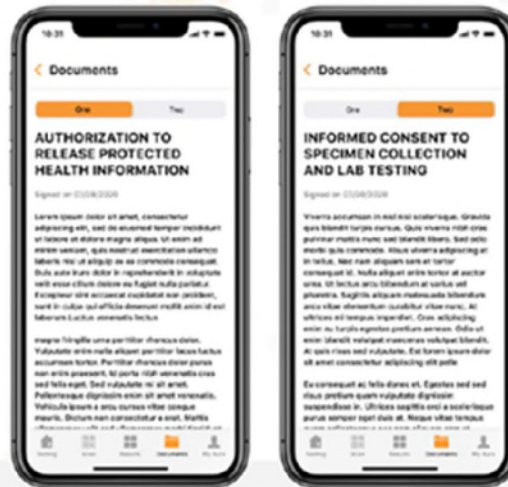
Easy Download Application

- User downloads application from App Store or Google Play
- User signs into app
- Given secure, unique username and password
- Adds Network Contacts (family/friends/co-workers)



Documents

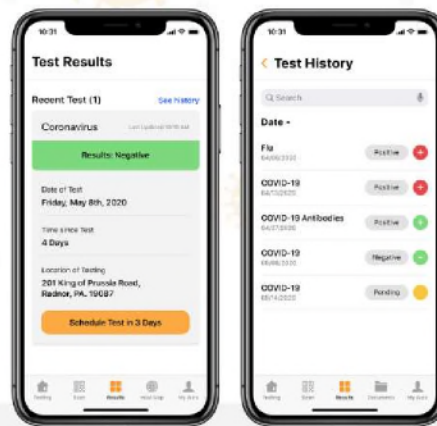
- Quick, easy user access to important documents such as authorization, consent, and more
- Forms for Parental/Guardian consent for minors
- Review signed dates
- Customized to organization's needs



Patients can easily and quickly receive test results directly from GENETWORx via our Aura mobile application, by phone or via an online portal. Not only is accuracy of paramount importance with COVID-19 testing, but so is timing. GENETWORx takes pride in our ability to offer industry-leading turnaround times. We guarantee a 24-hour turnaround for Henrico County patients.

Results: Tests & Notifications

- One button touch for results
- Patient receives text within 2 days notifying that results are ready
- If Positive - Notified to Quarantine and test again in 14 days
- If Negative - Notified to re-test in 3 days or sequence agreed to with company



GENETWORx provides an “Informed Consent to Specimen Collection and Lab Testing” document and an “Authorization to Release Protected Health Information” form through Aura. Paper copies of these forms are also available at testing sites and are collected and recorded by our on-site testing team. Executed consent is valid for one calendar year and can be accessed and revised at any time through Aura, using either our mobile application or online portal. We can also collect consent using a simple .csv file and can provide paper consent forms ahead of testing dates. The language of the consent form can be customized by Henrico County and amended at any time.

Henrico County can customize how they want to monitor their tested population and how results are released and can access all testing information on demand through Aura dashboards. Access to information is dictated by strict role-based access for both GENETWORx employees and designated Henrico County administrative contacts. Testing information is stored indefinitely and is downloadable to Excel for import into a client’s own electronic medical records system. All data is downloadable to spreadsheet (in a standard .CSV file) including appointments, orders, compliance and testing reports.

Test results are accompanied by the following customizable information:

- Full name, birth date, address, and demographic information of employee
- Employee contact information (typically phone number and email)
- Employee number or another identifier
- Test type and sample collection method
- Test date and time
- Test results (including date and time of results)
- Consent forms, if applicable

All data collected by GENETWORx is protected by applicable HIPAA standards and reportable as desired by Henrico County. GENETWORx ensures the confidentiality, integrity and availability of all electronic protected health information (PHI). Our protocols govern and protect patient information throughout the entirety of the data lifecycle from the moment a patient record is created,

to appropriate storage, security, maintenance and retention.

Capability and Methods

GENETWORx is confident that we can deliver the full-service, scalable on-site infectious diseases testing to your requirements.

- Our COVID-19 RT-PCR testing results are sufficient and verifiable for international travel requirements. Please see the FDA’s Emergency Use Authorization Summary for the GENETWORx COVID-19 RT-PCR test here: <https://www.fda.gov/media/144553/download>.
- We can provide on-site testing at the locations specified by Henrico County. We propose a four-hour window early in the day, to ensure quick transport of testing samples to our laboratory in Virginia and fast reporting of same- or next-day results.
- GENETWORx personnel will be fully vaccinated and will follow all recommended post-travel self-quarantine periods to reduce exposure risk to coworkers and Henrico County employees.
- Our fees include all supplies and materials needed for site setup, testing, reporting within 24 hours of sample receipt as well as staffing and removal of all biohazard waste.
- The testing site(s) can be set up as a drive-through operation, with accommodations for walk-up testing and COVID safety requirements for in-person work on a Henrico County campus or location.
- Testing schedule, confirmation of testing, RT-PCR testing results and all required weekly reporting will be delivered to Henrico County’s stated specifications.

Organization

Amy Jimenez (Account Manager) will serve as your primary point of contact and stakeholder for sales, account management and operations. She will play a key role on the team overseeing the success of Henrico County’s onsite infectious disease testing program. She will manage Henrico County’s account team reporting to our headquarters in Glen Allen, VA.

Annie Ballaine (Manager of Site Collections and Vaccinations) will serve as your dedicated deployment and logistics lead and will be the primary point of contact for coordinating and deploying testing assets on behalf of Henrico County. Annie oversees our national COVID-19 testing program and works with our strategic program leaders to continuously expand testing offerings.

Cathy Moore (Regional Program Manager) will be Henrico County’s operations lead and your organization’s point of contact for coordinating the testing program during and after implementation. Cathy oversees our COVID-19 testing program for various large-scale clients. Cathy and Annie ensure that client programs are running smoothly, lab tests are completed and shipped to the lab daily, facilitating training, communicating with on-site staff, and ensuring program compliance.

This team will support Henrico County with assistance from laboratory and operational project managers with the following primary responsibilities:

- Coordinating with Henrico County to determine optimal locations for testing sites. Once the locations have been determined, the account manager will advise how best to set up each site, taking the following into account:
 - o Traffic/customer flow
 - o Social distancing precautions
 - o Effect on surrounding businesses and other entities
 - o Infrastructure (accessibility to power and wi-fi, structures/fixtures necessary for privacy/protection from elements, etc.)
- Onboarding Henrico County patient information within Aura. This software will house patient and administrative accounts, as well as electronically register, schedule testing, result and report individual samples. This entails:
 - o Creating the Henrico County account, configured to your organization's preferences, and setting up the administrative accounts for Henrico County personnel.
 - o Providing Aura training for Henrico County administrators.
 - o Uploading databases of patient accounts, if necessary.
 - o Providing customer support and troubleshooting throughout the testing lifecycle.
- Staffing each location:
 - o Determining anticipated volumes/testing windows.
 - o Hiring and training all necessary supervisors, administrators and medical testers.
 - o Managing the scheduling, payroll, and performance of all staff throughout the testing lifecycle with site managers.
- Supplying each location:
 - o Placing initial orders for hardware, testing supplies, and PPE.
 - o Keeping each location supplied throughout the testing lifecycle (with site supervisors).
- Arranging the transportation of samples from testing sites to the GENETWORx laboratory.
- Monitoring the overall progress of the sites, adjusting as needed, ensuring complete client and patient satisfaction.

Please see resumes for Amy Jimenez, Annie Ballaine, and Cathy Moore included as exhibits to this proposal. Outlined below are the primary qualifications, requirements, and competencies for key collection site personnel.

AMY JIMENEZ

Medical Sales Professional
National Sales Director
Corporate Trainer
On-Air spokesperson

PROFESSIONAL PROFILE

Highly capable and intuitive sales, marketing, and training professional with over 23 years experience in broadcast journalism, medical sales, pharmaceutical training, and small business ownership. Proficient in listening to customers and employees needs and developing tactical action plans to achieve stellar results. Extremely motivated, task-oriented, self-starter that is capable of working under pressure, while coordinating multiple projects and deadlines. Computer literate and savvy, working well in fast paced environments. Maintains and represents a positive and up-beat management style, to encourage and motivate all employees and clients.

ACHIEVEMENTS

- QVC on-air Guest Host
- Selected as spokesperson for national Phrma campaign: Votes for Cures
- New You "Best Newbie 2017" Award Winner
- Vice Presidents Club- Bellevue Pharmacy
- Bellevue Pharmacy Corporate Bonus Recipient
- New Account Contest Winner 2014- Bellevue
- New Account Contest Winner 2015- Bellevue
- Highest Revenue Winner 2015- Bellevue
- True Grit Award Winner 2015- Bellevue

GET IN TOUCH

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Address: 1708 Doldridge Street
Charleston SC 29492

WORK HISTORY

Genetworx

Molecular Lab and Medical Sales Professional
2019 to Present

- Molecular laboratory sales professional leading nation in Covid diagnostic testing. Specializing in Covid-19, Wound Care, Urology, Gastroenterology, and Podiatry products to various institutions and medical groups.
- Successfully launched cutting edge genomics test to physician groups aiding in antibiotic stewardship.
- Responsible for the education and training of employees, physicians, clinical staff, and medical professionals on proper use of products and lab implementation.

Targeted Skin Genetics

Company Co-Founder and National Sales Director
2015 to 2018

- Company co-founder, responsible for creating and designing all aspects of marketing, sales, and corporate training.
- Product developer working closely with cosmetic scientists to create an exclusive skincare line, focusing on genetic aging components.
- Responsible for the training and professional development of over 600+ sales consultants, physicians, medical clinics, and cosmetic retail groups.
- Designed and implemented Targeted Skin's training program consisted of sales videos, presentation workshops, sales webinars, new account webinars, in-depth clinical product training, and corporate trade shows.
- Introduced and cultivated key relationships in the beauty space to include top magazine, television, celebrity, and medical thought leaders in aesthetics.
- On-Air talent for all social media and television segments.

Bellevue Pharmacy

Medical Sales Consultant
2015 to 2018

- Top 10 ranked sales consultant 2015-2018.
- Developed and maintained key relationships with hospital administrators, physicians, key clinical staff, and military hospitals.
- Trained office staff and physicians on proper use of entire product line.
- Recipient of numerous sales awards based on revenue growth, new account growth, product knowledge, and increased sales volume.

Harrison Enterprises

Principal Owner
2004 to 2015

Small business owner whose responsibilities included: developing and designing all marketing, advertising and sales materials for regional and national sales conventions; hiring, training and managing sales representatives throughout coastal SC.

ACADEMIC BACKGROUND

Marshall University- 1996

Bachelor of Arts- Communication; Broadcast Journalism

- Dean's List- 1993-1996
- WSAZ- NBC Broadcast Intern
- Homecoming Queen- 1996

ANNIE BALLAINE

265 State Street, Apt 1102, Brooklyn, N.Y. 11201 • (347) 684-1153 • aballaine@gmail.com

WORK EXPERIENCE

GENETWORx

Manager of Site Collections

New York, NY

(August 2020 - Present)

- Oversee and ensure operational excellence of the Project Management team and our COVID-19 collection sites
- Responsible for rapid growth and expansion of high profile, enterprise client temporary testing and collection sites
- Oversee the set up and execution of events, coordinate staffing and supplies, and ensure timely transportation to the lab
- Serve as the main point of escalation for on-site incidents and lab-related inquiries; successfully resolve customer and client issues
- Develop SOPs and training materials for the Project Management team to ensure swift onboarding and seamless patient experience

WEWORK

Partnerships & Innovation, Member Experience: Business Development, Pilots, Product

New York, NY

(June - November 2019)

- Developed strategic and creative ideas to bring brand to our target demographic through exclusive partnered activations
- Cultivated new relationships while maintaining existing partnerships with key stakeholders that align with company values
- Executed pilot experiences across the region to ensure success of partnerships, generate revenue, and drive member satisfaction
- Conducted extensive internal and external market research to understand consumption behavior trends and demographic preferences
- Enhanced member experience by partnering with prominent Health & Wellness, Food & Beverage, and Fashion & Lifestyle brands
- Worked cross-functionally with Design, Operations, and other internal departments to ensure brand innovation met experience standards
- Collaborated with other We Company business lines and Employee Community Groups to enhance overall employee experience

Community Lead, Headquarters: Hospitality, Events & Programming, Operations

(October 2018 - May 2019)

- Worked closely with leadership on hospitality strategy and objectives and key results to drive return on investment
- Strategized, planned, and produced community events to help align on company goals and foster company culture
- Executed week and month-long themed events and curated memorable tentpole experiences for employees and their families
- Established and scaled new local brand partners within the employee & member community across the Tri-State territory
- Managed ordering and expensing of vendor products including F&B and office supplies; managed vendor relations and accounts
- Advised on strategic decisions regarding the operational performance and process optimization of our regional headquarters
- Conducted daily quality control walkthroughs of headquarters to address immediate issues and identify areas for improvement

CONDÉ NAST

Assistant to the Editor in Chief, Architectural Digest

New York, NY

(March 2017- October 2018)

- Managed the editor's work and personal schedule, coordinated staff meetings, off-site meetings and client entertainment
- Arranged domestic and international travel including flights, hotels, cars, restaurant reservations, and business appointments
- Evaluated incoming projects and scouting images before bringing to the editors for potential publication
- Reviewed all written copy and art layouts and circulated to team members to meet production schedule timelines
- Liaised with publishing team to ensure the editor drove business and excitement around the brand to generate ad sales
- Worked front of house at brand events; provided on-site assistance to the editor and events team at industry events
- Produced digital versions of all print articles on the website and managed the editor's social media assets to drive traffic
- Contributed to website maintenance such as photo research, fact checking, affiliate link integration, and PR firm correspondence

STELLA McCARTNEY

Showroom & Office Assistant, Public Relations

New York, NY

(June 2016 - March 2017)

- Created weekly Communications Updates for the CMO and Monthly Press Recaps for the PR Director for global distribution
- VIP escort and event supervisor for Autumn 2017 Presentation; managed Market Week logistics and showroom presentations
- Responsible for implementation and coordination of global celebrity and VIP client gifting on behalf of SMC and licensing partners
- Communicated with publications, editors, and stylists to facilitate sample requests for editorial shoots and red carpet dressing
- Managed courier accounts, monitored sample requests, and ensured timely and cost-efficient shipping of samples and packages
- Managed clippings process for worldwide press coverage; organized and maintained archive of all company press coverage

EDUCATION

YALE UNIVERSITY

New Haven, CT

(2012 - 2016)

- Bachelor of Arts, Psychology
- Yale Women's Varsity Squash: Captain (2016)
 - Awards: Leadership Award (2016 season); Most Valuable Player (2015 season); Most Improved (2014 season)
 - Women's Squash representative, Green Team Sustainability Organization

PROFICIENCIES: GSuite, Microsoft Office, Adobe Suite, Splash, Looker, Tableau, CoPilot, Fashion GPS

SKILLS: Events & Programming, Project Management, Hospitality & Operations, Partnerships, Public Relations, Strong Written & Verbal Communication, Detail Oriented and Results Driven, Fast Learner, Motivated Self Starter

Mary Catherine Moore

“Cathy”

14903 Orchard Grove Court, Midlothian, VA 23112_ (804) 314-9711_ mcathy.moore67@gmail.com

Professional Profile: Results oriented leader with over fifteen years of achievement in driving record dollar sales growth in business to business products and services. Broad background in sales/sales training and excellent record in developing strong external and internal relationships through effective listening, customer service and rapport building with clients.

Employment History

Genetworx

Project Manager

Glen Allen, Virginia (September 2020-Present)

Ensure all lab tests are completed and shipped to the lab same day
Work in conjunction with additional site managers to effectively collect patient specimens
Identify and apply logistics/protocols with regards to FEDEX next day air cut off times
Oversee sites' test ordering methods and ensure compliance with lab standards for processing
Communicate with lab supervisors on daily test volumes
Identify possible deficiencies in operations and report to management
Train, observe and communicate with on site staffing to ensure proper collection methods are implemented.
Meet with additional site counterparts to assess supply inventory and projected utilization
Adhere to all HIPAA, PHI, CLIA guidelines relevant to these actions

myStreet Community Management

On-site Community Manager

Certified Community Manager (CMCA®)

Richmond, Virginia (March 2016-Present)

Managed all aspects of the FoxCreek Owners Association (900+homes plus numerous amenities)
Responsible for writing and reporting all required information at Annual Meetings
Prepare detailed reports to submit to the Board of Directors (BOD).
Process late letters for HOA Dues
Responsible for all BOD meeting follow-up, minutes, and correspondence.
Conduct weekly common area inspections/monthly lot inspections and issuance of violation letters.
Prepare annual draft budget for BOD approval, implement and manage the \$1M+ budget.
Reviewed and rule on all Architectural Modification Requests
Hosted quarterly Meet and Greets with new homeowners
Foster team building among all members.
Monitor all special projects.
Authorize or provide correspondence, budget information, newsletters.
Review and respond to communications to and from Association members and contractors.
Manage payments and receipts for Association. Authorize payment of invoices
Manage bid process for all capital improvements/ provided recommendations to the Board
Bi-monthly team meetings with upper management team to report on community

Servpro of Chesterfield/Richmond/Henrico

Key Account Manager**Richmond, Virginia**

(July 2014-March 2016)

Responsible for marketing and selling our services to all commercial facilities in the Richmond area. My biggest clients were the hospitals and other healthcare facilities in the Richmond/Tri-cities. I attended 5-10 networking/marketing events per month. Brought in \$1.1M in job scopes in my first year, \$500K over my target. Member of BOMA, AGCVA, HBAR, RMA, and various area Chambers of Commerce. Extensive cold calling to grow my book of business.

Marketing Partners**Outside Sales Representative****Richmond, Virginia**

(August 2014-December 2014)

Responsible for marketing and selling advertising to retail and service industries through Reach Magazine, ValPak and Digital Direct Online. Responsible for all ad design and creative submissions to best increase the clients profit margins.

Copyfax of Richmond**Outside Sales Representative****Richmond, Virginia**

(October 2010- July 2013)

Responsible for all aspects of selling copiers, printers, phone systems and Managed Print Services to all size businesses. Representing Toshiba, Lexmark, HP and AVAYA. Extensive presentations for all levels of managements. Installing, networking and training staff on machine capabilities. Maintaining relationship with customers and heavily cold calling for new business.

Sales Achievements

- *End of 3rd quarter 2012- 104% of sales quota. #1 ranking within the company.*
- *End of 4th quarter 2012- 140% of sales quota. #1 ranking within the company.*
- *Built a database of over 500 companies (new business opportunities) that will be upgrading their copiers within the next 12-36 months.*

The Nielsen Company (formerly the Nielsen TV Ratings)**Membership/Sales Representative****Richmond, Virginia**

(January 2001- October 2010)

Conducting in person, door to door, unannounced visits to individual households selling them on the idea of participating in the Nielsen TV Ratings. Maintaining the demographic integrity of our sample to ensure compliance with contractual agreements with television stations. Coaching and ongoing support of Nielsen households to minimize turnover in the sample. Training new membership representatives. Timely submission of numerous reports on a weekly and sometimes daily basis to management. Adhering to very strict policies and procedures set forth by methodological research department. Maintaining home office, company car, company credit card and various other company assets. Always on target or above with all sales quotas. Recognized as Membership of the Month numerous times.

New Horizons Computer Learning Center**Sales Representative****Richmond, VA**

(July 1998-January 2001)

Selling computer training to all size businesses. Customizing class outlines to ensure customer training needs. Made 100+ cold calls per day. Extensive presentations to all levels of management and decision makers. Worked with various state agencies becoming familiar with the unique purchasing process of government entities. Exceeded sales goals every month. Recognized as sales person most months throughout employment.

Education

Virginia Commonwealth University (1986-1991)

(Psychology)
Richmond, VA+

Certifications:

Certified Manager of Community Association (CMCA®)

References:

Don Balzer
Joe Dunn (SVP of Business Development- George Mason Mortgage)
Richard Smith/Brian Zickafoose (RJ Smith Companies)
Kevin Daniels (former Project Manager-TerraForge Communities)
Zach Sailsbury (former Sales Manager-ServPro)
Robin Oldt (former Regional Supervisor- Nielsen TV Ratings)
Craig Grizzard (Owner- New Horizons Computer Learning Center)

Collection Site Project Managers and Supervisors

Competencies required:

- Organization and planning: Display an exceptional eye for detail and a proven ability to create step-by-step event management plans.
- Leads and engages staff: Articulates a vision that inspires others. Attracts, develops, and retains talent.
- Personal effectiveness/credibility: Ability to promise and deliver results, build effective relationships and establish a reliable track record.
- Collaboration: Must be able to work in collaboration with other health professionals and leaders from other disciplines.
- Education and experience:
- 2-year associate degree in a life sciences or related field OR a 4-year bachelor's degree in hospitality, communication, nursing, life sciences or related field.
- 3 years of prior experience in managing logistics of indoor and outdoor events with safety standards.
- Prior experience in implementing safety protocols and procedures on an event site.
- Comfortable with handling and trouble-shooting technology on site, with assistance from remote IT support technician.
- Confident with client relationships as it pertains to on site setup and logistics.
- Extremely detail-oriented and organized.
- Excellent written and spoken communication skills.
- Professional demeanor and attitude.
- CPR and First Aid Certification

Site staff are additionally required to complete HIPAA compliance training, specimen collection, live incident reporting and COVID-19 protocol training upon hire and at regular intervals ongoing, in addition to any client-specific security, safety and operational protocols (registration, badging, appointment checking and any additional symptom checking questionnaire) as required by the CDC. On-site medical testers have, at a minimum, the primary qualifications, requirements and competencies listed below:

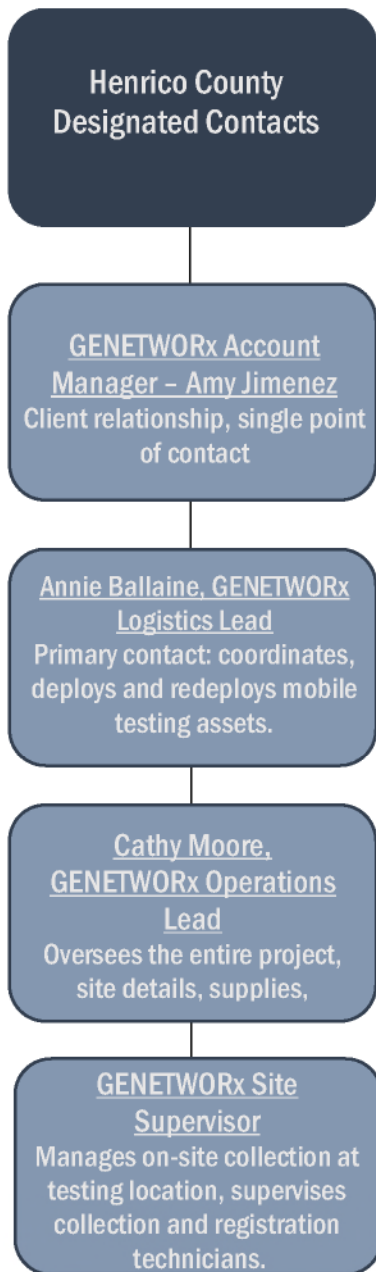
On-Site Staffing – Medical Testers

Requirements and qualifications:

- Must have a clinical healthcare certification.
- Trained in handling PII and PHI, adherence to all applicable HIPAA guidelines.
- Computer and technology proficiency as applies to site testing, patient portals and online connectivity.
- Trained in site setup, breakdown, testing rules and best practices.
- Comfortable talking to patients and explaining procedures.

- Training and adherence to CDC and social distancing guidelines, sanitization of site area and equipment, biohazard and other waste disposal, and hygiene protocols.
- Proper use of PPE while on site.
- Experience administering COVID tests.

GENETWORx/Henrico County Account Team Organization



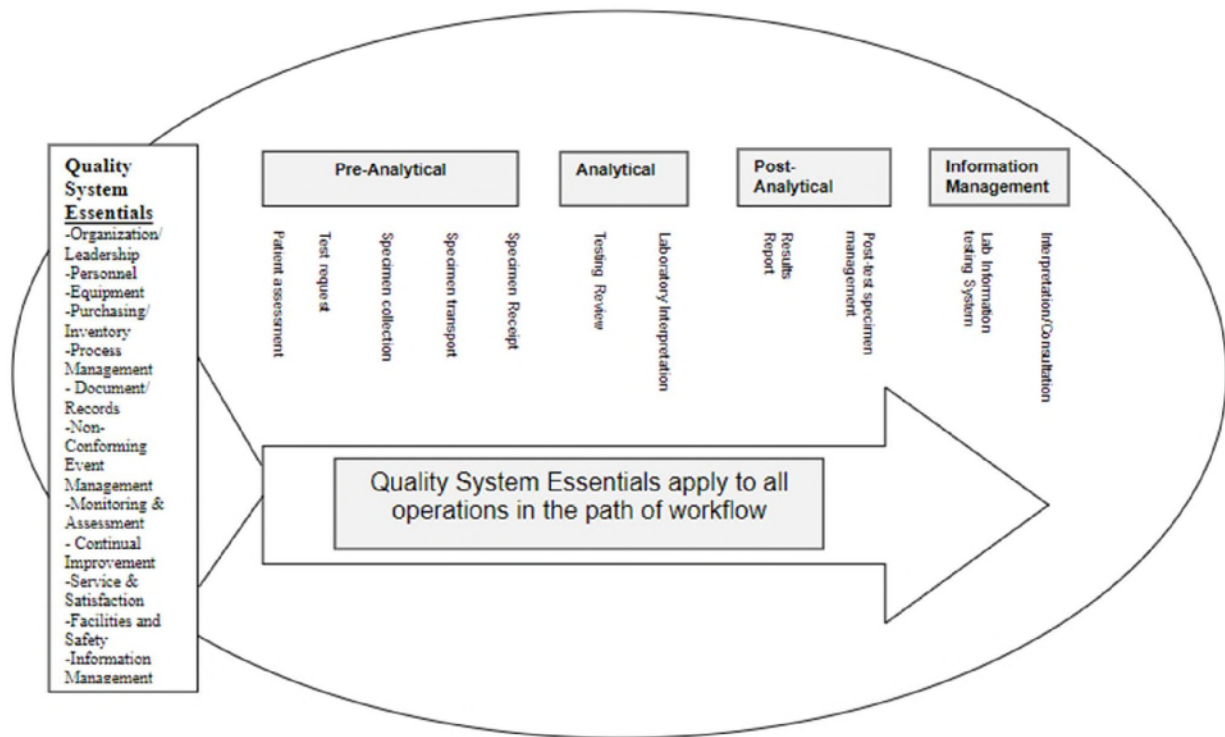
Auditing

Quality Assurance

It is GENETWORx's mission to ensure we provide our clients services and products that meet all CLIA, CAP, state and federal guidelines. The goals of our external quality program are as follows:

- Provide a measure for individual laboratory quality
- To supplement internal quality control procedures
- To ensure state of the art testing
- To obtain consensus values when true values are unknown
- To investigate factors in performance (methods, staff, etc.)
- To act as an educational stimulus to drive improvements

GENETWORx's quality management system (QMS) monitors the quality and effectiveness of all areas of the laboratory organization through design, implementation, monitoring and continues improvement. Our QMS is designed to ensure that services are consistently performed in a manner that yields high quality and meets the regulatory requirements, meeting the needs of our patients, our customers, and all personnel responsible for patient testing. The quality management system utilizes corrective and preventive actions as necessary and supports continuous improvement. Our QMS and quality manual are designed to assure continual quality assessment of pre-analytical, analytical and post-analytical practices used in laboratory testing. The system is implemented through procedures based on CLSI guidelines QMS01-A4 and QMS06-A3. Our QMS includes 12 quality system essentials, as shown on the following page:



Our quality assurance program is designed to optimize performance and render accurate diagnosis through continual analysis of our practices as well as to ensure continuous monitoring of patient safety. Our quality assurance program focuses on how the lab operates internally and externally to ensure a positive impact of laboratory testing on patient care. Our QA process monitors functional components of our testing system and corrects any defects when unacceptable performance is identified.

Quality control (QC) and quality improvement (QI) action items are deeply integrated into our QA program. Our laboratory uses the following external quality assurance and continuous quality improvement plan:



External Quality Assurance Cycle. External quality assurance (EQA) samples are received in the laboratory. Samples are tested, and results are sent to an EQA analyzer. The EQA analyzer sends report back to the laboratory. Results are reviewed by laboratory managers and the laboratory director. Results – and any corrective actions that are taken – are then reviewed by management at quarterly quality assurance meetings.

Risk Mitigation

As part of our risk mitigation program, the GENETWORx laboratory reports and investigates events (incidents) that have the potential to adversely impact the quality of services or safety of employees. Any incidents which have the potential to cause harm to patients, employees or adversely affect the laboratory's products and services shall be investigated. Corrective actions are initiated in a timely manner and escalated to corrective and preventive action procedures when necessary to ensure accurate root cause analysis oversight and implementation. An incident reporting system is utilized for the documentation of any non-conforming events.

GENETWORx uses scheduled, systematic processes for measuring and evaluating the elements of our QMS and our work processes, which include external assessment, proficiency testing, key indicator of quality that cover all phases of testing and scope of laboratory services and internal audits. Implementation of corrective actions are reviewed and assessed for effectiveness.

Laboratory Controls

GENETWORx has multiple levels of internal laboratory controls, attested to by our CLIA certification and CAP accreditation, and validated by auditing and inspections by these organizations. We are committed to quality laboratory assurance and, at a high level, have the following internal controls mechanisms in place:

- Pre-analytical issues such as discordance between labeling on samples and requisition forms, improperly packaged or damaged samples
- Post-analytical review of results prior to reporting
- Laboratory reporting and uploading into patient/provider portals
- Documentation of discordant reporting events

Every polymerase chain reaction (PCR) COVID-19 test we process is run with both positive and negative controls. The positive control shows that the primers have attached to the DNA strand. The negative control, a sample without DNA, shows if contamination of the PCR experiment with foreign DNA has occurred. All must prove 100% accurate and correct for the data to be acceptable.

In PCR laboratories, quality control is mainly concerned with the control of errors in performance of tests and verification of test results and includes internal and external factors. The internal quality control includes monitoring of laboratory performance by using control material and/or repeat measurements. PCR quality control addresses (but is not limited to) the following steps:

- Errors in sample collection
- Transport and nucleic acid extraction
- PCR inhibitors
- Errors in PCR (factors that may affect PCR efficiency)
- Identifying, preventing and handling false positive or negative results
- Instrument calibration

Our end-result quality metrics for tests are as follows:

- Turnaround time for test processing and reporting: 24-48 hours from the time a sample is received at the lab
- Test accuracy: Greater than 99%
- Test specificity and sensitivity: 99%

Tab 6: Pricing / Cost Proposal

Based on our understanding of your program needs, below is our proposed pricing.

Pricing for Laboratory Testing Services Including Specimen Collection Services

Below is pricing for testing through our **Glen Allen, VA** laboratory **resulting in a quicker turnaround than average, under 24 hours from sample receipt.**

TEST	PRICE	TESTING METHODS
COVID-19 PCR	\$60/test	<u>Sample Source:</u> Nasal, mid-turbinate or saliva. GENETWORx staff administers and collects the test

TEST	PRICE	TESTING METHODS
Flu A-B, COVID & RSV Combo	\$100/test	<u>Sample Source:</u> Nasal, mid-turbinate. GENETWORx staff administers and collects the test

1. Test results pushed to Aura; pricing includes use of Aura.
2. Price includes use of software, scanners and printers for processing specimens