MASTER AGREEMENT #101425
CATEGORY: Laboratory and Toxicology Testing, Screening Services, and Related Solutions
SUPPLIER: Redwood Toxicology Laboratory, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Redwood Toxicology Laboratory, Inc., 3650 Westwind Blvd., Santa Rosa, CA 95403 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.

4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on December 1, 2029, unless it is cancelled or extended as defined in this Agreement.

   a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

   b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #101425) to Participating Entities. In-scope solutions include:

   a) Criminal Justice, Legal, Corrections, Law Enforcement, and Behavioral Health Testing and Screening, such as:
      i) Toxicology testing, forensic and diagnostic screening, and DNA analysis of bodily fluids, tissues, or other biological specimens;
      ii) Court-admissible reporting, expert testimony, and compliance monitoring for individuals in probation, parole, diversion, or medication-assisted treatment (MAT) program.
   b) Employment-Related & Occupational Testing and Screening, such as:
      i) Laboratory-confirmed and point-of-collection (POCT) drug and alcohol testing (e.g., pre-employment, random, post-accident, DOT-compliant);
      ii) Background checks and identity verification that are in conjunction with solutions in b)i);
      iii) Occupational health assessments and regulatory exams.
   c) Products and services directly related to a) and b) above, such as test or sample kits and equipment, collection tools or devices, toxicology reagents, packaging, Medical Review Office (MRO) services, chain-of-custody systems and documentation tools, mobile or on-site sample collection, technology solutions, system integration, training, support, and implementation services.

8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) **Supplier Representations:**

i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants, to the best of its knowledge, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants, to the best of its knowledge, that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide reasonable written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds. Supplier shall comply with all federal regulations only to the extent they are applicable to the services provided under this Agreement.

i) EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have 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. Suppliers must 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 non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related

to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2:
Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

1) **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
   - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

   A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:

- Maintenance and management of this Agreement;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any third-party claims or causes of action, including reasonable attorneys' fees incurred by Sourcewell, caused by Supplier's negligence or willful acts in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Supplier's indemnification obligation will be reduced to the extent that Sourcewell, its agents or employees, is responsible for the claim, cause of action, or loss giving rise to the indemnification obligation in this Section 17. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law. Notwithstanding anything herein to the contrary, neither party shall be liable for indirect, punitive, incidental, or consequential damages. Total liability under this section shall be capped at the total revenue generated through this Agreement in the preceding twelve (12) months

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter. Any data sharing shall comply with applicable privacy laws, including HIPAA. Supplier shall not disclose PHI without prior written consent and appropriate safeguards.

19) **Grant of License.**
   a) **During the term of this Agreement:**
      i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

      ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

   b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

   c) **Use; Quality Control.**
      i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) Termination. Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) Venue and Governing law between Sourcewell and Supplier Only. The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) Severability. If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) Insurance Coverage. At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance as follows:

a) Commercial General Liability Insurance. Supplier will maintain insurance covering its operations, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, products-completed operations contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.

- $1,500,000 each occurrence Bodily Injury and Property Damage
- $1,500,000 Personal and Advertising Injury
- $2,000,000 aggregate for products liability-completed operations
- $2,000,000 general aggregate

Contracted providers performing work directly for this contract will provide their own insurance coverage in alignment with Sourcewell's requirements as necessary.

If any required insurance coverage is written on a claims-made basis, the following conditions shall apply:

1. **Retroactive Date**
   The policy shall include a retroactive date no later than the effective date of this Agreement.

2. **Extended Reporting Period**
   The Supplier shall maintain coverage or purchase an extended reporting period ("tail coverage") for a minimum of **two (2) years** following the termination or expiration of this Agreement.

3. **Continuity of Coverage**
   The Supplier shall ensure that any replacement policy maintains the same retroactive date as the expiring policy.

4. **Proof of Coverage**
   The Supplier shall provide evidence of the extended reporting period or tail coverage per section 12.b. below.

b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to include Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier.

e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the

intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3:
Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute

resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Signed by:
Jeremy Schwartz
C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 2/15/2026 | 6:33 PM CST

Redwood Toxicology Laboratory, Inc.

DocuSigned by:
Mary Tardel
D43702611A5146C...
By: _____
Mary Tardel
Title: General Manager

Date: 2/15/2026 | 3:18 PM PST

RFP 101425 - Laboratory and Toxicology Testing, Screening Services, and Related Solutions

Vendor Details

Company Name:	Redwood Toxicology Laboratory
Address:	3650 WESTWIND BLVD. SANTA ROSA, CA 95403
Contact:	Mary Tardel
Email:	bids@redwoodtoxicology.com
Phone:	800-255-2159
Fax:	707-236-8932
HST#:	68-0332937

Submission Details

Created On:	Wednesday October 01, 2025 15:34:22
Submitted On:	Tuesday October 14, 2025 15:51:22
Submitted By:	Mary Tardel
Email:	bids@redwoodtoxicology.com
Transaction #:	7cfdbf03-2b58-429d-b695-db990f3f8844
Submitter's IP Address:	147.243.131.108

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Redwood Toxicology Laboratory, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Redwood Toxicology Laboratory will not be working with subsidiaries. Dependent on customer interest, we may offer services provided via our affiliated companies under common ownership of Abbott Laboratories. The following companies are affiliated with Redwood Toxicology Laboratory: Redwood Toxicology Laboratory Alere Toxicology Services eScreen Immunalysis Corporation Redwood Toxicology Laboratory may subcontract other entities—such as specimen collection providers or third-party administrators who offer observed collections services—as needed to fulfill requirements for customers in specific geographies or with specialized testing needs. Additional subcontractors may also include other laboratories that offer services outside of our primary offering, such as hair testing.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 4FN67 UEI (SAM): WEU1C4GSKD97	*
5	Provide your NAICS code applicable to Solutions proposed.	621511 Medical Laboratories	
6	Proposer Physical Address:	Redwood Toxicology Laboratory 3650 Westwind Blvd Santa Rosa, CA 95403	*
7	Proposer website address (or addresses):	www.toxicology.abbott/us/en/solutions/government.html www.toxicology.abbott/us/en/index.html	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Mary Tardel General Manager 3650 Westwind Blvd, Santa Rosa, CA 95403 Mary.Tardel@abbott.com Office: (707) 570-4359	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Gina Mazzocco Bids & Implementation Manager 3650 Westwind Blvd, Santa Rosa, CA 95403 Gina.Mazzocco@abbott.com Office: (707) 570-4304	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Debbie Knapp Customer Service Manager 3650 Westwind Blvd, Santa Rosa, CA 95403 Debbie.Knapp@abbott.com Office: (707) 570-4426 Kristin Champion Contracts Supervisor 3650 Westwind Blvd, Santa Rosa, CA 95403 Kristin.Champion@abbott.com Office: (707) 570-4317 Scott Gildea Sales Operations & Implementation Supervisor 3650 Westwind Blvd, Santa Rosa, CA 95403 Scott.Gildea@abbott.com Office: (707) 570-4364	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	OUR HISTORY Redwood Toxicology Laboratory, Inc. (Redwood) is a federally certified laboratory specializing in accurate, affordable, and rapid turnaround laboratory-based and diagnostic device drug testing products and services. Established in 1994, Redwood opened with the intent to offer timely and cost-effective toxicology testing options. Over the years, Redwood expanded nationally, consolidating with other toxicology product and service providers to enhance its offerings and operational scale. In 2017, Redwood became part of Abbott Laboratories, a global healthcare leader (NYSE: ABT), through a strategic acquisition. This integration strengthened our capabilities and aligned our services with Abbott's broader mission to improve health outcomes through innovative diagnostics. Abbott Laboratories has been in business for over 135 years, has locations spanning over 160 different countries, and in 2024, reported over $42 billion in revenue. We are proud to be part of the Abbott family; under Abbott's direction over the past 9 years, we have overlaid Redwood's already exceptional customer-focused service offering with Abbott's unique and highly successful customer-driven model to continue to enhance the customer experience. It is our intention to continue to apply these business practices and resources to the continued growth of our Sourcewell contract. CORE VALUES/BUSINESS PHILOSOPHY Redwood's primary mission is to provide accurate and timely drug testing services to aid in the detection of drugs and alcohol, providing our criminal justice and treatment clients with the comprehensive drug testing tools, innovative technology, industry experts, and insightful data they need to empower confident decision making and effectively combat the detrimental effects of drug abuse. Our utmost goal is the satisfaction of our customers and long-term retention of the business relationships that we build through our relentless devotion to customer care. Our mission for this contract is to continue providing unsurpassed services to the Sourcewell membership. Over the past 3 years, this contract has generated over $16 million in sales. Interest in the contract continues as government agencies struggle with staffing in the procurement arena. This contract has proven to be an effective tool for our customers and we look forward to growing the business attached to this contract into the future. INDUSTRY LONGEVITY Redwood is a key player in the government drug testing arena with name recognition and a track record that speaks for itself. Our numbers speak strongly to the quality of our products and services, as well as to the satisfaction of our customers. • Over 31 years in business, with a proven track record of excellence. • Over 230 employees working out of our Santa Rosa laboratory headquarters. • One of the largest single-location drug testing laboratories in the United States, processing tens of thousands of urine and oral fluid specimens each week at our Santa Rosa, California facility. • Trusted provider of point-of-care tests, selling more than 8 million rapid drug test devices each year. • Recognized nationally, with over twenty state-level contracts and over one hundred county-level contracts for lab services and on-site devices and more than 8,000 active clients across the United States. These numbers demonstrate our success in achieving our core mission—to provide the best in drug testing and ensure customer satisfaction. Throughout this bid response, we will provide details on our comprehensive menu of toxicology products and services. This includes working closely with our sister companies within the global business unit to provide a robust offering as required and needed by the Sourcewell membership. The Abbott Toxicology numbers, as a whole, include: • Over a dozen locations in the Toxicology Business Unit, including accredited laboratories, distribution sites, and administrative offices. • Three manufacturing facilities developing rapid drug test products sold globally. • Globally, our Toxicology division will test over 10 million specimens and sell more than 40 million rapid drug screening devices this year. Moreover, we aim to leverage our strengths, experience, and global resources to support Sourcewell members with comprehensive toxicology solutions. Some of the features that elevate our offering and continue to keep us at the forefront of the industry include: • Global toxicology coordination that enables early detection of drug trends, especially those originating outside the U.S. • Robust service offerings that span a wide range of agency types: criminal justice, law enforcement, treatment, employment, mental/behavioral health, forensic, and education. • Thousands of toxicology professionals, including long-standing subject matter experts. • Financial stability and global scale to invest in state-of-the-art equipment, source specialized testing solutions, and negotiate more favorable pricing in the face of tariffs, supply chain disruptions, and other macroeconomic challenges.

- Active R&D programs that support the development of new services and products, backed by robust scientific and quality teams to ensure adherence to the highest standards. *
- A personalized approach through our "total relationship care" model, ensuring every customer receives attentive and tailored support.

With our considerable industry experience, broad offering, highly qualified staff, state of the art scientific instrumentation and technology offerings, excellent client services and expert toxicology support, and access to Abbott's industry-leading toxicology divisions across the globe, Redwood can supply Sourcewell members with the ultimate in quality drug and alcohol testing.

We are proud of the work we've done and excited about the opportunities ahead. Our commitment to Sourcewell members remains strong, and we look forward to continuing to serve as a trusted partner in toxicology.

PRODUCTS & SERVICES MENU

Redwood has provided many products and services to the Sourcewell membership over the past several years. In this bid response, we are proud to offer our core laboratory urine and oral fluid laboratory testing services, wide portfolio of rapid drug test devices, and enhanced forensic toxicology lab services. Leveraging our national toxicology business unit under Abbott, we are confident that Redwood is offering one of the most robust toxicology portfolios available. This will include:

- Standard urine and oral fluid testing (criminal justice & rehabilitation)
- Specialty and emerging urine and oral fluid testing (criminal justice & rehabilitation)
- Rapid test devices for on-site results
- DOT/Employment urine testing
- Third-party administration (TPA) services in conjunction with DOT/Employment testing
- Reagents for use with in-house laboratory drug testing solutions
- Unique digital solutions that facilitate informed decision-making

AFFILIATED SERVICE PROVIDERS

We will be offering workplace testing solutions—including collecitons, laboratory testing, and occupational health services (DOT & Non-DOT)—through eScreen, our affiliated partner under Abbott's toxicology division. eScreen is a technology-enabled Third-Party Administrator (TPA) that provides next-generation employment screening applications for hiring and maintaining healthy and drug-free workforces. Located in Kansas City, Missouri, eScreen was designed to be the ultimate management solution for nationwide employee screening programs. Founded in 1998 by Dr. Murray Lappe and the nation's largest Medical Review Officer (MRO) corporation, eScreen has provided drugs-of-abuse screening and automated hiring program solutions for some of the nation's largest hiring programs.

Today with more than 5,000 eScreen Occupational Health Network (EOHN) provider locations, eScreen is setting the new standard for drug testing program management by offering employers a truly nationwide solution. eScreen processes over 12 million healthcare and corporate data transactions each year through a centralized process that has been designed for Department of Transportation (DOT) and non-DOT hiring programs. As the only truly integrated, electronic drug testing solution in the industry, the capabilities are virtually limitless in its ability to simplify local and nationwide testing.

There are several ways that eScreen differentiates itself from the competition. Most prominent among them is being the original, instrumented, point-of-collection test which delivers negative urine test results within 15 minutes—all while being controlled from a secure, paperless web platform. This platform gives employers total visibility of test data throughout the entire process —from employer to collection facility to lab and then to MRO. It also offers a wide range of innovative products and services including electronic collection for rapid (ECR) testing, electronic custody and control form (eCCF®); and the MyeScreen® industry-leading web-based result reporting and program management software.

The Health-eScreen® online application is designed to schedule, process and deliver reports on occupational health services and physical exams via the eScreen platform. With eScreen® computerized database management services, employers can easily manage a consistent, compliant and efficient nationwide drug screening program.

We will offer reagents for instrumented analyzers through our other Abbott affiliate, Immunalysis Corporation. Immunalysis has been focused on identifying and meeting the demands of the toxicology marketplace since 1976. With over 50 years of experience and over 100 employees, Immunalysis has grown to support the global market's testing needs. Immunalysis was built on supporting government customers with forensic testing and now has a number of government customers at the local, state and federal levels for a variety of products, including automated analyzers and reagents as well as their ELISA portfolio.

Redwood Toxicology Laboratory (and/or our affiliated Abbott entities) will be the primary service providers for this contract. However, for ancillary services related to drug testing, such as hair testing, specimen collection services, and other potential supplementary needs, the designated Abbott entity may subcontract qualified providers as necessary. Non-DOT employment testing programs in particular do not have specific overarching regulations or rules; instead, specifications and requirements will be determined based on client-provided requirements and client type on a case-by-case basis. However, all subcontractors used for services under Sourcewell are required to sign subcontracts with Abbott outlining service

		qualifications and performance requirements.	
12	What are your company's expectations in the event of an award?	Should Redwood be awarded a contract, our primary expectation is that we would continue to provide business to our current Sourcewell member customers on contract and that we would increase our Sourcewell revenue by introducing this contract to qualifying agencies. Over the course of our last three contracts with Sourcewell, we've seen a significant shift in the government marketplace toward cooperative purchasing and the flexibility it offers. This evolution has aligned perfectly with our strategic goals, and Sourcewell has proven to be a trusted and valuable partner in helping us expand our reach and build meaningful relationships with government entities. Through this partnership, we've gained momentum and made substantial progress in our sales efforts, increasing sales by an average of 21% annually from 2021 to 2025. Sourcewell's reputation, streamlined procurement process, and national cooperative model have allowed us to navigate complex purchasing environments, respond to specialized requests, and negotiate better pricing in the face of tariffs and other macroeconomic pressures. Today, Sourcewell is one of our preferred contracting vehicles for engaging with key government customers. We remain committed to supporting the agencies that have joined us through this contract and are excited about the opportunities ahead as the new contract takes hold. In recent weeks, we successfully onboarded a customer with over $2 million in annual revenue through our Sourcewell agreement. This partnership allowed the customer to streamline their procurement process and avoid the time and resource burden of a formal bid — a clear example of how cooperative purchasing can deliver real value to government entities. Our ongoing collaboration with Sourcewell continues to be a cornerstone of our public sector strategy. By offering a trusted and compliant procurement pathway, Sourcewell enables us to engage with states and counties that might otherwise be restricted by competitive bidding requirements or lack the internal resources to develop their own solicitations. We see this partnership not just as a contracting vehicle, but as a strategic alliance that helps us expand access to our products and services. We recognize that success in this space requires more than just availability — it demands action. Redwood has consistently taken a proactive role in identifying opportunities, engaging potential customers, and driving adoption since the contract was first awarded. Our strength lies in our dynamic sales team, targeted marketing efforts, and strategic precision in identifying high-value opportunities. Combined with the resources and reach available to us through Abbott, we believe the potential for growth is significant. Our goal is to continue working hand-in-hand with Sourcewell to strategize market opportunities, expand our footprint, and deliver meaningful solutions to government customers nationwide.	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Redwood Toxicology Laboratory, Inc. is a subsidiary of Abbott Laboratories, a multi-billion dollar, publicly traded company. Abbott's United States Securities and Exchange Commission (SEC) Form 10-K filings are available at https://www.abbottinvestor.com/financials/sec-filings. The most recent "Report of an Independent Registered Public Accounting Firm," which was performed by Ernst & Young LLP and reported on February 21, 2025, is included in the SEC 10-K filing on pages 77-79 and 92. We have included it with this response along with the Financial Statements, including "Consolidated Statement of Earnings," "Consolidated Statement of Comprehensive Income," "Consolidated Statement of Cash Flows," Consolidated Balance Sheet," and "Consolidated Statement of Shareholders' Investment" (pages 40-46). Redwood Toxicology Laboratory is able and willing to provide letters of credit and other supporting information, if required.	*
14	Tell us your US market share for your proposed solutions. OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.	Redwood Toxicology Laboratory / Abbott's share for the solutions we are proposing are anecdotally about 12% of the addressable US market, based on the global sales data available to us.	*
15	Tell us your Canadian market share for your proposed solutions. OR, provide the number of Canadian Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.	Redwood's share for the solutions we are proposing are less than 1% of the Canadian market.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Redwood has never petitioned for bankruptcy protection.	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Redwood Toxicology Laboratory is best described as a service provider with a strong focus on laboratory-based drug testing services, performed at our facility in Santa Rosa, California. While we do offer a range of diagnostic devices, many of these are sourced through our strategic partnership with Abbott's manufacturing and distribution network, allowing us to leverage global scale and buying power to meet customer needs efficiently. Our sales and service delivery model is built on a collaborative approach. We maintain a dedicated sales force composed of both in-house representatives and field-based professionals, enabling us to provide responsive customer support, manage reorders, and engage directly with new and existing clients. This blended model ensures flexibility and reach across diverse customer segments. For services or products provided through affiliated Abbott entities—such as employee testing and collections via Alere Toxicology Services (ATS) or eScreen—Redwood coordinates closely with those teams to ensure seamless service delivery. In cases where third-party products are involved, Redwood is best described as a distributor, providing direct sales and customer support while relying on our partners for fulfillment and technical expertise. This integrated network of internal resources and strategic partnerships allows us to deliver a comprehensive solution to our customers, while remaining agile and responsive to market demands, all while leveraging our scientific and operational expertise to provide the highest quality standards.	*

18	If applicable, provide a detailed explanation outlining the licenses, accreditations, and certifications (e.g., SAMSHA, CLIA, PBSA) that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	In order to perform drugs of abuse laboratory testing, a laboratory generally must be formally licensed to practice clinical or forensic toxicology by a state or federal licensing agency. However, the specific licensure required by a specific agency or department in order to utilize a laboratory for drug testing may depend on that agency's own internal policy, or on the applicable laws of their county or state. CRIMINAL JUSTICE & TREATMENT LABORATORY SERVICES Because we serve clients across the country and on different levels of government and agency types, Redwood has pursued and received licenses and accreditations by the following federal and state agencies: • Department of Health and Human Services (DHHS), CLIA '88 • Drug Enforcement Agency (DEA) Controlled Substance Registration Certificate • California Department of Public Health Clinical Laboratory License • Maryland Department of Health & Mental Hygiene Office of Health Care Quality Medical Laboratory Permit • Pennsylvania Clinical Laboratory Permit • Rhode Island Department of Health License We find that these licensures, permits, and accreditations cover a majority of those requested or required. Redwood is certified by the Department of Health and Human Services, CLIA '88 and follows their guidelines and requirements to maintain certification. Redwood considers Quality Control (QC)/Quality Assurance (QA) to be an ongoing process that encompasses all facets of the laboratory's testing and support functions. This includes specimen receipt, test analysis, and test result reporting. Quality Assurance also extends to the laboratory's interactions with its customers. Under CLIA '88, all laboratories must establish and follow their own written quality control (QC) procedures. It is Redwood's philosophy to establish and follow written QC procedures for monitoring and evaluating the quality of each method to assure the accuracy and reliability of patient test results and reports. Redwood maintains internal proficiency testing programs that monitor specimen unloading, chain of custody, computer accessioning, screening, confirmation procedures, certification of final results, and reporting of final results. Redwood also subscribes to external proficiency testing agencies including: • American Association of Bioanalysts (AAB) • Pennsylvania State Department of Health's Proficiency Testing Services • College of American Pathologists (CAP) Urine Drug Screening & Confirmation • RTI International DOT/EMPLOYMENT LABORATORY SERVICES Alere Toxicology Services laboratories collectively possess the following permits, licenses, and credentials: o Participant of the National Laboratory Certification Program (NLCP), mandated by Substance Abuse and Mental Health Services Administration (SAMHSA), Department of Health and Human Services (DHHS) o College of American Pathologists/Forensic Drug Testing (CAP/FDT) o Drug Enforcement Agency (DEA) Controlled Substance Registration Certificate o State Level Licenses o Florida Drug Free Workplace Laboratory License o Hawaii Substance Abuse Testing Laboratory License o Maine Department of Human Services Substance Abuse Testing Laboratory License o Maryland Department of Health & Mental Hygiene Office of Health Care Quality Medical Laboratory Permit – Employment Testing o New York Department of Health Clinical Laboratory Permit – Forensic Toxicology o Oklahoma State Department of Health Workplace Drug and Alcohol Testing Facility License o Pennsylvania Clinical Laboratory Permit – Forensic Testing o Vermont Department of Health Certification We also work with several reference testing laboratories to provide hair and nail testing services as needed to fit the setting. These labs hold certifications by CAP, CLIA, ANAB ISO/IEC 17025, and various state licensures and permits.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	To our knowledge, in 31+ years of business, Redwood Toxicology Laboratory has never had a debarment. We did have our Pennsylvania Department of Health laboratory permit suspended in late 2023 due to an audit finding. We corrected the issue and were reinstated within approximately two months' time.	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	The drug testing industry does not have any industry awards or special forms of recognition. However, our involvement with the industry is vast and complex. Our toxicologists attend and speak at industry specific conferences and develop and extend training programs customized to specific marketplaces (i.e. employment or roadside testing). Last year, we assisted in facilitating a "green lab" study using our SoToxa Oral Fluid Mobile Test System to determine the impact of marijuana on human performance at varying impairment levels. This study was designed for customers and other stakeholders in coordination with law enforcement, prosecutors and professional law enforcement associations in Folsom, California and gained much interest from these groups due to its contribution to industry conversation and knowledge. Our toxicology unit also works with many different agencies to share our knowledge on toxicology and abuse trends and help shape the future of drug testing. For example, we attend the RISE annual conference on addiction, mental health, and justice reform that is hosted by All Rise (formerly the National Association of Drug Court Professionals) every year; for the past few years, we have moderated training sessions on key toxicology topics to contribute to the ongoing education and collaboration amongst professionals and experts on drug court best practices.
21	What percentage of your sales are to the governmental sector in the past three years?	More than 60% of Redwood Toxicology Laboratory's total sales are directly to government agencies. Of note, a large contingent of our non-government customers actually support work for government agencies as well—for example, through their own direct third-party collections model—or are on the periphery of the government markets we serve, such as through the provision of electronic monitoring services or treatment/rehabilitation of government program participants.
22	What percentage of your sales are to the education sector in the past three years?	Sales to the education sector have comprised less than 5% of our total sales over the past three years. However, we view this market as a strategic growth opportunity and have taken meaningful steps to support schools and educational institutions. In response to the growing concerns around youth substance use, particularly vaping, we recently launched new products designed to address this crisis — including oral fluid rapid devices with tests for THC and Nicotine. These offerings are tailored to meet the unique needs of school environments and support early intervention efforts. Beyond product development, we've actively invested in educational outreach and thought leadership. For example, we sponsored a free webinar titled "The Dangers of Vaping in Schools: The Changing Landscape and Emerging Innovations," hosted by Officer Jermaine Galloway ("Tall Cop"), a nationally recognized expert in substance use prevention. We will also be participating in his Emerging Drug Conference in November 2025, which focuses on public and school safety, with dedicated sessions for School Resource and Safety Officers. While our direct sales to education are currently modest, we are committed to expanding our presence in this sector. We see Sourcewell as a key strategic partner in helping us engage more deeply with educational institutions, especially those facing procurement barriers or limited resources. Through this partnership, we aim to increase awareness, streamline access, and deliver impactful solutions to schools across the country.
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Redwood holds three national cooperatives (in addition to our Sourcewell contract), over 20 state-level contracts, and over 100 county-level contracts. To demonstrate the breadth and scope of our national presence, included below is a list of our cooperative purchasing contracts and our primary competitively bid state-level government agency contracts and their approximate annual value. We would appreciate if this could be redacted for any public records requests to protect our book of business, if possible. Redwood currently holds cooperative contracts through each of the following organizations: WellLink (formerly CHAMPS) • Contract available to CHAMPS members nationally • Customers include non for profit and non-governmental healthcare agencies • This contract is valued at more than $250,000 annually HPSI Purchasing Services • Contract available to HPSI members nationally • Customers include senior living and skilled nursing agencies • This contract is valued at more than $100,000 annually. Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP) • Contract available to a wide variety of government agencies in states choosing to participate • Competitively bid through the State of Minnesota • This contract is valued at more than 10 million dollars annually. Our primary competitively bid, state-level government contracts and approximate sales for each over the last three years include: • Colorado Department of Corrections – over $100,000 annually • Kansas Department of Corrections – over $100,000 annually • Missouri Drug Courts – over $1,000,000 annually • New Jersey Judiciary – over $750,000 annually • West Virginia Supreme Court – over $600,000 annually

24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Redwood does not currently hold any GSA contracts or SOSAs.	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Orange County Probation Department	Mr. Andrew Parker	(714) 569-2252	*
Wisconsin Department of Corrections	Mr. Michael Meulemans	(608) 240-5340	*
Fort Bend County Community Supervision & Corrections Department	Ms. Kimberly Hunter	(281) 633-7221	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. **Your response should address in detail at least the following areas:** locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force (see directions above).	Redwood Toxicology Laboratory is best described as a service provider with national reach and strategic support from our parent company, Abbott Laboratories. Our ability to meet the needs of Sourcewell participating entities is driven by a combination of internal resources, strategic partnerships, and a flexible sales and service infrastructure. Our sales force is organized into two complementary sales teams as well as specialized support teams. These teams are all comprised of full-time direct employees: • National Outside Sales (Regional Account Managers) focused on field engagement, new business development, and relationship building/management • National Inside Sales (Account Managers) focused on customer support and retention, with special attention to relationship management and customer satisfaction • Business Development (Business Development Manager, Bids & Implementation) identifies new markets and business opportunities for the business, develops growth strategies, and collaborates cross-functionally with inside/outside sales, marketing and operations teams to strategically drive market expansion • Implementation Team (Trainers and Sales Administrators) onboards customers by performing account setup and providing training, ongoing account maintenance activities • Customer Service Team places reorders, fields and escalates inbound inquiries as appropriate Together, these teams collaborate to identify opportunities, respond to customer needs, and deliver tailored solutions. Redwood currently has 21 team members supporting Sourcewell-related business, including leadership, sales, customer service, and bid support roles. While many are based at our headquarters in Santa Rosa, California, others work remotely across various states to ensure regional coverage and responsiveness. This number does not include the vast support network of quality, regulatory, operational, IT and finance support available directly through Redwood Toxicology Laboratory and within the broader Abbott Toxicology organization. Additionally, we leverage Abbott's offshore customer service team located in the Philippines, which includes 9 full-time representatives who assist with routine tasks such as order placement, supply reorders, and account updates. This extended support network enhances our ability to scale and maintain service quality across geographies. This team is comprised of Abbott employees who follow all of Abbott's quality, regulatory and employee standards. Our sales professionals are well-versed in working with national, state, and local government entities, and have experience navigating cooperative purchasing environments. Redwood's participation in other cooperative contracts has equipped our team with the tools and training necessary to support Sourcewell members effectively. If awarded this contract, we will continue to invest in education and outreach to ensure our sales team understands the unique value Sourcewell offers. We remain committed to proactively identifying and pursuing opportunities—especially in regions where traditional procurement barriers have limited access to our solutions in the past.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Redwood does not have a dealer network. All sales are processed at our headquartered location in Santa Rosa, California using the teams described above.	*

28	Service force (see directions above).	As mentioned previously, Redwood has approximately 230 full-time staff members employed at our Santa Rosa, California facility. This includes sales, shipping, accounting, customer service, information technology, marketing, quality assurance, and laboratory staff, including certified toxicologists. Redwood sells to all fifty states through an in-house and field-based sales model. All 230 employees are solely focused on the sale, production, or servicing of the products and related services offered in this RFP. Redwood provides a robust support structure for Sourcewell members, with directly accessible customer-facing teams dedicated to each type of customer need. Key service functions include: • Toxicology Support Services (TSS): A team of 4 trained specialists available weekdays to assist with interpreting drug test results and escalate complex inquiries to toxicologists. • Toxicologist Access: Our 4 toxicologists provide informal guidance and formal interpretations, including documentation for legal proceedings. • Training & Onboarding (*overlaps with Sales Force): Web-based and on-site training sessions are led by 3 onboarding specialists, with support from 8 account managers and subject matter experts for technical topics. • Helpdesk Support: A dedicated 3-person team assists with ToxAccess platform functionality and troubleshooting. Additional support is provided by Abbott teams in Quality, Regulatory, Scientific Affairs, Finance, and IT, extending our capacity beyond the Santa Rosa facility.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	The ordering process varies depending on whether the order is for products or for lab testing services, as follows: PRODUCT & SUPPLY ORDERS Interested Sourcewell members will order directly through Redwood's customer-facing teams for rapid test products and lab supplies. Redwood will accept orders via phone, email, or fax; laboratory supplies may also be ordered via web form on our website. As an additional option for our clients' convenience, we are also able to set up standing orders for delivery of these products on a regular basis (e.g. monthly, quarterly) using set amounts identified by the client or based on our calculated utility of products or services over the previous months. Members can provide Redwood with purchase orders (POs) prior to the purchase of goods or services, if required per their agency's protocols. Purchase orders may be term based, budget based, or line item based, depending on the preference/purchasing rules of the Sourcewell member. The PO may either be provided on an order-by-order basis or provided for a term period. Orders are typically processed same day and shipped from our Abbott-owned distribution center on the next business day. On the rare occasions that product is backordered, Redwood will suggest optional product to the client and see if a substitution is acceptable. REDWOOD LAB SERVICES Laboratory tests may be "ordered" through the individual test requisition forms sent in with the specimen for testing. Redwood provides physical forms for handwritten requisitions as well as electronic forms, which may be entered through our secure ToxAccess web-based collections and reporting system to expedite testing and reduce errors. When specimens arrive at our laboratory for testing, the test information is entered into our laboratory information management system (LIMS) and tied to our accounting system using the account number on the requisition form. See our response to section 42 for more information on this process. EMPLOYMENT TESTING/ATS LAB SERVICES Sourcewell members looking for DOT/Employment testing will be set up with eScreen or Alere Toxicology Services (ATS) accounts. The laboratory will directly receive all lab test orders similarly to the process described above for Redwood: tests will be "ordered" by putting in a test requisition and the sample being received at the laboratory for testing.	*

30	Describe in detail the process and procedure of your customer service and issue-resolution program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	CUSTOMER SERVICE PROGRAM As described in our response to sections 26 and 28, Redwood's customer service model is a fully integrated program supported by our Sales, Toxicology Support Services (TSS), and Information Technology (IT) teams. All teams are accessible via our toll-free number or email, ensuring responsive and specialized support for Sourcewell members. KEY POINTS OF CONTACT • Sales Team Handles account setup, maintenance, and device orders. Each customer is assigned a dedicated sales representative for personalized support. Availability: Monday–Friday, 6:30 a.m. – 4:00 p.m. PT • Toxicology Support Services (TSS) A team of 4 trained specialists provides assistance with result interpretation, retest requests, and general toxicology inquiries. They are trained to interpret lab reports, explain potential causes of positive results (e.g., cross-reactivity or prescription medications), and assess THC/creatinine ratios. Complex cases are escalated to our certified toxicologists. Availability: Monday–Friday, 6:00 a.m. – 4:00 p.m. PT • Certified Toxicologists Available for advanced technical consultation and formal result interpretations, including documentation for legal proceedings. Currently, 4 toxicologists support these roles. • IT Helpdesk A team of 3 staff members supports our proprietary ToxAccess platform, assisting with login issues, navigation, and troubleshooting. Availability: Monday–Friday, 7:30 a.m. – 4:00 p.m. PT AFTER-HOURS AND ESCALATION PROCESS Each department has a voicemail system for after-hours inquiries or high call volumes. All messages are responded to within one business day, often sooner. If an issue cannot be resolved immediately, a trouble ticket is created and routed to the appropriate team via our internal ticketing system. Most tickets are fully resolved within 1 to 5 business days, depending on complexity. PERFORMANCE MONITORING We regularly track service metrics such as response time, hold time, and call resolution to ensure timely and high-quality support. Our Orders team and Toxicology Support Services team answer calls on average within 16 to 30 seconds, with a callback feature available if there happens to be a long wait; our goal is to remain under 30 seconds. Tickets for emailed inquiries and issues requiring follow-up are monitored daily. Inquiries made by email are typically responded to informally within the same day of the request. More complex issues escalated for resolution are fully resolved within 1 to 5 business days. CONTACT INFORMATION Full contact details for Sales, TSS, and IT teams will be provided to Sourcewell members upon contract award. WORKPLACE TEAM: eScreen's Corporate Client Services Team is available to respond via phone and email Monday through Friday from 5:00 a.m. to 5:00 p.m. Pacific Time / 8:00 a.m. to 8:00 p.m. Eastern Time. A real-time chat feature is currently in development. After eScreen's normal business hours, calls are routed to their "After-Hours" coordination team to provide 24-hour coverage 7 days a week. This is typically used for Post-Accident and Reasonable Cause situations that occur outside of their normal business hours. With this after-hours solution, the client can call the toll-free business line after hours to speak to an afterhours coordinator. The coordinator will work with the caller to find a suitable collection site to service the after-hours event (in their immediate area or surrounding areas), as well as orchestrate an onsite event, if needed.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Redwood's primary market focus is on nationwide government clientele, so we are both able and willing to provide our drug testing products and services to Sourcewell participating entities. As described previously, under our current Sourcewell contract, Redwood is already providing products and services to a number of Sourcewell participating entities in the United States. Our hope is to continue serving these members and to expand the contract in scope and customer base as the opportunities arise.	*

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Redwood is committed to supporting the needs of Sourcewell participating entities, including those in Canada and other international markets. While our core operations are U.S.-based, we are actively exploring opportunities to expand our reach and impact through strategic partnerships and the support of our global Abbott network. For Canadian and international opportunities, we evaluate each request on a case-by-case basis in collaboration with Abbott Laboratories' Global Products team. This ensures we can meet all applicable licensing, regulatory, and data privacy requirements, which can vary significantly by country and province. Given the nature of drug testing services, we recognize that compliance with national and regional health regulations is essential. Before engaging in any new international business, we assess our ability to meet these standards and ensure alignment with local laws and procurement policies. We are enthusiastic about the potential to expand our footprint through Sourcewell and are eager to work with the cooperative to identify and pursue opportunities in Canada and beyond. Our international team is well-positioned to support this growth, and we look forward to building new relationships with Sourcewell members across borders.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Redwood is committed to providing comprehensive service coverage across the United States and, where feasible, Canada, through the Sourcewell contract. • We offer our rapid, on-site diagnostic devices nationwide across all 50 U.S. states. • Our laboratory testing services are available in all states except New York, due to specific state regulatory requirements. • Employee and DOT testing, provided through our affiliated laboratory (ATS), is available in all 50 states. For Canadian entities, we are eager to expand our reach and explore new opportunities in partnership with Sourcewell. These opportunities will be evaluated on a case-by-case basis, in coordination with Abbott's Global Products team, to ensure compliance with Canadian regulatory, licensure, and data privacy requirements. We view Sourcewell as a strategic partner in helping us identify and pursue opportunities beyond the U.S., and we are enthusiastic about leveraging our global capabilities to support participating entities in Canada.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	As part of our core marketplace in criminal justice and treatment, Redwood is pleased to service all Sourcewell member segments on a national basis. Note that our product lines and corresponding product numbers may vary by marketplace. For example, Redwood can sell products labeled for "Forensic Use Only" (FUO) into criminal justice (police, corrections, courts) accounts, but not into clinical settings. Given the breadth and scope of our menu, however, we do not see that as an obstacle to serving the Sourcewell membership. All told, we can provide services to government agencies on the state, county, city, and municipality levels, as well as to non-profit treatment and rehabilitation agencies. We make every effort to service every agency using our broad menu and capabilities. However, there may be limitations in our ability to respond to certain geographies based on the type of service requested—for example, there might be constraints in finding observed collections in rural areas. We don't anticipate this to be a significant issue and will work through unique circumstances using the resources we have available to us through our collection network and laboratories. We would be happy to discuss member situations on a case-by-case basis; please contact our Business Development Manager, Customer Service Manager, or Bids & Implementation Manager for more information.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Redwood is fully capable and willing to provide products and services to Sourcewell participating entities located in Hawaii, Alaska, and U.S. Territories. Our rapid diagnostic devices and laboratory-based testing services are available in these regions, and we are committed to supporting agencies regardless of geographic location. However, there are a few important considerations: • Shipping & Turnaround Times: Due to the distance from our warehouse and our primary laboratory facility in Santa Rosa, California, customers in these regions may experience longer shipping times for supplies and slightly extended turnaround times for laboratory results compared to those in the continental U.S. • Shipping Fees: Additional shipping and handling fees may apply for orders delivered to Hawaii, Alaska, and U.S. Territories. These fees will be clearly communicated during the ordering process. • International Packaging Limitations: Some U.S. Territories may be subject to international shipping classifications, which can affect how products are packaged and labeled. This may include language, labeling, and compliance standards that differ from those used in the continental U.S. In such cases, we will work closely with Abbott's Global Products and Regulatory teams to ensure that all shipments meet applicable requirements and are appropriately documented. Despite these logistical differences, Redwood maintains the same high standards of service, support, and product quality for all customers, regardless of location.	*

36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Redwood is able and willing to serve all Sourcewell participating sectors, including government, education, and not-for-profit entities, across all regions of the United States—provided that applicable licensure, product labeling, and regulatory requirements align with our service capabilities. We do acknowledge a limitation related to promotional activity. Redwood holds an existing cooperative contract with MMCAP Infuse, which may restrict our ability to actively promote the Sourcewell contract to members who also participate in MMCAP. These limitations are defined by MMCAP's terms. However, this does not prevent us from serving Sourcewell members. In fact, we have seen continued organic growth under the Sourcewell contract, including among customers who are aware of both cooperative options. Many have expressed a preference for Sourcewell due to its administrative simplicity, such as the ability to use a single membership number across multiple locations and to incorporate standard terms and conditions without requiring contract modifications. To support transparency and informed decision-making, we are developing a contracting options landing page that outlines all of Redwood's available cooperative vehicles. This resource will help customers understand their choices and select the contract that best fits their procurement needs—whether through Sourcewell or another channel. Our goal is to increase visibility and access while remaining compliant with the promotional guidelines of each cooperative. In summary, Redwood is fully capable of serving all sectors under the Sourcewell contract. While we may be limited in how we introduce the contract to certain MMCAP members, we remain committed to supporting Sourcewell's growth and expanding our reach through this valuable partnership.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Abbott employs a comprehensive, multi-channel marketing strategy tailored to the unique needs of public sector clients and cooperative purchasing. Our approach is designed to maximize awareness, adoption, and utilization of the Sourcewell contract across eligible agencies, while remaining compliant with all marketing guidelines. 1. Internal Enablement & Sales Integration We will ensure our entire sales and service organization is fully equipped to promote and support the Sourcewell contract through the following initiatives: • Salesforce.com (SFDC) Integration: We leverage SFDC as our enterprise customer relationship management (CRM) platform to manage customer relationships, track contract-related opportunities, and segment public sector contacts. SFDC enables targeted outreach, campaign tracking, and potential performance analytics specific to Sourcewell. • Internal Resource Hub: A dedicated internal SharePoint site will house all Sourcewell-related materials, including contract documents, FAQs, pricing, training decks, and sales tools. This ensures our teams have real-time access to the latest resources. • Sales Training: Within the first 30 days of award, we will launch a structured training program for all relevant sales and account management staff. This includes live webinars, recorded modules, and quick-reference guides to ensure fluency in presenting the Sourcewell contract to government clients. • Activation of our Dedicated Marketing Team: In the last few years, we have built out a robust team dedicated to promoting products and services to our customer base and prospective customers in our setting. This team focuses on efforts that move the needle on test menu and services awareness, promotions that are available, refreshing and tailoring our materials to fit the right customer, and more. This team has been educated on the effectiveness and utility of our Sourcewell contract and will help craft campaigns and resource materials to assist us in growing our participation numbers. • Launch Communications: A company-wide announcement will be distributed internally to introduce the contract, highlight key benefits, and outline go-to-market plans. 2. Customer-Facing Tools & Communications To support our government clients and Sourcewell members, we will deploy the following customer-facing initiatives: • ToxAccess™ Customer Portal: A secure, login-based portal will be available to Sourcewell members. This portal will include contract documentation, ordering instructions, training materials, FAQs, and contact information for support. • Salesforce.com (SFDC) Customer Newsletter: We will feature select content in our customer newsletter, which is distributed to targeted public sector client base. Content will include highlights, product updates and training opportunities.	*

• Targeted Email Campaigns: Using SFDC, we will execute segmented email campaigns to existing and prospective public sector clients. Where appropriate, these campaigns will include reference to the Sourcewell contract and its availability as a mode for contracting.

• Co-Branded Materials: We will develop a suite of co-branded marketing assets in collaboration with Sourcewell, including:
• Contract announcement flyers
• Training presentations
• Email templates

3. Field Sales & Direct Engagement

Our direct sales model is a key driver of contract adoption. We will:
• Equip our field teams with Sourcewell-specific messaging and collateral.
• Prioritize outreach to existing clients who are Sourcewell members.
• Conduct in-person and virtual meetings with procurement officials, program managers, and department heads to explain the contract's value and ease of use.

4. Events & Industry Engagement

While we do not use public-facing websites or social media, we actively participate in industry events and conferences. We will:
• Promote the Sourcewell contract at relevant tradeshows, government procurement events, and association meetings.
• Include Sourcewell branding in our printed materials, where possible.
• Work with Sourcewell to find a strategic conference where we can offer on-site or virtual training sessions for agency staff on contracting opportunities

5. Ongoing Collaboration with Sourcewell

We view Sourcewell as a strategic partner and will collaborate closely to:
• Align on messaging and outreach strategies.
• Share performance metrics and feedback.
• Participate in Sourcewell-led marketing initiatives and events.

Please find the following sample marketing materials attached to this proposal as document files:
• Our Government Services "mini proposal" brochure
• A marketing piece targeting state and county drug courts and our aligning offering
• A product flyer advertising our slim cup and click cube rapid test devices
• A marketing piece comparing the benefits and features of our available test requisition options, including traditional handwritten and electronic (desktop and mobile)
• A "quick start" guide for our paperless mobile collections solution
• An advertisement for our webinar series (email and mailer versions)

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Abbott employs a data-driven, technology-enabled marketing strategy that leverages advanced tools and analytics to enhance the effectiveness of our outreach. 1. CRM-Driven Targeting and Segmentation We utilize Salesforce.com (SFDC) as our enterprise CRM platform to centralize customer data, track engagement, and drive targeted marketing efforts. SFDC enables us to: • Segment public sector clients by agency type, geography, and purchasing behavior • Track contract engagement and service utilization • Identify opportunities for contract adoption based on historical purchasing patterns This allows us to deliver highly targeted, relevant communications to Sourcewell-eligible agencies and decision-makers. 2. Contract Metadata and Opportunity Identification We maintain a robust contract metadata repository, which is being fully integrated into SFDC. This system allows us to: • Track expiration dates of existing contracts held by public sector agencies • Identify agencies currently using competitive bid processes • Proactively engage targeted agencies with information about the Sourcewell contract as a streamlined alternative This proactive approach helps us align our outreach to prospective customers with procurement cycles and maximize contract adoption. 3. Email Communication and Marketing Automation We execute targeted email campaigns using SFDC's marketing automation capabilities. These campaigns are: • Customized by segment (e.g., corrections, CPS, treatment centers) • Timed to align with budget planning and procurement windows We track open rates, click-throughs, and successful adoptions to continuously refine our messaging and improve marketing effectiveness. 4. Internal Enablement and Digital Resource Hubs To support our internal teams and ensure consistent messaging, we maintain: • A dedicated internal resource portal with Sourcewell-specific materials, including training modules, contract documents, FAQs, and sales tools • A secure customer hub in our ToxAccess platform providing access to contract documentation, ordering instructions, and educational content • Usage Allego analytics from these platforms help us identify content gaps and optimize resource delivery. 5. Educational Webinars and Digital Training We regularly sponsor and host webinars in partnership with industry experts and regulatory consultants. These types of events engage customers and prospects and allow for additional exposure to Abbott Toxicology. Our Comprehensive Answers Webinar Series (described in more detail in our response to section 41) covers topics such as: • Emerging drugs • Drug testing trends • Best practices in drug testing and compliance Webinar attendance and feedback data are used to inform future content and outreach strategies. 6. Data-Driven Campaign Planning All marketing initiatives are supported by performance analytics and data dashboards that track: • Campaign engagement by agency type and region • Contract adoption trends • Lead conversion rates These insights allow us to continuously optimize our marketing strategy.	*

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	At Abbott, we view Sourcewell as a strategic partner in expanding access to high-quality, compliant procurement solutions for government agencies and public sector organizations. Sourcewell plays a vital role in promoting awarded agreements by providing visibility, credibility, and a streamlined purchasing pathway for its members. Their efforts help reduce procurement barriers and accelerate adoption of essential services like ours in critical areas such as drug treatment, child protective services, and corrections. To ensure successful integration of a Sourcewell-awarded agreement into our sales process, Abbott will build upon our established internal protocols for contract adoption and execution: • Contract Notification and Training: Upon award, our Bids team will notify the Contracts and Sales teams, providing a detailed briefing on contract specifications, terms, and eligible market segments. Written documentation will be distributed to ensure clarity and consistency across all relevant departments. • Sales Team Enablement: Sales staff will be assigned to the contract based on geographic and market alignment. These Regional Account Managers and Account Managers will be responsible for outreach to eligible agencies, onboarding new accounts, and serving as the primary point of contact for Sourcewell members. • Operational Execution: Our Contracts team will work closely with Sales and Support Services to ensure contract terms are applied correctly and that operational workflows are aligned with Sourcewell requirements. Our internal ticketing system ensures quality control and provides visibility and documentation for all account activities. • Collaboration with Sourcewell: We will work closely with Sourcewell's Supplier Business Development team to stay informed about training opportunities, promotional initiatives, and new resources. This collaboration helps us align our messaging and outreach with Sourcewell's member engagement strategy. • Marketing Support: Our marketing team will support the sales force by leveraging Sourcewell's Supplier Portal resources to develop clear, effective messaging tailored to Sourcewell members and prospective members. This includes digital collateral documents that provide key resources, and targeted campaigns that highlight the benefits of purchasing through the Sourcewell contract. By combining our internal processes with Sourcewell's promotional infrastructure, Abbott ensures that the awarded agreement is effectively integrated into our sales strategy and positioned for maximum impact among Sourcewell members.	*
40	Are your Solutions available through an e-procurement or e-Commerce ordering process? If so, describe your system(s) and provide one (1) example how governmental and educational customers have used them.	At this time, Abbott's drug testing solutions are not available through an e-procurement ordering system. Due to the highly specialized nature of our products and services—which include laboratory-based drug testing and point-of-care testing for forensic and clinical applications—our solutions require a consultative, customer-centric approach that cannot be effectively supported through automated procurement platforms. Our products are not off-the-shelf commodities; they are tailored to meet the unique needs of each agency, often requiring scientific and technical expertise to determine appropriate drug test panels, drug testing cutoff levels, specimen types, and operational workflows. In forensic and government settings, accuracy, compliance, and reliability are paramount, and ordering inappropriate product for its intended use through an impersonal system could introduce risk to both the agency and the individuals being tested. Abbott's sales philosophy is rooted in customer centricity, which emphasizes: 1. Building strong relationships with our clients to understand their mission, challenges, and operational environment. 2. Delivering value beyond the test kits, including toxicology expertise, scientific consultation, training, and ongoing technical support. 3. Customizing solutions to meet the specific needs of each agency, rather than offering a one-size-fits-all approach. 4. Providing a human touch, ensuring that every interaction is guided by empathy, precision, and accountability. While e-procurement may be suitable for simple, non-specialized goods, our experience shows that it can lead to acquisition challenges for complex services like ours, including: • Reduced interaction with subject matter experts • Limited ability to assess and customize solutions • Gaps in communication and feedback • Decreased flexibility in adapting to evolving agency needs We do allow orders to be placed via email and the ability to set up standing orders for the same kind of convenience as customers might get through an e-procurement website. Our direct sales and support model ensures that governmental and educational customers receive the guidance and expertise necessary to implement drug testing programs that are scientifically sound, operationally efficient, and legally defensible.	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	

41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Redwood Toxicology Laboratory (Redwood) offers a variety of useful training resources to our clients and in various modes to support flexible arrangements. SELF-LED LEARNING For agencies interested in web-based training that can be accessed on-demand, Redwood offers Learning XChange, a complete system designed for self-led learning. The in-depth trainings available through this online system will ensure that members of an organization are trained to perform drug screens in a manner consistent with manufacturer recommendations. Redwood also offers enhanced Learning Xchange features, in which an agency can customize which trainings appear on its site and an administrator can track the tests taken by its users. This is optimal for agencies with many users needing training, or who have a need for oversight of training completion. When a course is completed, users may test their knowledge by successfully completing a quiz. Upon passing, the user will receive a Certificate of Completion to print or save as a PDF document. Redwood has also made informational brochures available online for reference. Our website includes information materials about site preparation; urine collection; specimen verification; problematic collections; specimen disposal; and proper labeling, packaging, and shipping procedures. Clients can find these materials available in our Support Hub once they have logged in to ToxAccess, categorized by type of resource and easily accessible at the click of a button. Please note that our specimen collection training materials are guidelines only; it is the responsibility of the individual agency to adopt its own policies and procedures according to its needs in compliance with applicable state and federal regulations. INSTRUCTOR-LED For customers who prefer more interactive trainings, we offer standard ongoing webinars that may be booked online for convenience as well as custom webinar or in-person trainings for agencies who are larger or have more complex onboarding needs. Our standard webinar and on-location training options given by our trainer include a presentation on specimen collection, chain of custody procedures, specimen shipment to the lab, and reporting methods. A question-and-answer session will follow every presentation. Training supplies will be provided to training attendees with sample bottles, labels, and literature. Abbott's Toxicology division also offers a Comprehensive Answers Webinar Series designed to connect industry experts and deliver educational and relevant content to a varied audience of customers such as those in the Sourcewell membership. We invite the membership to attend any of these webinar events to hear directly from experts about the concerns and trends that the industry faces today. Past topics have included segments on alcohol markers, fentanyl, electronic cigarette and cannabis industries and the rise of Delta-8, novel psychoactive substances, roadside oral fluid testing, and a well-received general "Drug Testing 101" webinar that addresses many frequently asked questions about toxicology and related laboratory concepts. We held a popular webinar last year entitled "Emerging Drug Trends: Navigating an Evolving Toxicology Landscape in 2024 and Beyond" that provided education regarding contemporary trends (a refreshed version is lined up for later this month) and just hosted a webinar last week entitled "The Dangers of Vaping in Schools: The Changing Landscape and Emerging Innovations." All training resources outlined above are available to Abbott's clients for no additional charge. We are currently strategizing on additional ways to support our government customers as they navigate current and anticipated budgeting challenges. One area of focus is through continuing education programs. We will make these types of programs available to Sourcewell members as they become available. *
42	Describe any technological advances that your proposed Solutions offer.	IN-HOUSE TEST MENU RESEARCH & DEVELOPMENT The challenge of new and emerging drugs continues to be a critically important topic in drug testing. We consider it one of our most important roles to not only educate customers about these drugs as they emerge, but to provide flexible testing options that help their agencies detect them. That's why, in addition to our tests for standard drugs of abuse such as cocaine and marijuana, we have a comprehensive selection of drug tests for specialty drugs, including prescription drugs, date rape drugs, and designer drugs that are being produced in clandestine labs around the country. As criminals and abusers come up with new drugs and new ways to "beat" tests, we work to help our clients stay ahead. With our own in-house Research & Development team, Redwood is constantly developing solutions to combat the country's most troubling drug use trends. Our research and development (R&D) team takes a multifaceted approach: we subscribe to respected industry journals, monitor publications from relevant government oversight agencies like the Drug Enforcement Administration (DEA), attend relevant professional industry association conferences, and also perform our own in-house research—continually analyzing data points and looking for trends with an eye towards new laboratory test creation or enhancement. Redwood also leverages the toxicology knowledge base available through our other Abbott laboratories to share intelligence on market trends, testing methodologies, and geographic-specific drug usage trends. These efforts help us provide the most current and relevant menu we can for customers like criminal justice agencies, child protection agencies, and rehabilitation/treatment providers who need to ensure the safety and compliance of their population on their road to recovery. In addition, we work closely with our clients and consider customer requests when developing new tests, as our clients are on the frontlines of drug abuse. Some of the most popular laboratory urine tests we offer today for emerging drugs include: • Convenient screen options for popular emerging drugs Fentanyl, Ketamine, Xylazine, and

Gabapentin that can be built into routine lab panels for fast and cost-effective detection, with more sensitive and specific confirmations available if needed / upon request

• A Premium Synthetic Cannabinoids (K2/Spice) panel that detects 40 different synthetic cannabinoid compounds and a Premium Designer Stimulants (Bath Salts) panel, both updated recently to align closely with the Society of Forensic Toxicologists (SOFT) Novel Psychoactive Substances (NPS) Committee's quarterly scope recommendations for NPS testing in the United States, which are based on current national trends and intelligence. Redwood is proud to say that we were one of the first labs in the world to develop urine-based metabolite testing for synthetic cannabinoids (K2/Spice) and to offer a convenient oral fluid test that quantitatively identified the parent drugs in "synthetic marijuana." We have continued to add new compounds to our tests and lowered our cutoff levels to ensure that newer-generation synthetic products don't slip through the cracks. Just this month we released a Novel Synthetic Cannabinoids Oral Fluid panel to supplement our existing panel with two of the most prevalent new analytes currently on the scene.

• A Premium Fentanyls panel to address the dangerous and increasing prevalence of fentanyl in the illicit drug supply—this panel detects 27 fentanyl analogs, most of which are not detected in a standard fentanyl confirmation test

• A Comprehensive Panel that detects over 600 illicit and prescription drugs

• A test for Tianeptine, a tricyclic anti-depressant that acts upon opioid receptors but is not picked up in routine opioid screens

RAPID TEST DEVICES THAT CAPTURE EMERGING DRUGS

In terms of on-site screening products, Abbott offers a recently refreshed menu of devices testing for esoteric drugs of abuse—such as EtG, Fentanyl, 6-AM (heroin metabolite), Ketamine, Kratom, K2 and Tramadol—that can assist the Sourcewell membership by providing a broad test scope and fast preliminary results. Our popular 17- and 20-drug iScreen Slim Cup configurations include a robust mix of relevant standard and emerging drugs at a cost-effective price compared to in-laboratory screening options. We also have our new iScreen Urine Test FUO Drug Screen Tox Cup for Emerging Drugs, a revolutionary product containing tests for substances not commonly contained in on-site screening devices, including psilocybin (magic mushrooms), LSD, nitazenes, and more to provide you with another timely and convenient option for detection. All of these substances are able to be confirmed at our laboratory, as needed.

WEB-BASED DRUG TESTING PROGRAM MANAGEMENT SOLUTION

As mentioned previously, Redwood also offers our clients the advantage of ToxAccess, our secure, proprietary web-based solution for results reporting and drug testing program management. Redwood's proprietary internet reporting website boasts a multitude of features that will make an agency's drug testing experience as simple and convenient as possible, from specimen collection to final report. Some of the beneficial features available through ToxAccess include:

- Streamlining the collections process through web-based collections, which saves time and reduces transcription errors
- Automating participant test scheduling (random scheduling and one-time test scheduling options)
- Donor check-in capabilities for randomized testing using our interactive voice response (IVR) line or web check-in features
- Ability to log rapid test (instant-read) device results for each program participant, with an automated option that offers to take you directly to a laboratory confirmation request for completion
- Consolidated result information (rapid tests and lab results) and compliance information (call-ins, no-shows, failed tests) can be stored for each drug program participant for an all-in-one overview of the participant's drug test history in the ToxAccess system
- Access to results either in bulk (chronologically) or through individual donor profiles that would allow a comparison of a donor's new results to historical results
- Automatic secure, direct sharing of a specific donor's result data to key stakeholders internally and externally as needed (e.g. judges, case workers, probation officers, treatment providers)
- Ability to view scanned requisition forms received by the laboratory, which are automatically stored alongside test results
- Filterable statistical reporting tools that empower program administrators with program-wide data

ToxAccess connection may be arranged at time of account setup or at any time during the life of the contract.

eScreen uses similar technology for collections and reporting for employers. Their MyeScreen branded solution provides a web-based drug testing solution based upon an electronic Custody & Control Form (eCCF); by keeping the paper out of the process, eScreen provides enhanced applicant status information, improved testing window enforcement, and test-type compliance and overall program performance. eScreen further improves the drug screening process by integrating with the employer's HR/Applicant tracking systems. This solution provides the only instrumented point-of-collection test that provides negative drug test results in 15 minutes after test completion in a totally paperless, web-based platform.

PAPERLESS MOBILE COLLECTIONS

One of Redwood's most unique technology solutions is ToxAccess Mobile, which allows for quick and convenient paperless collections using a mobile phone or tablet. No paper forms or printer are needed – just a QR-coded ToxAccess Mobile security seal and an internet connection. ToxAccess Mobile includes a guided step-by-step collection process. Similar to the desktop version, the process ensures that a collector doesn't miss a critical piece of information that could cause a fatal flaw that halts specimen testing in the laboratory and also prevents data errors caused by illegible handwriting

		or other transcription errors. When the process is complete, collection details and signatures (optional) are saved digitally for a viewable record. An additional feature of the mobile-compatible solution is the inclusion of streamlined result summary details for on-the-go viewing when a collector is in a courtroom or in the field. eScreen is a pioneer in electronic chain of custody form (eCCF) capabilities. The eCCF process includes generation of an ePassport, which is provided to the donor through printing, emailing, or texting; the donor will present the ePassport to the clinic when they arrive for testing. eScreen also offers an electronic scheduling process called eScreenGo. eScreenGo is an intuitive, mobile friendly website for scheduling eScreen managed services. It allows the donor/candidate to self-schedule a test from any mobile device, while having the type of test, reason, and event timeframe already predetermined by the Sourcewell member (useful for pre-employment and other workplace tests). The user simply selects the clinic that they wish to go and proceed to the site with the mobile passport (generated from scheduling) in hand. Clients utilizing an electronic chain of custody (eCCF) will log into MyeScreen system to schedule individuals for testing. When a collection is scheduled and performed, the electronic chain of custody/test requisition form is generated in the web-based system with a unique requisition number and donor-specific information. Benefits of electronic collections include faster collections, more accurate data due to elimination of illegible handwriting or transcription, specimen status monitoring, and a way to store total donor data in one electronic solution. INTERFACE OPTIONS While Redwood offers our ToxAccess system to assist customers with streamlined drug testing program management, many customers already have software of their own in place to track compliance with their larger criminal justice or healthcare program. To that end, Redwood offers complimentary assistance in creating interface solutions for the automated importing of our drug test results directly from our laboratory information management system into the customer's existing system. This synergy offers a convenient option whereby agency staff can easily find results as they perform other critical tasks in their day-to-day operations. Redwood can integrate our results reporting with many commercial drug testing applications including Netsmart Avatar AM, SAMMS, KIPU Systems, Tyler Technologies' Enterprise Supervision and Change Healthcare. We can also integrate with electronic medical record systems and proprietary solutions using HL7 (Health Level 7), CSV (Comma Separated Value) and XML (Extensible Markup Language) formats.	
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Although Redwood makes efforts to support green products and concepts, our company does not yet have an established program that includes certified green products. We do take the small measures that we can, however, to support green behaviors in our workplace. Doing our part towards Abbott's larger sustainability goal plan, Redwood has put tools in place to increase waste diversion at our site—improving the amount of waste that we recycle, compost, or otherwise use in a beneficial way compared to waste sent directly to a landfill or incineration. We have increased adoption of a 3-bin system in each Santa Rosa campus building, which includes recycling bins in place for our paper, cardboard, and other recyclable products, as well as composting bins for food waste, paper towels, and other compostable substances; these efforts help the environment by diverting waste from landfills, conserving natural resources, and reducing greenhouse gas emissions and pollution. Additionally, Redwood is exploring ways to recycle our specimen containers and specimen packaging materials. This is a work in progress as we have to consider any biohazards this may pose to recycling facilities. Looking to incorporate alternate fuel vehicles, Redwood has outfitted our fleet with two electric Toyotas. Redwood has programmable thermostats and a lighting timer system in the lab to reduce energy consumption. Additionally, our signage incorporates green building design and we have implemented LED lighting throughout our facility. Further, Abbott is committed to sustainability as a "green" measure. At Abbott, sustainability means managing our company to deliver long-term impact for the people we serve—shaping the future of healthcare and helping the greatest number of people live better and healthier. Focusing solely on cutting-edge innovations alone won't be enough. Abbott's 2030 Sustainability Plan is focused on designing access and affordability into our life-changing technologies and products. Our goal is to improve the lives of more than 3 billion people by decade's end—reaching 1 billion more than we do today, each year. Abbott's Supply Chain Sustainability team audits third-party suppliers for sustainability risks, provides training opportunities such as a Human Rights training, carbon management training, and water management training, and attends conferences to network and gain insights into emerging trends and priorities. In 2024, Abbott collaborated with more than 3,800 suppliers to advance sustainability across our global supply chain—impacting over 45% of our total supply chain spend. Our efforts focused on driving meaningful progress through social responsibility, economic inclusion and supplier diversity, and environmental management. The initiatives are embedded across enterprise, category, business and regional levels, reinforcing our commitment to responsible sourcing and collective action.	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Although Redwood makes efforts to support green products and concepts, our company does not yet have an established program that includes certified green products. Please see our response to the previous section regarding green behaviors currently supported at our facility as well as other initiatives that Abbott undertakes to support long-term sustainability of our suppliers and, therefore, our products and services.	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Redwood offers a number of unique attributes that would benefit Sourcewell's membership. In section 42 we described some of the ways in which our technology offerings and the technical attributes of our products and services could benefit Sourcewell's participating entities. The following is just a small selection of additional items that may separate us from the rest, and we're looking to add more. LONGEVITY, STRENGTH AND BRAND RECOGNITION AS A SUBSIDIARY OF ABBOTT Redwood Toxicology Laboratory is proud to be an Abbott company. With Abbott, Sourcewell gets the stability of a tenured laboratory backed by an even more established healthcare company. As mentioned previously, Abbott is a $42 billion-dollar, multinational medical devices and health care company with a global presence and recognition as a company that customers trust. Abbott is one of the top 50 most admired companies in the world; we have been named the Most Admired Company in our industry for eight years in a row by Fortune magazine and one of America's Most Responsible Companies 2023 by Newsweek magazine. Abbott also has a large global presence; today, 114,000 of us are working to make a lasting impact on health in the more than 160 countries we serve. Abbott creates breakthrough products—in diagnostics, medical devices, nutrition and branded generic pharmaceuticals—that help you, your family, and your community lead healthier lives, full of unlimited possibilities. Abbott also understands that better information leads to better health. Abbott's life-changing tests and diagnostic tools provide insights that enable smarter, faster decisions and transform the way the world is managing health. For more than 130 years, Abbott has adapted to an increasingly complex healthcare environment by keeping our focus where it belongs—on helping people achieve their best health, in all stages of life, around the world. We intend to be here for the next 130 years, bringing all the benefits that Abbott creates to all the people who need them. Redwood's acquisition by Abbott in 2017 has given us renewed focus on enduring and achieving for our clients. Our affiliation with Abbott has expanded our access to new resources and given us the ability to innovate and consider sources outside our typical wheelhouse. As described previously, within our Toxicology unit alone, we are affiliated with companies that provide a broad scope of toxicology services, such as eScreen's managed collections network, Immunalysis' reagent manufacturing, and ATS' certified laboratories. Additionally, the majority of the products we sell are manufactured by companies owned by Abbott. We are looking to explore new solutions and shake up the status quo to provide a unique offering to our clients, which would extend to the Sourcewell membership. UNSURPASSED CUSTOMER SERVICE Redwood puts a premium on our customer experience. Our customer service offering includes direct, toll-free access to a wide variety of specialized support services, including easily accessible support teams as follows: • A dedicated Account Manager for each region who is familiar with their clients and available contracts, will direct account administration at a high level and provide consultative sales specific to the client's regional and demographic needs; • A Customer Support team to quickly take and place orders and provide routine account updates; • Our trained, specialized Toxicology Support Services team available for technical questions including result interpretations, test info, specimen-specific inquiries, re-test requests, and expert testimony requests; • Certified Toxicologists for consultations on drug interactions, cross reactivity, THC retention/detection times, and other toxicology inquiries; and • A Helpdesk team of I.T. professionals who can provide assistance with our ToxAccess web-based result reporting and drug testing program management system. As mentioned previously, we also offer access to our web-based Learning XChange system for trainings on proper rapid test device protocols and other web-based tools for guidance on specimen collection and labeling instructions to help complete our customer experience. ATTENTION TO QUALITY VIA DEDICATED QUALITY PROGRAMS Redwood sets a high bar when it comes to quality. A specialized department is devoted to the management of our quality assurance program, which includes ongoing monitoring of rapid drug test device complaints in order to improve our products and to quickly assess issues as they arise. In terms of laboratory services, our lab utilizes routine internal and external proficiency testing measures to monitor testing processes and result accuracy on an ongoing basis. Monitoring of the effectiveness and efficiency of our processes is performed by a dedicated internal Quality Assurance team that regularly audits laboratory processes, functions, and outcomes and oversees planned corrective actions/preventative actions (CAPAs). This attention to quality is a hallmark of Abbott companies and helps us provide products and services that we can stand behind and that clients can trust. TOXICOLOGY EXPERTISE INFORMING OUR PRACTICES AND OFFERED RESOURCES Our toxicologists collaborate across Abbott's toxicology laboratories and our leadership considers advancements, trends, and resources across laboratories to inform our testing options and provide information to our clients as applicable using data analytics. Further, a consolidated, highly qualified Scientific Affairs team advises these laboratories—as well as our affiliated workplace laboratories under Abbott—providing insights that span marketplaces and recommendations that are informed by industry experience, research, current scientific publications and standards. This team, which has over 50 years of collective experience, also supports customers	*

		with technical and scientific education. COMPLIMENTARY TOXICOLOGY WEBINARS ON INDUSTRY TRENDS As mentioned previously, Redwood currently holds webinars for the purpose of training new clients and for providing info sessions demonstrating how to use ToxAccess, proper device usage, specimen packaging, and more. Our broader Toxicology organization also currently offers specialized webinars for targeted populations in which we discuss toxicology industry trends in varying degrees of depth. The access we provide to educational resources, such as our Comprehensive Answers Webinar Series (described in detail in section 41), really rounds out our offering by giving our customers more knowledge—which in turns gives them the power to make the important decisions that impact their communities every day. Should Redwood be awarded another Sourcewell contract, we would continue to offer these informational webinars, perhaps giving Sourcewell members access to targeted webinars and/or co-branding these webinars with links to the Sourcewell website embedded in them. TOXACCESS WEB-BASED PROGRAM MANAGEMENT SYSTEM As described previously, Redwood uses our proprietary internet-based reporting website to relay laboratory results to our clients. Some clients also use this site to perform collections and manage their donor data through the system's robust program management features. Should Redwood be awarded another Sourcewell contract, we would be open to sponsoring a Sourcewell membership training or feature review webinar. LABORATORY SITE VISITS Redwood welcomes customers and prospective customers to visit our laboratory so they can see for themselves the superior services we provide at our state-of-the-art facility. Should a prospective agency desire to visit our laboratory prior to making their decision, we would be happy to host them at the laboratory, provide a presentation of our offerings, introduce them to our leadership team, and provide a tour of the facility. Redwood has hosted a number of Open Houses, which has proven to be highly successful at creating relationships, impressing prospects with the quality of the lab technology we offer, and allowing them to discourse with our highly knowledgeable staff. CUSTOM LABORATORY PANELS & PRODUCTS Redwood's top priority is the satisfaction of our customers. Especially under Abbott, we have the flexibility to customize our products and services, depending on the extent of the need, and to dedicate time and resources to the development of new tests as needed. In the last year alone, we have added multiple new screening options to our urine testing menu and offered them as additions to our member's existing panels, brought to market multiple new rapid test device configurations, including the revolutionary Emerging Drug Cup, and released new confirmation and specialty tests to further the comprehensiveness of our oral fluid test menu. We will work with members on a case-by-case basis to see if we can meet specialized needs using the flexibility of our laboratory or by developing or procuring rapid test devices that can meet a member's needs. BREADTH OF TOXICOLOGY OFFERING One of the biggest features we bring to the table is the breadth of offering available through the Abbott Toxicology umbrella of companies. As mentioned throughout our response, not only does Redwood offer versatility through our own comprehensive testing options, but we bring an expansive offering through the capabilities of Abbott Toxicology's global unit—such as eScreen's TPA network and Immunalysis' reagent kits—which will provide additional opportunities as we continue to evolve and grow in the space. Overall, Redwood's most outstanding attributes are our extensive and attentive customer service, the extent of our expertise including accessibility to our toxicology experts, our user-friendly and securely accessible online reporting system, and our ability to leverage the resources of our parent corporation, Abbott Laboratories, to provide members with an outstanding drug testing program and experience, no matter the setting.	

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	

46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		○ Yes ◉ No	Redwood is not a WMBE, SBE, or veteran-owned business. However, we value the opportunity to work with WMBE/SBE/VBE companies whenever possible and have partnered with WMBE/SBEs on occasion for business opportunities. We currently contract with a local SBE for local logistical services and are partnered with a number of community rehabilitation partners across the country to aid in the employment of disabled persons. If Redwood is awarded another Sourcewell contract, we will remain open and willing to partner with and/or do business with WMBE, SBE, VBE or other disadvantaged entities. Further, Abbott Laboratories is committed to building a more resilient, diverse, and responsible supply chain, including working with suppliers to expand opportunities for diverse and small businesses, and actively engaging with suppliers to meet our high-quality standards. Embracing diverse and small businesses is an important part of our work to ensure a resilient, diverse and responsible supply chain. A stronger and more inclusive healthcare supply chain helps Abbott to achieve our purpose of helping people live healthier, better lives through our life-changing technologies and products. It also helps to build a more diverse broader healthcare industry, generate jobs and support stronger economies in underinvested communities. Our Supplier Diversity Program ensures that equitable opportunities are afforded to small and diverse-owned businesses. We have Supplier Diversity Champions for each of our businesses and regions to oversee, monitor and track our partnerships with diverse suppliers. Our commitment to engaging small businesses is embedded in our sourcing strategy and sustainability goals. In alignment with federal and state agency requirements, Abbott sets annual subcontracting goals for each small business classification. In 2024, we proudly recorded $2.71 billion in spend with small businesses. In addition to expanding relationships with existing small businesses, Abbott conducts targeted outreach to identify and include new Micro, Small, Medium Enterprises (MSME) in its procurement processes. We collaborate with advocacy organizations such as the Small Business Administration (SBA) and utilize the Federal System for Award Management (SAM) for supplier discovery and validation. Our annual supplier symposiums bring together companies of all sizes and backgrounds, including local corporate partners, with intentional matchmaking as a core objective to foster meaningful stakeholder connections We allow suppliers to self-certify. However, we encourage certifications through private or public third-party agencies such as the Small Business Administration (SBA), National Minority Supplier Development Council (NMSDC) and regional affiliates, Women's Business Enterprise National Council (WBENC), National Women Business Owners Corp (NWBOC), Disability:IN, National Veteran Business Development Council (NVBDC), National Veteran-Owned Business Association (NaVOBA) and National LGBT Chamber of Commerce (NGLCC), among others.	*
47		Minority Business Enterprise (MBE)	○ Yes ◉ No	N/A	*
48		Women Business Enterprise (WBE)	○ Yes ◉ No	N/A	*
49		Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
50		Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
51		Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
52		Small Business Enterprise (SBE)	○ Yes ◉ No	N/A	*
53		Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
54		Women-Owned Small Business (WOSB)	○ Yes ◉ No	N/A	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
55	Describe your payment terms and accepted payment methods.	Redwood's payment terms are Net 30. We will consider Net 60 or Net 90 terms on a case-by-case basis, as requested by the member. Redwood accepts payment by check, credit card (Visa, MasterCard, or American Express), electronic fund transfer (EFT), or automatic clearing house (ACH) direct deposit.	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	Redwood's items are not available for leasing. We do not have any financing options.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Redwood does not require any specific order forms at this time. We accept the terms and conditions provided by Sourcewell as part of this RFP process and are open to negotiating client-specific service level agreements on a case-by-case basis to meet individual needs. Our goal is to make ordering and onboarding as seamless and straightforward as possible, minimizing administrative burden and avoiding unnecessary paperwork or complex processes for Participating Entities. There is an implementation process to get onboarded with eScreen. Upon contract finalization, this workflow can take as little as 5 business days up to 60 days to begin the program, depending on complexity of the account and customer engagement. eScreen has standard specifications that support back-end result reporting as well as ordering functionality, depending on desired workflows. If needed, a more detailed project plan is formulated at the initial discovery meeting. New accounts are typically set up by receiving a W9 from which eScreen's End User Agreement is created. The EUA outlines terms and conditions and will reference the Sourcewell negotiated pricing. eScreen will have a templated version of the EUA agreement with Sourcewell pricing for use with Sourcewell members. Both client and vendor provide signatures on the agreement, where it then goes to eScreen's Onboarding team for setup and implementation. We will provide a copy of the EUA under confidential cover/upon request. Immunalysis does provide a terms and conditions document in connection to the purchase of their reagents and associated equipment. Please find a copy of this document included in our uploads.	*
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Redwood accepts the P-card procurement and payment process; there is no additional cost to Sourcewell Members to use the P-card.	*
59	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Please see our attached pricing schedule for a list of products and services with detailed pricing information. This pricing schedule includes the SKU, description, and list price for each item. Please note that the percentage discount offered compared to our list price will vary by service/product offering. As the incumbent, Redwood will continue to serve our existing customers with as little impact as possible. Redwood has made modifications to the prices offered in this new schedule; some prices have increased, while others have decreased. Our pricing strategy includes a focused program with an emphasis on providing the most reasonable prices on the items that we anticipate the membership to utilize the most often, including those that are historically the most popular among the membership. This ensures that if we are awarded again, the legacy membership will experience competitive pricing for the products and services they need. Line-item or product-category discount pricing is also negotiable on a case-by-case basis and will typically be based on volume and positivity rates (for lab services). Following that, we will collaborate with each customer to develop a pricing plan that is mindful of allocated funds, fiscal year start dates, and budgetary approval cycles. We understand the importance of providing ample time for internal reviews and notifications to approving agencies, such as boards of supervisors. To support this, Redwood will provide a minimum 30-day advance notice prior to any price adjustment, allowing sufficient time for discussion, planning, and budget preparation.	*
60	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	As indicated above, percentage discount compared to our list price will vary by service/product offering to help maximize value for Sourcewell customers with consideration to their historical purchasing trends. Please see the attached pricing schedule for details.	*

61	Describe any quantity or volume discounts or rebate programs that you offer.	As described above, Redwood will negotiate volume discounts on a case-by-case basis with members to provide cost savings. For items that are being discontinued or items with a shortened shelf life (less than 6 months), we may offer “hot list” items at a discounted price; however, the frequency of these types of “hot lists” will not be more than quarterly and will likely occur on a semi-annual or annual basis. We will provide any proposed “hot lists” to Sourcewell and make them available to Sourcewell members as these discounts occur. Occasionally, we will offer warehouse sales and other seasonal promotions to our Sourcewell member clients. For customers who utilize laboratory testing options and require automatic confirmation testing to be performed following a positive screen, we can offer a “bundled” test price—a single unit price that incorporates both the cost of the screen and any following confirmation of positives. We can offer this type of pricing structure for customers who are looking to create consistent pricing for simplification of budget forecasting and allocation. These prices will be quoted and negotiated based on the historical positivity rate and volume of testing, with expectations that the rate will not increase significantly. We do not offer rebate programs.	*
62	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or "non-contracted items". For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request. Define the costs/fees associated with "sourcing/quoting" products and related services.	Redwood can source product as the need arises for customers, provided there is sufficient volume commitment, interest, and/or timeline agreement for development. As mentioned previously, Abbott has its own manufacturing branch as well as partnerships with third party manufacturers to ensure we have a robust, reliable supply network for our rapid drug test products. We routinely source new products for introduction into the market—for instance, last year we released our Emerging Cup to parallel the interest our customers had in laboratory testing for drugs that were emerging and/or relevant for the space in order to provide a cost effective alternative. We also have our own in-house R&D department in the laboratory to research and validate test methods for new drugs and cutoff capabilities as they become prevalent drugs of interest, regulated by the industry, and/or of interest to our customer base. As an example, we launched screen options for Ketamine, Gabapentin, and Xylazine and released a Novel Synthetic Cannabinoids oral fluids panel to help keep testing options flexible and timely for our customers. Redwood will work to add “sourced” or “nonstandard option” items to the contract after negotiating a pricing model with the manufacturing vendor, applying necessary margin, and providing at the best cost possible to the Sourcewell member—essentially the “cost plus percentage” model suggested by Sourcewell, but discounted if the demand is sufficient. All vendors chosen must satisfy Abbott’s quality standards for consideration. For one-off requests, it would mostly likely be at cost plus a percentage or by quoting for each such request, as suggested above. Given Redwood’s and Abbott’s breadth of experience and presence in the toxicology marketplace, we are confident we can find and provide the utmost in toxicology services for the Sourcewell membership.	*
63	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	All associated or additional charges that are not freight or shipping are listed on our pricing schedule, with the exception of our 1.5% finance charge per month for invoices that are past due. Use of our ToxAccess system for program management, trainings, and access to our toxicology support services team is provided at no additional cost to customers.	*

64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	OUTBOUND SHIPPING Redwood will ship rapid diagnostic test device or lab supply orders via FedEx or UPS free ground service delivery within the continental United States. For agencies located outside of the continental United States or clients that require expedited delivery, shipping will be charged to the client on an “at cost” basis. Ideally, Redwood would like to request FOB Shipping Point terms; however, if FOB Destination terms are required to satisfy a client’s purchasing regulations, we are able to agree to these terms. INBOUND SHIPPING For our criminal justice, treatment, and DOT/employment laboratory services, Redwood provides specimen pick up through FedEx or UPS with overnight service delivery to the lab in Santa Rosa, California (or other laboratories for DOT/employment). We find that these services are not only the quickest and most reliable methods for service, but that they also are the easiest way for our clients to send specimens, as these couriers have a robust national presence and flexibility regarding pick up times. For clients located within proximity of Santa Rosa (e.g. San Francisco and the greater Bay Area), Redwood reserves the right to extend the option of delivery and specimen pick-up through our lab courier. Next day air service of inbound specimens sent to the Santa Rosa laboratory for criminal justice and treatment testing is provided at no charge when five (5) or more urine and/or oral fluids specimens are sent in each FedEx overnight shipment. Any combination of urine and/or oral fluids devices may be shipped together via FedEx overnight service. Fewer than five (5) specimens sent to the lab by next day air service will be assessed an additional fee as outlined in the Pricing Schedule. These standard terms will apply to agencies located in the continental United States; agencies not located in the continental United States will be charged for shipping on an “at cost” basis. Next day air service of inbound specimens sent to laboratories for DOT and employment testing is provided at no cost, regardless of number of specimens in a FedEx package.	*
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Redwood has the ability to provide products and services to all geographic areas of the United States. Alaska, Hawaii, Puerto Rico, and other non-continental U.S. locations will be charged for their preferred method of shipping on an “at cost” basis for order shipments. Redwood warrants our product up to the expiration date printed on the packaging of the product. We will replace any device that malfunctions at no expense to Sourcewell members as long as it is within the expiration date range. Shipping for replacement parts and defective parts required to be returned will be paid for by Redwood—this includes shipping to non-continental U.S. locations. Abbott’s Toxicology division has an international sales division that spearheads all sales/marketing efforts. This is due not only to our division’s ever-increasing influence in the global markets, but to the myriad quality requirements that vary from one country to the next. If off-shore opportunities arise, Redwood will contact our international sales division to determine next steps and the possibility of accessibility to Sourcewell members.	*
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	As described above, Redwood will ship any on-site device or lab supply orders via FedEx or UPS free ground service delivery to the continental United States. Redwood provides specimen pick up through FedEx or UPS with overnight service delivery to the lab in Santa Rosa, California. For clients located within proximity of Santa Rosa (e.g. San Francisco and the greater Bay Area), Redwood also reserves the right to extend the option of delivery and specimen pickup through our lab courier. Freight delivery is available for larger device shipments; Sourcewell members may contact Redwood for details.	*

67	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Redwood performs self-auditing on various metrics from time of prospecting to account maintenance. Prior to setting up an account, Redwood's Sales team will verify that a Sourcewell member is on the "Membership List." The member number is tracked in our internal systems for reporting purposes in designated system fields. A Sourcewell member account is specifically reviewed upon setup to ensure that customer contact information is correct, that the member number has been included, and that negotiated pricing is correct and in line with contract pricing. As an additional measure, we currently have an audit process in place wherein a compliance specialist monitors new account pricing. For the new contract, we will supplement this process with a new reporting mechanism that will allow for routine monitoring of adherence to contract pricing and highlighting outliers, ensuring we do not exceed the ceiling price identified for Sourcewell members. In terms of adherence to tracking and contract reporting, Sourcewell accounts are assigned two different identifiers that associate the accounts to our Sourcewell contract. Sales numbers are tracked by our Sales Analyst for reporting using these identifiers. Data point redundancy ensures that accounts aren't missed. All sales information is pulled as required to provide quarterly reporting and administration fee payment.	*
68	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	If Redwood is awarded a contract, we will continue to periodically review and analyze data related to revenue growth and/or decline in order to monitor our performance with Sourcewell members. Internal metrics that we will track related to the success of our Sourcewell contract may include: • Revenue growth in key areas (such as our oral fluid and emerging drugs market) • Retention rate and/or growth rate of existing Sourcewell customers • Revenue growth from new business obtained via the Sourcewell contract • Product and service usage trends • Adoption rates of new products and services	*
69	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Redwood proposes a two percent (2%) administrative fee for the facilitation and management of the contract.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing we have provided includes competitive rates with room to negotiate deeper discounts based on customer-specific factors such as order volumes, shipping density, percent positivity by drug, etc.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Tables 7A - 7D)

Line Item	Question	Response *
71	Provide a detailed description of all the Solutions offered in your proposal, including your organizational classification as identified below: Laboratory - owns/operates certified facilities that perform specimen analysis under CLIA, SAMHSA/HHS, ISO 17025, or equivalent. Third-Party Administrator (TPA)/clinic - manages and/or delivers drug-testing and occupational health programs on behalf of employers. Consumer Reporting Agency Plus (CRA +) - provides background screening services and at least one of the following, either in-house or through a documented, audited subcontract: - Laboratory-confirmed or point-of-collection (POCT) drug and/or alcohol testing, or	Redwood, in conjunction and coordination with our Abbott affiliates, provides solutions that fall under Laboratory and Third-Party Administrator (TPA) categories, although we'd like to clarify that these include the option for point-of-collection (POCT) testing as well. Redwood currently offers a broad range of products and services that accommodate the various needs of the Sourcewell membership, as discussed throughout our response and in further detail below. We leverage our relationship with other toxicology divisions under the Abbott Rapid Diagnostics business unit such as: • National and international laboratories - includes Redwood Toxicology Laboratory in California; ATS laboratories in Louisiana and Virginia; and more. Our laboratories are certified by CLIA, SAMHSA, CAP-FDT, and various state departments of health to perform testing. • Service and administrative locations – laboratory support services offered at Redwood Toxicology Laboratory in California and ATS in Louisiana and Virginia; technology-based third-party administrator (TPA) solution managed by eScreen and matched with partnered third-party collection sites all across the US. The equipment, toxicology products and services provided under the Abbott umbrella will similarly comprise our expanded offering, including:

- Occupational-health assessments and regulatory exams.	1. Criminal Justice & Treatment Laboratory Services 2. DOT/Employment Laboratory Services, Specimen Collections, and TPA Support 3. Rapid Diagnostics Drug Testing Devices We outline our offerings in these categories in more detail below. CRIMINAL JUSTICE & TREATMENT LABORATORY SERVICES For Criminal Justice & Treatment Laboratory Services provided by Redwood Toxicology Laboratory, the most popular laboratory tests are as follows: • Basic Drugs and Panel Options: Redwood screens urine specimens for standard drugs such as Alcohol or EtG Alcohol Metabolite, Amphetamines/Methamphetamines, Barbiturates, Benzodiazepines, Buprenorphine, Carisoprodol, Cocaine, Cotinine (Nicotine), Dextromethorphan, Ecstasy (MDMA), Fentanyl, Marijuana, Methadone, Opiates, Oxycodone, PCP, and Tramadol by enzyme immunoassay (EIA). We recently added Gabapentin, Ketamine, and Xylazine screening options to our menu to include in panels. • Confirmations: We provide liquid chromatography-tandem mass spectrometry (LC/MS/MS) confirmation on specimens that indicate a presumptive positive (non-negative) result obtained from either a laboratory-based screen or an on-site rapid drug test device. The LC/MS/MS confirmation method is more sensitive and specific than traditional gas chromatography/mass spectrometry (GC/MS) methods, and increases compound identification specificity through the use of two mass spectrometers, versus a single one for GC/MS methods. The only drug not confirmed by LC/MS/MS is alcohol (ethanol), which is confirmed by gas chromatography-flame ionization detection (GC-FID). • Comprehensive Panel: Redwood's comprehensive panel detects over 600 brand name prescriptions, illicit drugs, and alcohol. Our test targets a wide range of commonly abused prescriptions that pass most standard urine tests. Comprehensive testing is useful when specific drug detection and monitoring are critical. • Specialty/Emerging/Designer Drug Testing: Redwood offers testing for non-standard drugs. As we described previously in our proposal, our laboratory has made a concerted effort to address the emerging drugs epidemic, where poly-drug use and evolving designer drugs can make it difficult for agencies to pinpoint client substance use through traditional testing panels. Many of our panels evolve as we update them to accommodate changes in drug composition or to increase sensitivity. o Fentanyl: Opiate addiction has become a major epidemic in the United States. Fentanyl is an opioid that is used legally as a pain medication; however, it is also an ingredient frequently mixed into heroin. It was reported in early 2024 by the DEA that fentanyl overdose is the leading cause of death for adults aged 18 to 45. To help our customers combat this deadly trend, Redwood created Fentanyl screen and confirmation tests—including an expanded premium panel option—to assist agencies in detecting this frequently-abused drug. [Source: https://www.dea.gov/press-releases/2024/01/29/year-review-dea-innovates-fight-fentanyl] o Synthetic Cannabinoids: Synthetic cannabinoids are popular herbal smoking products marketed under brand names such as "K2," "Spice," or "Mojo." Under the U.S. Drug Enforcement Administration (DEA) "Emergency Scheduling Authority," synthetic cannabinoids became illegal on March 1, 2011. Conventional laboratory drug test panels will not detect the broad range of synthetic cannabinoids. They pass undetected in standard urine testing for such drugs as cocaine, marijuana, heroin, and amphetamines. Our evolving urine and oral fluid panels aim to capture relevant analytes that emerge and become prevalent in the market, to help customers continue to detect illicit consumption by their clients and take informed actions. o Designer Stimulants: Synthetic stimulants are produced in clandestine labs, and sold online or available at smoke shops. Promoted as "bath salts," "research chemicals," or "plant food," product labeling attempts to circumvent regulation by suggesting they are not for human consumption. Additionally, some forms of designer stimulants may be sold as "legal" MDMA (Legal X), or sold and veiled as MDMA tablets. Redwood's Designer Stimulant Drug Test utilizes LC-MS/MS for screening and confirmation of designer amphetamines, cathinones, and designer piperazines. o Kratom: Nationwide polls have identified Kratom as an important substance that has emerged as part of the world-wide explosion in the abuse of what have been called "designer drugs." While currently not restricted under the Controlled Substances Act, the DEA has Kratom listed under Drugs and Chemicals of Concern. As enhanced kratom products with high levels of a compound called 7-hydroxymitragynine have made their way into the marketplace, agencies are increasingly concerned about the safety of clients who may choose Kratom as a "legal" alternative substance, with potential side effects such as seizures, liver toxicity, and, of course, addiction. Redwood offers a convenient laboratory screen for Kratom and quantitatively detects the presence of Kratom in urine using LC-MS/MS technology. o Steroids: Redwood offers a comprehensive and cost-effective urine test for steroids and diuretics. This testing option is now accessible and affordable for universities, high schools, corrections departments, and probation agencies, supporting their efforts to maintain safe and compliant environments. • Oral Fluids Testing: Oral fluid testing is gaining popularity with many programs that require convenient, gender-neutral specimen collection combined with the accuracy of lab testing. Redwood offers an easy and affordable lab-based testing solution for the detection of drugs of abuse in oral fluid. Oral fluid is ideal for drug testing in a variety of arenas, including: juvenile

corrections and child protection settings, random and pre-employment, corrections, probation/parole, return to duty, post-accident (insurance), reasonable cause, schools, and methadone programs. Our standard oral fluid panels are available with and without Synthetic Cannabinoid testing.

When needed, we can also arrange for third-party observed (or unobserved) specimen collection services, removing the need for agencies to perform their own collections. We are highly experienced at working with third-party collectors to effectively offer a full suite of services. We have existing relationships with collection sites throughout the country that we can leverage upon request to provide observed collections (pending sufficient volumes and negotiated pricing are amenable for these services). We are also able to onboard additional third-party collection sites identified by our customers, so they can continue to work with an established collection provider if they are mutually willing to work with our laboratory. As part of our onboarding plan, we would deliver the necessary collection and shipping supplies to any new vendors, as well as provide training on the use of our ToxAccess system for electronic collections via a desktop or mobile device, to assist with data accuracy and enhanced specimen processing with minimized errors. By establishing ToxAccess as a uniform software system for scheduling participants and collecting specimens, we can help agencies create a cohesive program across varying vendor sites and staff-collected testing locations. Agencies can even mix-and-match third-party provided collection services with self-collected testing under the same account for the most flexibility while maintaining consolidated, easy-to-view results by program participant/client. As a result, customers will have improved access to wider regional data for routine on-demand review of program metrics and success.

DOT/EMPLOYMENT LABORATORY SERVICES & OCCUPATIONAL HEALTH

For DOT/Employment Laboratory Services, we are offering the following:

- NIDA 5 DOT/Employment Test: For agencies desiring NIDA 5 DOT/Employment testing, the Sourcewell membership can utilize the services of our affiliated laboratory, ATS. This test will cover Amphetamines/ Methamphetamines, Cocaine metabolites, Marijuana metabolites, Opiate metabolites, and PCP—the five drugs once called the “NIDA 5”—and will also include screens for Heroin metabolite and MDMA (Ecstasy) as regulated by the Substance Abuse and Mental Health Services Administration (SAMHSA).

- Non-DOT Employment Tests: eScreen urine panels can include tests for standard drugs such as Alcohol or EtG Alcohol Metabolite, Amphetamines/Methamphetamines, Barbiturates, Benzodiazepines, Buprenorphine, Carisoprodol, Cocaine, Cotinine (Nicotine), Dextromethorphan, Ecstasy (MDMA), Fentanyl, Marijuana, Methadone, Opiates, Oxycodone, PCP, and Tramadol by enzyme immunoassay (EIA). Additional specialty drugs available upon request.

- Specimen Collection & TPA Support: eScreen can offer reliable collection sites across the country to assist agencies with employee testing, including breathalyzer (BAT) testing. The current network consists of thousands of locations across the United States and Canada. These sites are experienced in specimen collection and follow the established federal guidelines maintaining proper collection procedures and assuring specimen integrity. Department representatives will search eScreen’s Preferred Collector Network for a location that provides all of the services that the client has requested within 5 to 10 miles of the provided zip code; if eScreen does not have a site within its database that is close to the requesting zip code, eScreen may utilize external resources including industry guides and online directories to find new sites to contact and provide to the client. Their integrated web-based management system, MyeScreen, features a “closed loop” service ordering model that includes the ability to integrate not only laboratory testing, but also medical review officer (MRO) services, physical exams (ePhysical), electronic occupational health services, wellness and biometric screening, and electronic driver qualification file management (eDQ) into the employee screening process. Other unique features include a one-time “passport” for the employee/candidate to take to an assigned collection site for testing and the option to utilize the employment industry’s only instrumented point of care urine drug screens (eCup and xCup) instead of laboratory analysis for the initial screen.

RAPID DIAGNOSTICS DRUG TESTING

Abbott also offers a comprehensive suite of rapid, point-of-care test (POCT) products as follows:

- Panel-Dips: Testing using panel-dips is a simple procedure of collecting the specimen, dipping the device in the specimen, and reading the results. The built-in procedural controls show whether results are negative, positive, or invalid within minutes.

- Integrated Cups with or without built-in validity strips (iCup, iScreen Round Cup, iScreen Slim Cup, iScreen Square Cup): Cup format devices are popular among field work employees such as probation officers and social workers. Our integrated cup devices are clean, easy, and effective screening devices ideal for sending presumptive positive specimens to the lab for confirmation. The self-contained cups simplify the collection procedure while minimizing collector exposure to urine. All of our integrated cup formats include an easy to interpret test/control window and temperature strips to verify urine substitution. Some configurations of our cup devices include the additional benefit of validity strips; these color comparison strips help to alleviate adulteration and tampering concerns by testing for three or more validity parameters. The test strips are positioned on the side of the cup so that testing begins immediately once enough specimen has been provided.

- Oral Fluid Devices: Oral fluid devices are particularly popular in juvenile services agencies, as they eliminate privacy concerns and same sex collector issues. Abbott offers different formats of oral fluids devices, most of which may be sent back to our laboratory for

		confirmation testing directly in the device. • Instant Alcohol Devices: Semi-quantitative screening tests to estimate blood alcohol concentration using human saliva. • Specimen Validity Strips (Adulteration Strips): Our Specimen Validity Strips (commonly referred to as adulteration strips) test for the following measures: Creatinine, Specific Gravity, Nitrite, Glutaraldehyde, pH, and Oxidants/PCC (Pyridinium Chlorochromate). These parameters help assess the integrity of a urine sample. • Many of our urine devices are FDA 510(k) cleared to market. All of the on-site devices listed above are easy to use with a limited number of steps and a built-in control line to ensure test validity. No reagents are required to run any of our on-site tests. Please see product inserts for specific instructions on use for each device. • SoToxa Oral Fluid Mobile Test System: Simple and fast drug screening results are critical, whether to take actions for public safety or to keep clients accountable on a recovery journey. The SoToxaTM Oral Fluid Mobile Test System is a portable tool that can make testing simple, results accessible, and the process more convenient for everyone. An evolution in our drug testing technology portfolio, the handheld SoToxa analyzer screens oral fluid samples for 6 drug classes and delivers on-the-spot results. This convenient, non-invasive tool resolves urine collection issues while removing subjectivity from your results. Since its release, the SoToxa analyzer has gained increasing popularity with law enforcement agencies for use in roadside testing. REAGENTS FOR IN-HOUSE LABS Through our Abbott Toxicology affiliate, Immunalysis, we can provide products that support in-house toxicology laboratory systems. The Abbott reagent portfolio—which includes HEIA, SEFRIA, and ELISA formats for multiple matrices—allows easy screening for relevant substances. Their complete line of assays, calibrators and controls enables implementation of an efficient drug testing system. We have included immunoassay reagent kits in our offering for now and can work to add full equipment systems and assistance with technical setup if these become desired by the Sourcewell membership. Please know that we will add—and have historically added—products and services as they become available.
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Redwood is providing solutions that include urine and oral fluid laboratory-based testing (standard drugs and esoteric/specialty drug tests), rapid drug testing devices, plus third-party collection services. As mentioned in the previous section, subcategories that focus by type of consolidated offering may include distinctions in setting, such as Criminal Justice, Clinical/Treatment, or Employment, which could require different laboratory licensures or technology to support reporting or client monitoring, or availability of a different type of ancillary service such as Medical Review Officer services or Occupational Health services. Please see our answer to the previous section for more detailed information. *
73	Describe your complete chain-of-custody process for both paper and/or electronic records. Provide details on: - Audit-trail features - On-site observed-collection protocols - Observer qualifications - Privacy safeguards during observed collections - How each step is documented and retained If the collection, laboratory analysis, or results reporting is subcontracted, describe the subcontractor's chain-of-custody process AND explain how you audit and enforce those controls.	CHAIN OF CUSTODY/TRACEABILITY All of Abbott's toxicology laboratories have documented chain of custody processes meeting the standards as required by their laboratory licensures and certifications. Our laboratories all follow drug testing protocols in line with those certifications. The process below specifically outlines Redwood Toxicology Laboratory's process. Redwood's laboratory procedures are designed to maintain traceability throughout the testing process. This involves intralaboratory chain of custody documentation as an "audit trail" of handling. Details on this process are outlined below. • Test Requisition Form Completion/Shipping: In any specimen journey, traceability begins with the test requisition process. Redwood Toxicology Laboratory offers both traditional handwritten requisitions and electronic requisition options. Our proprietary ToxAccess desktop (printed) solution and ToxAccess Mobile (paperless) solution are electronic options available to create efficiencies, improve data accuracy, and allow for the most timely processing of specimens. Specimen traceability and documentation of handling continues to be provided using these electronic solutions. ToxAccess desktop (printed) forms are to be completed and signed by both the donor and the collector as part of the specimen collection process. The peel-off security seal goes over the lid of the 90 mL specimen bottle and the peel-off label goes around the side of the bottle, both with QR codes that match back to the collection. Alternatively, when ToxAccess Mobile is utilized, the mobile security seal QR code is scanned as part of the collection process and placed over the lid of the bottle, then signatures are gathered digitally on the mobile device screen and captured as part of the saved collection details. The sample bottle (along with the printed form, if desktop is utilized) is placed into the double-pouch specimen bag, which contains a sponge that will absorb urine if the bottle leaks. The sample and the requisition form should be placed in separate pouches of the bag. The urine samples are placed into the FedEx lab pack, the pack is sealed, the FedEx label is applied to the outside of the pack, and a FedEx courier will pick up the samples. • Receipt of Specimen at Lab: Once a specimen arrives at the laboratory, specimen processing procedures include documentation of specimen and aliquot handling and processing from receipt at the laboratory through screening, confirmation and storage. Specimen unloading and processing is performed in the receiving area of the laboratory. Entrance to this area is limited

to authorized personnel only. The person removing the specimen from the lab pack or mailer examines the specimen for any signs of tampering. If handwritten or ToxAccess desktop forms are used, the person receiving the specimen initials and dates the test requisition form and documents whether or not the seal was intact (for mobile seals, an internal chain of custody is dated and initialed). If mobile seals are used, specimens are loaded onto a tray and documentation of the receiving technician occurs electronically in the laboratory information management system (LIMS) at the time of screening; documentation of whether or not the seal was intact will also occur in the LIMS.

Barcodes on both the printed test requisition form (if desktop is used) and specimen are scanned electronically to enter the specimen into the LIMS; the system will match the specimen up to the existing electronic requisition. If the desktop version was used, the requisition form will be scanned by lab personnel following receipt and accessioning so that a pdf copy of the document will appear alongside the result when testing is completed. If the mobile process was utilized, the collection details—including electronic signatures of both the donor and the collector—will already be ready in the ToxAccess system for viewing.

Each assembled tray of urines has an Intralaboratory Chain of Custody form that accompanies it. This form indicates how the specimen was received (e.g. FedEx), the initials of the person assembling the tray, the initials of the person accessioning the tray, and the initials of the technician who aliquoted the specimens and operator that loaded them onto the instrument for analysis. This form also has an area to record the quality control for each tray.

• Screening: The Accessioning Worksheet and the Intralaboratory Chain of Custody form accompany the tray to the screening laboratory; urines are examined for signs of adulteration when they are aliquoted. The person who aliquots the urine initials the Accessioning Worksheet on the “Loaded By” line. When the results are ready, they are reviewed by the laboratory technician and any exceptions are noted on the Exceptions Handling Form for further testing. After testing, each original urine specimen is scanned to see whether it will move forward to confirmation, be stored in the warehouse, or be placed in temporary storage for disposal based on results of initial screening and/or tests requested by the client. If the urine specimen tests positive and goes on to confirmation, a confirmation label is applied—as outlined in more detail below in the post-screening sections—and the technician applying the label initials the Labeled By area on the Accessioning Worksheet. Specimens not going on for confirmation but that need to be stored in the warehouse also get a routing label based on storage requirements.

• Post-Screening (Urine Automated Extraction): If a specimen is positive and requires further testing via automated extraction, two labels will print out: the routing label (with a confirmation ID) will go on the original specimen container, and the Aliquot Label is applied to an empty tube for confirmation testing. If multiple confirmations are needed, there will be multiple aliquots that each get their own Aliquot Label, with the confirmation test indicated on each. The technician will aliquot a portion of specimen into the empty tube(s) and place on the designated wire racks. Once scanning and aliquoting for a screen batch is complete, the technician signs an interlaboratory chain of custody for each of the confirmation tests aliquoted. These aliquots are then combined to build a batch, and a confirmation intralaboratory chain of custody is initiated. *

Post-Screening (Urine Manual Extraction): If a specimen is positive and requires further testing via manual extraction, a confirmation label is printed and affixed on the original specimen container and the specimens are placed in temporary storage pending extraction. The technician prints a confirmation worksheet by individual confirmation test and pulls and aliquots all specimens indicated on each worksheet. A confirmation intralaboratory chain of custody is initiated and used throughout the confirmation testing process.

• Confirmation: Confirmation chain of custody is documented by intralaboratory chain of custody forms that document all personnel who handle the specimen from sample preparation through quality control, data review, and reporting. This form requires documentation of the technician signature and the date(s) of all phases of handling of the original specimen and subsequent aliquots including batch assembly and aliquoting of specimens; extract specimens, confirmation analysis and final storage of confirmed positives. Additionally, the form includes documentation of Analyst and Certifying Scientist review.

OBSERVED COLLECTIONS PROTOCOLS, INCLUDING OBSERVER QUALIFICATIONS & PRIVACY PROTOCOLS

Redwood and eScreen subcontract collection services through a wide network of third-party providers who perform testing according to the needs of the types of agencies with which they work.

In eScreen’s network—where workplace testing is the focus—many of the clinic locations offer collections in accordance with the U.S. Department of Transportation (DOT) standard collection guidelines and/or SAMHSA’s Urine Specimen Collection Handbook. The DOT regulates drug testing for safety-sensitive transportation employees and has set specific specimen collection requirements in accordance with federal regulations. Under 49 CFR Part 40, the DOT includes key privacy-related protocols, including handling of the custody and control form, handling of specimens, and the sharing of personal information only with authorized parties. When collection sites join eScreen’s network, they indicate their ability to perform DOT drug screen collections and are identified accordingly in the system to automatically filter them for customers selecting this service at the time of scheduling. Clinics who have identified as offering DOT services add individual collectors into the Screen123 system who are qualified to collect DOT specimens. In this fashion, customers are ensured that DOT collections are being performed by certified collectors.

		Collector training is the responsibility of the clinic or entity performing the collections. eScreen trains these locations regarding use of eScreen software. For third-party collections in the criminal justice and other non-employment settings, Redwood can work with the requesting agency to identify collection practice and staffing requirements and, if there are specialized needs, we can build this into a subcontractor agreement to ensure protocols are agreed upon and followed by the collection site. We have established relationships with many reliable vendors—some of whom have previously shared their training program, audit processes, and code of conduct policies with us to speak to their professionalism and attention to industry protocols. We have seen some of these agencies reference training in accordance with the National Drug & Alcohol Screening Association (NDASA) as an industry resource, as well as training regarding trauma-informed care standards provided by SAMHSA. Again, as the need arises, we are willing to incorporate a scope of work requirement into a participating addendum for agencies who require specific practices or service features incorporated into their program and ensure they are matched with a third-party collector who agrees to these requirements. Some of the measures Abbott currently takes to support privacy practices include: • No unauthorized access to data: • System security practices internal to Abbott include applying varying levels of internal access to data, restricted by staff profile/role • MyeScreen and ToxAccess databases are only accessible following secure sign-in with a unique username and password; user access may be activated and deactivated by customers who have administrative user roles • Varying permissions by role are available in our ToxAccess platform to limit access to data as desired for customer staff and/or third-party collection providers; for example, collectors can be given “collection” privileges with access to standard collection features but excluded from “results viewing” privileges • Confidentiality of records: • HIPAA and privacy training is a standard requirement of all employees, performed upon hire and annually thereafter. Training compliance is closely monitored by our Quality team to ensure completion. • Policies are in place regarding the release of information; for example, best practices are in place for result report findings and requests for litigation and expert witness services, as they pertain to individual donor information.
74	Describe and detail your client portal and API capabilities, including: - Ordering - Status tracking - Results delivery	CLIENT PORTALS Abbott has invested significant time and development resources in technology that puts our customers’ needs front and center. As we’ve outlined in previous sections, Redwood Toxicology Laboratory’s web-based management system, ToxAccess™—which is provided at no additional charge to our customers—allows for: • simplified collections and test requisition (i.e. lab test ordering) processes with minimal to no physical paperwork • automated client scheduling based on customer selected parameters • system-facilitated participant daily check-ins • easy-to-find results • logging of rapid test results • tracking the status of the specimen from collection to result reporting • enhanced user permissions for control of access to data • consolidated participant results and activities for a more complete snapshot of an individual’s program success • on-demand statistical reports • and more! Our new ToxAccess Mobile™ solution makes it easy for staff to quickly collect specimens without missing a step and for program managers to conveniently review client results on the go. Further, with a variety of statistical reports available on-demand, customers are empowered with access to their own data, which can be filtered to show individual client histories, specific case manager caseloads, and overall program statistical insights to help direct their future decisions. During onboarding, we encourage customers to meet with one of our dedicated ToxAccess experts regarding their current program logistics to explore features that might improve their collection experience or how they access results, client compliance info, and statistical data to make their program more efficient. For employee testing, customers have on-demand employee test scheduling (i.e. test ordering) available through the MyeScreen™ portal, which offers visibility into available off-site clinics in their area offering the collection and testing services they need. The MyeScreen system also offers easy result retrieval for authorized staff to view employee test results. API CAPABILITIES As mentioned in our response to section 42, Redwood has the capacity to provide a results interface to support customers who have their own software and are looking for consistency and the ability to view data all in a single system. Redwood does not have a formal Application Programming Interface (API) but we do have several specification documents based on the preferred data format. We offer integrations with CSV, XML and HL7 formatting. Our preferred results delivery method is SFTP, which we can host. Ordering and results delivery are both capabilities we can accommodate and work on with the cooperation of a customer’s specific software vendor to accommodate integration of results with a third-party software.
75	Describe how your organization ensures	Redwood is committed to protecting the privacy of our clients’ personal health information.

	compliance with applicable data protection regulations, including HIPAA Personally Identifiable Information (PII), Sensitive Personal Identifiable Information (SPII), and, if applicable, Criminal Justice Information Systems (CJIS) requirements.	When applicable, it is the policy of Redwood to comply with the Health Insurance Portability and Accountability Act (HIPAA), which establishes a set of national standards for the protection of certain health information. It is also the policy of Redwood to comply with all applicable state and other federal laws governing privacy, to the extent those laws are not preempted by HIPAA. In the event Redwood receives, stores, processes or otherwise uses any information from the Part 2 Program, that it complies with the provisions of the federal regulations governing Confidentiality of Alcohol and Drug Abuse Patient Records, 42 CFR Part 2 and will undertake to resist in judicial proceedings any effort to obtain access to information pertaining to patients otherwise than as expressly provided for in the federal confidentiality regulations, 42 CFR Part 2. Below are additional ways in which we provide data security in alignment with standard regulations. REGULATORY COMPLIANCE Abbott is committed to maintaining compliance with applicable regulations, including the Sarbanes-Oxley Act (SOX) and the Health Insurance Portability and Accountability Act (HIPAA). Compliance is achieved through structured governance processes that ensure systems are assessed, validated, and monitored throughout their lifecycle. Regular audits and reviews are conducted to verify adherence to regulatory requirements and internal standards. INFORMATION SECURITY POLICIES Abbott maintains comprehensive information security policies that guide the secure design, development, and operation of systems. These policies address: · Authentication and access control · Password management · Secure asset and environment management · Threat modeling and risk assessment · Incident response and vulnerability disclosure · Continuous monitoring and surveillance Security controls are embedded throughout the system lifecycle and are regularly reviewed to ensure effectiveness and alignment with evolving risks. PERSONNEL All employees undergo background checks prior to employment and receive security and compliance training during onboarding. Ongoing training is provided annually and tailored to specific roles, ensuring awareness of cybersecurity principles, privacy requirements, and secure system practices. PHYSICAL SECURITY Abbott's infrastructure is protected by layered physical security measures, including: · Controlled access to facilities · 24/7 surveillance · Environmental safeguards · Physical protection of systems and communication ports These controls help ensure the integrity and availability of critical systems and data. ACCESS CONTROL Access to systems is governed by the principle of least privilege. Controls include: · Role-based authentication · Multi-factor authentication · Session timeout protocols · Periodic access reviews · Secure remote access via VPN Access is continuously monitored and adjusted based on business needs and risk assessments. ENCRYPTION Abbott uses industry-standard encryption protocols to protect data in transit and at rest. Encryption technologies are applied to sensitive data, including authentication credentials and system logs, to ensure confidentiality and integrity. SYSTEM LIFECYCLE (SLC) Abbott follows a structured System Lifecycle (SLC) methodology to manage systems from initial planning through decommissioning. The SLC includes: · Planning and requirements analysis · Secure design and development · Configuration and coding · Testing and implementation · Operations and maintenance · Decommissioning Each phase includes defined deliverables and validation activities to ensure systems are secure, compliant, and fit for intended use.

		LOGGING & MONITORING Abbott maintains robust logging and monitoring across systems and networks. Logs are securely stored, regularly reviewed, and used to detect anomalies, support investigations, and ensure compliance with security policies. VULNERABILITY MANAGEMENT Abbott's vulnerability management program includes: · Continuous scanning and monitoring · Threat modeling and risk evaluation · Timely remediation and compensating controls · Coordinated vulnerability disclosure · Post-market surveillance and incident tracking Vulnerabilities are assessed using recognized frameworks, and mitigation strategies are implemented to maintain a strong security posture.
76	For your proposed solutions and services, describe any performance standards, or guarantees, including any relevant policies, metrics, KPIs, etc.	As stated previously, Redwood is committed to providing clients with timely results that are accurate, valid, based on standard procedures, compliant with evidentiary standards, compliant with mandated government or other prevailing regulatory requirements for clinical and/or forensic toxicology laboratories, and obtained in an effective and efficient manner. TRACKED KEY PERFORMANCE INDICATORS (KPIs) – QUALITY SYSTEM Abbott takes the quality of our services very seriously. Abbott defines and rigorously monitors a comprehensive set of Key Performance Indicators (KPIs) to evaluate quality outcomes and drive continuous improvement across our laboratory operations. These KPIs are formally reviewed during structured forums including monthly Corrective and Preventive Action (CAPA) Review Board meetings, monthly Abbott Monthly Reviews (AMR), and quarterly Management Review meetings. The KPIs encompass a wide range of quality domains, including nonconformance and CAPA management, customer complaints, laboratory controls, training compliance, and turnaround times. Key metrics include the number of Quality Incidents (QIs) and CAPAs initiated and closed, the percentage of investigations open beyond 90 days, and the average number of days to close investigations and resolution plans. Performance targets are clearly defined—for example, investigations are expected to be completed within 60 calendar days, and corrective action effectiveness is targeted at ≥90%. These metrics are tracked using enterprise systems, with results analyzed and reported monthly and quarterly. Customer complaint metrics are also closely monitored. The organization maintains a target of fewer than 10 complaints per one million samples tested, and any complaint unresolved beyond 90 days is escalated. Complaint resolution cycle times are tracked, and root cause investigations are conducted when necessary. Laboratory control KPIs include the timeliness of method validations, proficiency testing pass rates, and QC data trending. Training and competency KPIs are also tracked. The laboratory maintains a compliance target of >98% for on-time training and competency assessments, with monthly monitoring and corrective actions initiated if the rate falls below 100%. Additionally, turnaround time (TAT) metrics are tracked for both screening and confirmation testing, with defined targets based on the type of testing requested by clients. These KPIs are not only used to monitor performance, but also to inform strategic decisions, allocate resources, and identify areas for improvement. The integration of these metrics into the broader Quality Management System ensures that quality objectives are consistently met, and that the laboratory remains in full compliance with regulatory and client expectations. Internal Blind Proficiency Testing As part of our ongoing commitment to quality assurance/quality control, we maintain an internal blind proficiency program that submits blind proficiency specimens daily. The blinds are tested by both screen and confirmation procedures in a manner like donor samples. The internal blind proficiency testing program allows monitoring of specimen unloading, chain of custody, computer accessioning, screening, confirmation procedures, certification of final results, and reporting of final results. This allows evaluation of the testing process, and the competency of laboratory personnel involved with the testing and reporting process. All administrative details regarding specimen identification and results of blind proficiency testing are documented and maintained by the General Laboratory Supervisor or designee. Results are reviewed by the laboratory director. External Blind Proficiency Testing We also subscribe to the following external proficiency testing agencies: • American Association of Bioanalysts: Two urine drugs of abuse samples are sent to our lab each quarter to be tested. Five urine samples are sent for pregnancy testing. • Pennsylvania State Department of Health's Proficiency Testing Services: Five urine drugs of abuse samples are sent to our lab each quarter to be tested. • College of American Pathologists Urine Drug Screening & Confirmation: Ten urine drugs of abuse samples are sent to our lab each quarter to be tested.

		• RTI International: Five oral fluid drugs of abuse samples are sent to our lab each quarter to be tested. TURNAROUND TIME BENCHMARKS We understand how important it is to provide timely results that keep participants accountable. Redwood Toxicology Laboratory aims to provide standard drug screen-only results within 24 hours of receipt at the laboratory—and in fact, the majority of the time, negative urine screen results for standard drug tests are reported within 12 hours of receiving the specimen* (i.e. results reported same-day as receipt in the laboratory). Confirmations of presumptive positive screens for standard drugs of abuse by more sensitive and specific liquid chromatography-tandem mass spectrometry (LCMS/ MS) methods are anticipated to take 48 hours to report from receipt at the laboratory*, when automatic confirmation of positive urine screens are requested or specimens are sent directly to the laboratory for confirmation, in both cases using electronic test requisition through ToxAccess or ToxAccess Mobile (nonclinical specimens only). Oral fluid confirmations typically are reported within 72 hours from receipt at the laboratory. Our laboratory aims for 90% or greater agreement with this timeline as a benchmark for steady turn-around time achievement. Specialty tests such as our Premium Synthetic Cannabinoids (K2/Spice) or Premium Designer Stimulants (Bath Salts) panels—which are performed by LC-MS/MS—are typically reported within 3 to 4 days after receipt of specimen in the laboratory. Complex specialty tests such as Premium Fentanyls may take additional time.* * Turn-around times include business days only; additional time may also be required if retesting is necessary for validation. At Abbott, the focus is on quality; this includes verification of test results as a measure to help ensure that clients can trust in the accuracy of what is reported. These verifications are run to ensure that test results are scientifically valid and forensically defensible. For employee testing, Alere Toxicology Services laboratories, through eScreen Workplace services, provides industry-standard turn-around times for drug testing results. It will take 24 to 48 hours from receipt of the specimen at the laboratory to report negative results and up to 5 business days for non-negative results, depending on the substances being confirmed. RAPID TEST DEVICE QUALITY MONITORING Abbott's broad menu includes those from our own line of testing products developed and manufactured by our affiliated manufacturing branch under Abbott, and from established third-party manufacturers who are reviewed for quality and cost effectiveness by our Supplier Quality and Global Procurement teams. Our offered products have been tested for accuracy and specificity, as are outlined in the product inserts that are provided with our devices (and included in this proposal). Further, as a medical device distributor, Abbott maintains a new product introduction process that includes documented purchasing and label review procedures to verify that products offered for sale meet all applicable FDA regulations as they apply. Abbott's Toxicology division maintains a devoted quality assurance team that provides ongoing monitoring of complaints in order to improve our rapid drug test products and to quickly assess issues as they arise.	

Table 7B: Criminal Justice, Legal, Corrections, Law Enforcement, and Behavioral Health Testing and Screening

Indicate below if the listed types or classes of Solutions are offered within your proposal. **In the Comments boxes provided, describe how your proposed solution(s) meet or exceed the category and/or sub-category.**

☐ We will not be submitting for Table 7B: Criminal Justice, Legal, Corrections, Law Enforcement, and Behavioral Health Testing and Screening

Line Item	Category or Type	Offered *	Comments
77	Toxicology testing, forensic and diagnostic screening, and DNA analysis of bodily fluids, tissues, or other biological specimens.	○ Yes ◉ No	Redwood Toxicology Laboratory will provide toxicology testing that includes forensic testing of urine and oral fluid (see section 78 below for details) but we will not be performing diagnostic/medical screening or postmortem testing on blood, tissue, or other biological specimens. *
78	Court-admissible reporting, expert testimony, and compliance monitoring for individuals in probation, parole, diversion, or medical-assisted treatment (MAT) programs.	◉ Yes ○ No	Redwood Toxicology Laboratory provides urine and oral fluid testing for criminal justice settings, such as probation, parole, diversion/drug courts (including those with MAT program components) and other court order testing programs, such as child protective or child and family department programs. Our offering includes laboratory screens and confirmations for standard drug testing, a relevant menu of emerging drugs to help inform interventions to keep participants safe and disciplinary actions when required, and technology solutions to assist with program management—for example, ongoing randomized testing schedules with participant call-ins, compliance monitoring (call-in regularity, collection activity adherence, results), and statistical reporting to gauge drug trends and program success. Please see our response to sections 71 for more details about the testing options we offer and section 42 for a description of all the features available through ToxAccess that support these kinds of programs. * Expert witness services supporting our results are available through: • written interpretation • written affidavits • litigation packets • telephonic/web testimony • in-court (in-court incurs fees for travel, a daily per-diem, and hotel cost not to exceed the county and state rates, and any other related travel cost) When subpoenaed to testify, the toxicologist will produce the chain of custody, laboratory results, quality control data, and GC-MS or LC-MS/MS confirmation of the positive drug(s).

Table 7C: Employment Related & Occupational Testing and Screening

Indicate below if the listed types or classes of Solutions are offered within your proposal. **In the Comments boxes provided, describe how your proposed solution(s) meet or exceed the category and/or sub-category.**

☐ We will not be submitting for Table 7C: Employment Related & Occupational Testing and Screening

Line Item	Category or Type	Offered *	Comments
78	Laboratory-confirmed and point-of-collection (POCT) drug and alcohol testing (e.g., pre-employment, random, post-accident, DOT-compliant).	◉ Yes ○ No	Through eScreen and/or our Alere Toxicology Services laboratories, we will offer pre-employment, random, post-accident, and DOT-compliant laboratory and/or POCT drug and alcohol testing services in urine and oral fluid. See our response to section 71 for more information about this offering. As discussed earlier in this proposal, eScreen is one of the largest employment testing providers in the nation. eScreen is a leading employer solutions group with a “closed loop” TPA process model that connects employer, employee, and clinician through a single technology ecosystem, with options for DOT and non-DOT testing. All tests are scheduled, captured, processed, and disseminated through the eScreen system and retrievable either through eScreen’s proprietary client facing software, MyeScreen.com and/or through an integration. *
79	Background checks and identity verification that are in conjunction with solutions in line 78.	○ Yes ◉ No	N/A *
80	Occupational health assessments and regulatory exams.	◉ Yes ○ No	eScreen offers complete workplace management packages that can include third-party management of the following types of occupational health services: o Physicals – including DOT and non-DOT physicals (not medically reviewed), audiogram, vision test, OSHA respirator questionnaire, pulmonary function test / spirometry, respirator fit test (qualitative or quantitative), chest x-ray, height/weight/blood pressure stats. o Testing/Vaccines – including TB/PPD testing, titer result interpretation, vaccinations (hepatitis B, Tdap, MMR, varicella) and titers o Medical Lab work – including A1C, lipid profile (with or without glucose), and titers for hepatitis A/B/C, mumps, rubella, MMR, varicella *

Table 7D: Related Products and Services

Indicate below if the listed types or classes of Solutions are offered within your proposal. **In the Comments boxes provided, describe how your**

proposed solution(s) meet or exceed the category and/or sub-category.

☐ We will not be submitting for Table 7D: Related Products and Services

Line Item	Category or Type	Offered *	Comments
81	Products and services related to Tables 7B and/or 7C above, such as test or sample kits and equipment, collection tools or devices, toxicology reagents, packaging, Medical Review Officer (MRO) services, chain-of-custody systems and documentation tools, mobile or on-site sample collection, technology solutions, system integration, training, support, and implementation services.	◉ Yes ○ No	RAPID TESTS (related to 7B): Abbott offers a wide array of rapid point-of-care test (POCT) devices that may be used by Members to perform testing on location, such as in a courtroom or in the field for case management. These devices provide visual read presumptive results within minutes, which allows Members to gather a preliminary result quickly. Abbott offers rapid POCT devices in a variety of formats, such as: • Panel dips (urine) • Integrated test cups (urine) • Cassettes (urine) • Alcohol strips (saliva) • Oral fluid devices • SoToxa instrumented handheld test device, digital read (saliva) • Breathalyzer Our POCT test configurations include from 1 up to 20 drugs (depending on the format), inclusive of standard and specialty drug tests and specimen validity test (SVT) measures. We also recently launched a new Emerging Drug Cup that tests for drugs like hallucinogens, novel psychoactive substances, and emerging synthetics, that often go undetected by standard drug tests, posing a significant risk to program participants. EMPLOYMENT TESTING SERVICES, INCLUDING THIRD PARTY COLLECTIONS (related to 7C): A third-party administrator (TPA) technology solution is available through our sister company, eScreen, to provide connected third-party collections, drug testing, and occupational health services, as well as SAMHSA-certified laboratories experienced in DOT and Non-DOT testing to support workplace testing needs. Their “closed-loop” process model connects the employer, employee, and clinician through a single technology ecosystem that drives efficiency, improves quality, and controls costs. The eScreen Occupational Health Network (EOHN) encompasses thousands of healthcare providers, across various hospitals, clinics, private practices, and collection sites. Our offering includes panels available through eScreen with collections, lab testing, and MRO services (available for workplace testing only). Please note that this includes third-party administration features not typical to most laboratory collection offerings, such as eScheduling nationwide collections (web or paper), COC tracking, on-site/after-hours collections scheduling (at an additional fee), and electronic record keeping/ result reporting through MyeScreen. Additional services eScreen can provide as part of collection site management include a randoms management program, with the following optional features: o generating random selections (standalone or consortium pool) o maintaining/updating employee lists o providing required documentation of participation in consortium o communications regarding remaining random tests TECHNOLOGY SOLUTIONS As described in our response to section 42, Abbott offers a number of technology solutions that include: • ToxAccess web-based information management system for features such as automated randomized test scheduling, automated participant check-in (call-in or web), participant compliance tracking, statistical reporting, and result retrieval (7B) • Paperless test requisitions/collections through a mobile device (phone or tablet) for criminal justice/treatment using our ToxAccess Mobile solution (7B) • Paperless test requisitions through eScreen’s ePassport system for employee/workplace testing (7C) • Electronic result access through MyeScreen (7C) REAGENTS As indicated in our response to previous sections, the Abbott portfolio of assays, calibrators and controls enables implementation of an efficient drug testing system. We have included immunoassay reagent kits in our offering for now and can work to add full equipment systems and assistance with technical setup if these become desired by the Sourcewell membership. INTEGRATIONS/INTERFACES As mentioned in our response to section 42, Redwood has the capacity to

			provide a results interface to support customers who have their own software and are looking for consistency and the ability to view data all in a single system. We offer the services of our Interface Specialist in creating and implementing an integration that pushes results into a Member's existing case management system. TRAINING / SUPPORT / IMPLEMENTATION As noted in our response to section 41, we offer a variety of materials for self-led training on proper rapid drug test performance and laboratory specimen collections protocols, as well as instructor-led training via web or in-person for onboarding and ongoing refresher trainings. Abbott's Toxicology division also offers a Comprehensive Answers Webinar Series designed to connect industry experts and deliver educational and relevant content to a varied audience of customers such as those in the Sourcewell membership who seek additional education on the drugs of abuse landscape and drug testing in general. As elaborated upon in our response to sections 26 and 28, our support offering includes dedicated teams for customer service (account maintenance and ordering), an IT helpdesk for technology assistance, and accessible support for toxicology inquiries such as assistance with interpretation and court support from our expert toxicologists, as well as an onboarding team to assist with account setup and training. Truly, Abbott's overall offering checks all the boxes in terms of our scope of services, providing a breadth and depth that is practically unmatchable in the industry.	

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- Pricing - Abbott Pricing Schedule - Sourcewell 101425.pdf - Tuesday October 14, 2025 14:09:06
- Financial Strength and Stability - FINANCIALS - Abridged Abbott SEC 10-K Filing 2024.pdf - Tuesday October 14, 2025 14:09:23
- Marketing Plan/Samples - Marketing Samples.zip - Tuesday October 14, 2025 14:09:46
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Immunalysis Standard T&Cs.docx - Tuesday October 14, 2025 14:10:00
- Requested Exceptions - EXCEPTIONS RFP_101425_Toxicology_Master_Agreement - RTL Redlines.docx - Tuesday October 14, 2025 14:10:14
- Upload Additional Document (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Mary Tardel, General Manager, Redwood Toxicology Laboratory, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

○ **Yes** ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum4_Laboratory_Toxicology_RFP101425 Fri October 3 2025 01:22 PM	☑	2
Addendum3_Laboratory_Toxicology_RFP101425 Wed October 1 2025 04:04 PM	☑	2
Addendum2_Laboratory_Toxicology_RFP101425 Mon September 29 2025 11:53 AM	☑	1
Addendum1_Laboratory_Toxicology_RFP101425 Mon September 15 2025 12:12 PM	☑	1