



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

DATE:	May 1, 2025
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Alcohol & Drug Testing Services
CONTRACT NUMBER:	2269A
COMMODITY CODE:	952.07
CONTRACT PERIOD:	May 1, 2025 through April 30, 2026
RENEWAL OPTIONS:	1 additional one-year renewal through 2027
USER DEPARTMENT:	Community Corrections
Contact Name:	Shelby Johnson
Phone Number:	804-501-4122
Email Address:	Joh40@henrico.gov
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Avertest, LLC dba Averhealth
Address:	2916 W. Marshall Street, Suite A
City, State:	Richmond, VA 23230
Contact Name:	Lauren Berens
Phone Number:	848-992-3650
Email address:	LBerens@averhealth.com
ORACLE SUPPLIER NUMBER:	278543
BUSINESS CATEGORY:	Non-Swam
PAYMENT TERMS:	Net 45
DELIVERY:	As needed and requested
FOB:	County of Henrico
BUYER: Name:	Oscar Knott, CPP, CPPO, NGP-CPP, VCO
Title:	Purchasing Director
Phone:	804-501-5649
Email:	kno008@henrico.gov

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



Henrico 2025- SERVICE FEES

Standard Panel comprised of any five (5) Standard Assays plus one (1) Specialty Assay (options listed below)	<p>Option 1: No Sample Collection: <u>\$7.65 per specimen*</u></p> <p>Option 2: Sample Collected in Vendor Facility: <u>\$12.30 per specimen*</u></p> <p>Option 3: Sample Collected in Provider Facility: <u>\$24.04 per specimen*</u></p>
Standard Drug Add-on (options listed below)	\$ 0.50 / test
Specialty Drug Add-on (options listed below)	\$2.50 / test
Unable to Provide, Refusal, and Rejected Samples	\$12.30 / test
Urine Xylazine Immunoassay Add-on	\$9.00 / test
Urine Gabapentin Immunoassay Add-on	\$5.00 / test
Naloxone or Naltrexone Urine LC-MS/MS Analysis	\$25.00 / test
Synthetic Cannabinoids & Stimulants Urine LC-MS/MS Analysis	\$35.00 / test
Standard Oral Fluid Panel (<i>Benz, Coc, Meth, Opiates, & THC</i>)	\$20.09/ panel *
Oral Fluid Add-ons (<i>alcohol, buprenorphine, fentanyl, methadone, oxycodone, and tramadol</i>)	\$2.50 / panel
Hair Test (<i>amphetamines, benzodiazepine, cannabinoids, cocaine, and opiates</i>)	\$145.00 / panel
Confirmation Testing	\$15.00 per assay
In-person Expert Witness Testimony	\$1,500 per event
Litigation Packet	\$150.00 / packet
Case Management System	Included, No Charge
Random Selection	Included, No Charge
Client Notification System	Included, No Charge
Video Testimony	Included, No Charge
Training & Consultation Sessions	Included, No Charge
Participation in Court Staffing Sessions	Included, No Charge
Additional Invoice Customization	\$15.00 per invoice

Drug Type	Drug Names
Standard Assays	Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, methaqualone, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene
Specialty Assays	Buprenorphine, Carisoprodol, Cotinine, ETG, Fentanyl, Heroin, Ketamine, Mitragynine, LSD, Meperidine, Tramadol, or Zolpidem



* Pricing is based on an estimated volume of no less than 650 samples per month. If volume is less than 650 per month, pricing may increase. The above pricing applies to the initial year of service. Each subsequent year of service will see a price increase of 3%.

SPECIMEN ASSAY CUTOFFS

Name	Type	Screen Cut-off	Confirmation Cut-off
Creatinine	Urine	20 mg/dL	N/A
Amphetamines	Urine	1000 ng/mL or 500 ng/mL	100 ng/mL
<i>MDA</i>	Urine		50 ng/mL
<i>MDEA</i>	Urine		50 ng/mL
<i>MDMA</i>	Urine		50 ng/mL
<i>Amphetamine</i>	Urine		100 ng/mL
<i>Methamphetamine</i>	Urine		100 ng/mL
<i>Phentermine</i>	Urine		50 ng/mL
Cannabinoids	Urine	20 ng/mL or 50 ng/mL	N/A
<i>Delta-9 Carboxy-THC</i>	Urine		5 ng/mL
Cocaine	Urine	300 ng/mL or 150 ng/mL	N/A
<i>Benzoylcegonine</i>	Urine		50 ng/mL
Opiates	Urine	300 ng/mL or 2000 ng/mL	N/A
<i>Codeine</i>	Urine		50 ng/mL
<i>Hydrocodone</i>	Urine		50 ng/mL
<i>Hydromorphone</i>	Urine		50 ng/mL
<i>Morphine</i>	Urine		50 ng/mL
<i>Oxycodone</i>	Urine		50 ng/mL
<i>Oxymorphone</i>	Urine		50 ng/mL
<i>Heroin metabolite (6-MAM)</i>	Urine	10 ng/mL	5 ng/mL
PCP	Urine	25 ng/mL	12.5 ng/mL
Barbiturates	Urine	200 ng/mL	N/A
<i>Butabarbital</i>	Urine		100 ng/mL
<i>Pentobarbital</i>	Urine		100 ng/mL
<i>Butalbital</i>	Urine		100 ng/mL
<i>Phenobarbital</i>	Urine		100 ng/mL
<i>Secobarbital</i>	Urine		100 ng/mL
Benzodiazepines	Urine	200 ng/mL	N/A
<i>Alprazolam</i>	Urine		50 ng/mL
<i>Clonazepam</i>	Urine		50 ng/mL
<i>Diazepam</i>	Urine		50 ng/mL
<i>Hydroxyalprazolam</i>	Urine		50 ng/mL
<i>Lorazepam</i>	Urine		50 ng/mL
<i>Nordiazepam</i>	Urine		50 ng/mL
<i>Oxazepam</i>	Urine		50 ng/mL
<i>7-Aminoclonazepam</i>	Urine		50 ng/mL
<i>Temazepam</i>	Urine		50 ng/mL
Buprenorphine	Urine	5 ng/mL	5 ng/mL
<i>Norbuprenorphine</i>	Urine		50 ng/mL
Cotinine	Urine	500 ng/mL	N/A
Dextromethorphan	Urine	N/A	10 ng/mL
Ecstasy	Urine	500 ng/mL	100 ng/mL

EtG	Urine	500 ng/mL or 300 ng/mL	300 ng/mL
<i>EtS</i>	Urine		100 ng/mL
Fentanyl	Urine	2 ng/mL	1 ng/mL
<i>Norfentanyl</i>	Urine		1 ng/mL
<i>Acetyl Fentanyl</i>	Urine		1 ng/mL
<i>Acryl Fentanyl</i>	Urine		1 ng/mL
<i>Alfentanil</i>	Urine		1 ng/mL
<i>Benzyl Carfentanil</i>	Urine		1 ng/mL
<i>beta-Hydroxy Fentanyl</i>	Urine		1 ng/mL
<i>Butyryl Fentanyl</i>	Urine		1 ng/mL
<i>Carfentanil</i>	Urine		1 ng/mL
<i>Cyclopropyl Fentanyl</i>	Urine		1 ng/mL
<i>Fluorobutyryl Fentanyl</i>	Urine		1 ng/mL
<i>Furanyl Fentanyl</i>	Urine		1 ng/mL
<i>Methoxyacetyl Fentanyl</i>	Urine		1 ng/mL
<i>Methylfentanyl</i>	Urine		1 ng/mL
<i>Thienyl Fentanyl</i>	Urine		1 ng/mL
<i>Sufentanil</i>	Urine		1 ng/mL
Gabapentin	Urine	1500 ng/mL	100 ng/mL
Ketamine	Urine	100 ng/mL	50 ng/mL
Kratom	Urine	50 ng/mL	N/A
<i>Mitragynine</i>	Urine		5 ng/mL
LSD	Urine	0.5 ng/mL	N/A
Meperidine	Urine	200 ng/mL	N/A
<i>Meperidine</i>	Urine		50 ng/mL
<i>Normeperidine</i>	Urine		50 ng/mL
Methamphetamine	Urine	500 ng/mL	100 ng/mL
Methadone	Urine	300 ng/mL	25 ng/mL
<i>EDDP</i>	Urine		25 ng/mL
Methaqualone	Urine	300 ng/mL	N/A
Methylphenidate	Urine	N/A	5 ng/mL
<i>Ritalinic Acid</i>	Urine		25 ng/mL
Naloxone	Urine	N/A	50 ng/mL
Naltrexone	Urine	N/A	50 ng/mL
Pregabalin	Urine	N/A	25 ng/mL
Propoxyphene	Urine	300 ng/mL	25 ng/mL
SOMA	Urine	100 ng/mL	N/A
<i>Carisoprodol</i>	Urine		50 ng/mL
<i>Meprobamate</i>	Urine		50 ng/mL
Synthetic Stimulants & Cannabinoids	Urine	N/A	N/A
<i>4-chloro alpha-PVP</i>	Urine		10 ng/mL
<i>Dibutylone</i>	Urine		10 ng/mL
<i>Ethylone</i>	Urine		10 ng/mL
<i>Mephedrone</i>	Urine		10 ng/mL
<i>N-ethylpentylone</i>	Urine		10 ng/mL
<i>Butylone</i>	Urine		10 ng/mL

<i>Alpha-pyrrilidinohexanophenone (α-PHP)</i>	Urine		10 ng/mL
<i>BMDP</i>	Urine		10 ng/mL
<i>5F-MDMB-PICA metabolite 7</i>	Urine		10 ng/mL
<i>5F-ADB metabolite 7</i>	Urine		10 ng/mL
<i>JWH-018 5-Pentanoic acid metabolite</i>	Urine		10 ng/mL
<i>5-fluoro AMB metabolite 3</i>	Urine		10 ng/mL
<i>MDMB-FUBINACA metabolite M1</i>	Urine		10 ng/mL
<i>AB-FUBINACA metabolite 3</i>	Urine		10 ng/mL
<i>JWH-250-4-hydroxypentyl metabolite</i>	Urine		10 ng/mL
<i>MDMB-PENINACA butanoic acid metabolite</i>	Urine		10 ng/mL
Tramadol	Urine	200 ng/mL	50 ng/mL
<i>O-Desmethyltramadol</i>	Urine	200 ng/mL	25 ng/mL
Zolpidem	Urine	20 ng/mL	25 ng/mL
<i>Zolpidem PCA</i>	Urine		25 ng/mL
Xylazine	Urine	10 ng/mL	5 ng/mL
<i>4-Hydroxyxylazine</i>	Urine		5 ng/mL
Amphetamines	Hair		
<i>Amphetamine, Methamphetamine, MDA, MDMA, MDEA,</i>	Hair		200 pg/mg
<i>Phentermine</i>	Hair		200 pg/mg
Cocaine	Hair		100 pg/mg
<i>Benzoylcegonine</i>	Hair		50 pg/mg
Opiates	Hair		
<i>Codeine, Morphine, Oxycodone, Oxymorphone, Hydrocodone, Hydromorphone</i>	Hair		100 pg/mg
<i>6MAM</i>	Hair		20 pg/mg
PCP	Hair		50 pg/mg
Benzodiazepines	Hair		50 pg/mg
<i>Alprazolam, Clonazepam, Diazepam, Lorazepam, Nordiazepam, Oxazepam, Temazepam</i>	Hair		50 pg/mg
THC	Hair		10 pg/mg
Amphetamines	Oral Fluid	12.5 ng/mL	
<i>Amphetamine</i>	Oral Fluid		10 ng/mL
<i>Methamphetamine</i>	Oral Fluid		10 ng/mL
<i>MDA</i>	Oral Fluid		10 ng/mL
<i>MDEA</i>	Oral Fluid		10 ng/mL
<i>MDMA</i>	Oral Fluid		10 ng/mL
<i>Phentermine</i>	Oral Fluid		10 ng/mL
Benzodiazepines	Oral Fluid	5 ng/mL	
<i>Alprazolam</i>	Oral Fluid		5 ng/mL
<i>Diazepam</i>	Oral Fluid		5 ng/mL
<i>Nordiazepam</i>	Oral Fluid		5 ng/mL
<i>Lorazepam</i>	Oral Fluid		5 ng/mL
<i>Oxazepam</i>	Oral Fluid		5 ng/mL
<i>Temazepam</i>	Oral Fluid		5 ng/mL
<i>Clonazepam</i>	Oral Fluid		5 ng/mL

Buprenorphine	Oral Fluid	1.25 ng/mL	2 ng/mL
<i>Norbuprenorphine</i>	Oral Fluid		2 ng/mL
Cocaine	Oral Fluid	5 ng/mL	5 ng/mL
<i>Benzoyllecgonine</i>	Oral Fluid		5 ng/mL
THC	Oral Fluid	2 ng/mL	2 ng/mL
Ethanol	Oral Fluid	0.04 g/dL	0.01 g/dL
Fentanyl	Oral Fluid	2 ng/mL	0.5 ng/mL
<i>Norfentanyl</i>	Oral Fluid		0.5 ng/mL
Gabapentin	Oral Fluid		5 ng/mL
Ketamine	Oral Fluid		5 ng/mL
Meperidine	Oral Fluid		5 ng/mL
Opiates	Oral Fluid	10 ng/mL	
<i>6-MAM</i>	Oral Fluid		1 ng/mL
<i>Codeine</i>	Oral Fluid		10 ng/mL
<i>Morphine</i>	Oral Fluid		10 ng/mL
<i>Hydrocodone</i>	Oral Fluid		10 ng/mL
<i>Hydromorphone</i>	Oral Fluid		10 ng/mL
<i>Oxycodone</i>	Oral Fluid		10 ng/mL
<i>Oxymorphone</i>	Oral Fluid		10 ng/mL
Methadone	Oral Fluid	12.5 ng/mL	5 ng/mL
<i>EDDP</i>	Oral Fluid		5 ng/mL
PCP	Oral Fluid	2.5 ng/mL	5 ng/mL
Pregabalin	Oral Fluid		5 ng/mL
Tapentadol	Oral Fluid	N/A	5 ng/mL
Tramadol	Oral Fluid	10 ng/mL	5 ng/mL
<i>pg/mg = picogram per milligram of hair</i>			
<i>ng/mL = nanogram per milliliter of urine or oral fluid</i>			

*Science and technology are ever-changing. Therefore, drugs tested, cutoff levels, and assays listed above are subject to change. We will add additional drugs to our test menu when available to ensure you have the most expansive testing possible. In addition, as there is scientific reason to modify a drug panel or change a cutoff, we will do so without modification to the current contract. The lab report will always reflect the cutoff used during the testing process.



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Standard Panel comprised of any five (5) Standard Assays plus one (1) Specialty Assay (options listed below)	<p>Option 1: No Sample Collection: <u>\$7.43 per specimen</u></p> <p>Option 2: Sample Collected in Vendor Facility: <u>\$11.94 per specimen</u></p> <p>Option 3: Sample Collected in Provider Facility: <u>\$23.34 per specimen</u></p>
Standard Drug Add-on (options listed below)	\$ 0.50 / test
Specialty Drug Add-on (options listed below)	\$2.50 / test
Gabapentin Add-on	\$5.00 / test
Synthetic Cannabinoids Urine Analysis	\$25.00 / test
Synthetic Stimulants Urine Analysis (Bath Salts)	\$35.00 / test
Xylazine or Kratom	\$35.00 / test
Standard Oral Fluid Panel (Benz, Coc, Meth, Opiates, & THC)	\$19.50/ panel *
Oral Fluid Add-ons (alcohol, buprenorphine, fentanyl, methadone, oxycodone, and tramadol)	\$2.50 / panel
Hair Test (amphetamines, benzodiazepine, cannabinoids, cocaine, and opiates)	\$145.00 / panel
Confirmation Testing	\$15.00 per assay
In-person Expert Witness Testimony	\$1,500 per event
Litigation Packet	\$150.00 / packet
Case Management System	Included, No Charge
Random Selection	Included, No Charge
Client Notification System	Included, No Charge
Video Testimony	Included, No Charge
Training & Consultation Sessions	Included, No Charge
Participation in Court Staffing Sessions	Included, No Charge
Additional Invoice Customization	\$15.00 per invoice

Drug Type	Drug Names
Standard Assays	Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, methaqualone, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene
Specialty Assays	Buprenorphine, Carisoprodol, Cotinine, ETG, Fentanyl, Heroin, Ketamine, Mitragynine, LSD, Meperidine, Tramadol, or Zolpidem

* Pricing is based on an estimated volume of no less than 650 samples per month. If volume is less than 650 per month, pricing may increase. The above pricing applies to the initial year of service. Each subsequent year of service will see a price increase of 3%.

Attachment B BA

FO Pricing

2023-24 Pricing

Service	Price per Unit of Service
Standard Panel with ETG comprised of any of five (5) of the following assays plus ETG: Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene	No Sample Collection \$ <u>7.00</u> per specimen Option: Sample Collection in County Facility \$ <u>11.59</u> per specimen Option: Sample Collection in Provider Facility \$ <u>22.00</u> per specimen
Standard Drug Add-on List: Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene	\$ <u>0.50</u> per test
Specialty Drug Add-on List: Buprenorphine, Carisoprodol, ETG, Fentanyl, Gabapentin, Heroin, Ketamine, LSD, Meperidine, Tramadol, or Zolpidem	\$ <u>2.50</u> per test
Synthetic Cannabinoids Urine Analysis	\$ <u>25.00</u> per test
Synthetic Stimulants Urine Analysis (Bath Salts)	\$ <u>35.00</u> per test
Standard Oral Fluid Panel (Benz, Coc, Meth, Opiates, & THC)	\$ <u>19.50</u> per panel
Oral Fluid Add-ons (buprenorphine, methadone, oxycodone, and tramadol)	\$ <u>2.50</u> per panel
BAC Only	\$ <u>3.00</u> per test
Hair Test	\$ <u>85.00</u> per panel
Transdermal	\$ <u>100.00</u> per panel

Standard Confirmation Test	\$ <u>19.95</u> per test
Expert Witness Testimony	\$ <u>750.00 / 2-day session</u>
Litigation Packet	\$ <u>150.00</u> per packet
Case Management System	\$ <u>Included</u>
Random Selection	\$ <u>Included</u>
Client Notification System	\$ <u>Included</u>
Video Testimony	\$ <u>Included</u>
Training & Consultation Sessions	\$ <u>Included</u> per session
Participation in Court Staffing Sessions	\$ <u>Included</u> per session

SCOPE OF SERVICES

The Successful Offeror shall provide all labor, supervision, materials, and equipment to provide the following:

A. Information Management System (IMS):

1. The Successful Offeror shall provide the County with access to a secure, web-based IMS, that at a minimum allows the County to:
 - a. Enroll clients in the alcohol and drug testing program;
 - b. Enter custom test panels specific to each donor;
 - c. Order unscheduled tests for an individual donor;
 - d. Enter excused test periods for an individual donor;
 - e. Inactivate or activate donors;
 - f. Track and review donor test history;
 - g. Enter specific donor co-pay amounts;
 - h. Designate vouchers for specific donors; and
 - i. Track applicable donor payments.
2. The IMS shall include a dashboard view specific to each case manager that:
 - a. Provides the supervising case manager quick access to each donor;
 - b. Provides a consolidated summary of all activity related to each donor;
 - c. Illustrates if a donor is scheduled to test;
 - d. Shows if a donor has called the donor notification system or not; and
 - e. Provides a summary of recent positives, no shows, and other non-negative test results.
3. The IMS shall generate a legally defensible electronic chain of custody that fully integrates donor demographic data (name, gender, age, case manager, etc.) and tracks the specimen during all phases of the testing process.
4. The IMS shall provide the County with program analytics that aid the County in data analysis and report generating functions. Reports shall be sortable by supervising officer and at a minimum shall include:
 - a. Detailed and summary results;
 - b. Individual test reports;
 - c. Donor test history;
 - d. Overview of all testing activities; and
 - e. Detailed views of historic and future testing calendars, among others.

B. Automated Random Selection Calendar:

1. The Successful Offeror shall provide, support, and maintain a secure, HIPPA compliant automated random selection testing calendar that is configurable to County specified parameters and provides the ability to:
 - a. Create a unique default parameter that specify testing frequency and test panels, among other attributes;
 - b. Schedule donors on an individual or group basis;
 - c. Conduct testing services on any day of the year, including weekends and holidays;
 - d. View past and future testing events via the IMS; and
 - e. Manually order a one-time or unscheduled test for individual donors via the IMS.

C. Client Notifications:

1. The Successful Offeror shall provide, support, and maintain a donor notification system that notifies donors of the need to test. The donor notification system must:
 - a. Create a unique personal identification number (PIN) for each donor;
 - b. Record time, date, and phone number of when donors call;
 - c. At a minimum provide English and Spanish language options;
 - d. Calculate a call-in compliance score for each donor;
 - e. Report if a donor fails to contact the notification system;
 - f. Allow the supervising case manager to post custom text-to-speech messages for an individual donor or group of donors;
 - g. Provide capacity adequate to efficiently handle the number of calls received during peak call-in times; and
 - h. When the functionality is available, allow donors to select a text message option over a call-in option.

D. Specimen Collections:

The Successful Offeror shall:

1. Conduct same gender, directly observed urine collections, and provide oral fluid, hair, and blood specimen collection options, at the option of the County;
2. Develop a mutually acceptable time period with the County to implement specimen collection services;
3. Provide, maintain, and operate a Patience Service Center (PSC) for specimen collections, which will be located within County provided space;
4. Operate the PSC during mutually agreed upon hours on weekday testing days, weekend, and holiday testing days, and during regularly posted business hours on non-testing weekdays. The PSC will be closed on weekends and holidays if random testing is not scheduled. Currently, testing is done Monday through Friday from 4:30 p.m. to 7:00 p.m. If testing is done on the weekends, it will be from 9:00 a.m. to 11:00 a.m.;

5. Staff the office with personnel that are vetted via a criminal background check and drug test, trained how to collect various specimens, and provided instruction regarding the confidentiality of alcohol and drug testing information;
6. Provide an incident report if a donor attempts to use a device, adulterate a sample, or substitute a sample;
7. Conduct brief orientation sessions when each new donor reports for an initial test and on an as needed basis. The orientation sessions will provide donors with the necessary information regarding the alcohol and drug testing process. For select donors, the orientation may include the explanation and execution of a County-approved Alcohol & Drug Testing agreement and the explanation and distribution of a list of acceptable over the counter medications for common symptoms;
8. Conduct a breath alcohol test on all donors (or as ordered);
9. Check samples for a valid temperature range; and
10. If applicable, collect donor payments prior to specimen collection. Participants may use acceptable forms of payment approved by the Successful Offeror.
11. Conduct specimen validity testing via creatinine testing on all samples and specific gravity, PH, oxidants when needed.

E. Supplies and Transportation:

The Successful Offeror shall provide all necessary sample collection and transportation supplies and courier pick-up within 24 hours of notification for specimens collected by the County.

F. Laboratory Testing:

The Successful Offeror shall:

1. Operate a laboratory that is certified by the Department of Health and Human Services (DHHS), Clinical Laboratory Improvements Act (CLIA) and the College of American Pathologists – Forensic Drug Testing (CAP-FDT);
2. Conduct a laboratory immunoassay screen on all samples (instant test devices are not permitted);
3. Run all positive immunoassay screens a second time with a new aliquot of the specimen prior to reporting the positive specimen;
4. Report the screen results by the completion of the next business day following specimen collection (e.g., screen results for samples collected and shipped on Monday shall be reported on Tuesday.) Rapid results are essential in Drug Court Programs; therefore, results should be reported as quickly as possible;
5. Conduct confirmation via GC/MS or LC-MS/MS as requested by the County;
6. Retain non-negative specimens for five (5) business days;
7. Store positive samples in secure, temperature appropriate storage facility for thirty (30) days; and
8. Test assays at the cut-off levels listed in Table 1 below.

Table 1

Assay	Specimen	Screen Cut-off	Confirmation Cut-off
Amphetamines <i>Methamphetamines, Ecstasy, & MDMA</i>	Urine	300 ng/mL	250 ng/mL
Cannabinoids	Urine	20 ng/mL	10 ng/mL
Cocaine	Urine	300 ng/mL	50 ng/mL
Opiates <i>Codeine, Morphine, 6-MAM, Oxycodone, Hydrocodone, Hydromorphone</i>	Urine	300 ng/mL	100 ng/mL
PCP	Urine	25 ng/mL	25 ng/mL
Barbiturates	Urine	200 ng/mL	100 ng/mL
Benzodiazepines	Urine	200 ng/mL	100 ng/mL
Meperidine	Urine	200 ng/mL	100 ng/ml
Methadone	Urine	300 ng/mL	50 ng/mL
Methamphetamines	Urine	500 ng/mL	250 ng/mL
Ecstasy	Urine	500 ng/mL	100 ng/mL
Propoxyphene	Urine	300 ng/mL	50 ng/mL
EtG	Urine	500 ng/mL	300 ng/mL
ETS	Urine	N/A	100 ng/ml
Buprenorphine	Urine	5 ng/mL	50 ng/mL
Carisoprodol (SOMA)	Urine	100 ng/mL	200 ng/mL
Fentanyl	Urine	2 ng/mL	1 ng/mL
Heroin (6MAM)	Urine	10 ng/mL	10 ng/mL
Ketamine	Urine	100 ng/mL	100 ng/mL
LSD	Urine	0.5 ng/mL	200 pg/mL
Oxycodone	Urine	100 ng/mL	100 ng/mL
Tramadol	Urine	200 ng/mL	100 ng/mL
Zolpidem	Urine	20 ng/mL	10 ng/mL
Amphetamines <i>Methamphetamines & Ecstasy</i>	Hair	500 pg/mg	500 pg/mg

Cocaine	Hair	500 pg/mg	500 pg/mg
Opiates <i>Codeine, Morphine, 6-MAM, Oxycodone, Hydrocodone, Hydromorphone</i>	Hair	200 pg/mg	200 pg/mg
PCP	Hair	300pg/mg	300pg/mg
Cannabinoids	Hair	1pg/mg	0.1pg/mg
Amphetamines	Oral Fluid	50 ng/mL	20 ng/mL
Benzodiazepines	Oral Fluid	20 ng/mL	1 ng/mL
Buprenorphine	Oral Fluid	5 ng/mL	1 ng/mL
Cocaine	Oral Fluid	20 ng/mL	2 ng/mL
Cannabinoids	Oral Fluid	8 ng/mL	2 ng/mL
Opiates	Oral Fluid	40 ng/mL	1 ng/mL
Oxycodone	Oral Fluid	40 ng/mL	1 ng/mL
Methadone	Oral Fluid	50 ng/mL	5 ng/mL
Methamphetamines	Oral Fluid	50 ng/mL	20 ng/mL
PCP	Oral Fluid	10 ng/mL	1 ng/mL
Breath Alcohol Test	Breath	0.00	0.00

pg/mg = picogram per milligram of hair

ng/mL = nanogram per milliliter of urine

G. Results Reporting:

The Successful Offeror shall:

1. Report all test results and related information via the IMS;
2. Report test results for urine and oral fluid on the next business day;
3. Test results for hair and bloods specimens shall be reported within five business days;
4. Segment results and test data by supervising case manager;
5. Conduct data analysis on specimen results to discern new use from residual use;
6. Assist with results interpretation; and
7. Provide consultation and results interpretation in-person and/or via teleconference on an as needed basis.

H. Primary Contact:

The Successful Offeror will designate a primary contact, such contact may be changed from time to time as communicated by the Successful Offeror.

I. Expert Testimony:

The Successful Offeror shall provide legal affidavits and/or expert testimony upon request. The County will work with Successful Offeror to provide as much advance notice as possible for expert testimony needs.

J. Newsletter:

The Successful Offeror shall provide a free electronic newsletter, published monthly that covers topics in the criminal justice and public safety markets, including topics on emerging trends in the manufacturing and abuse of designer drugs and research and reporting on issues related to substance abuse.

K. Training and Orientation Sessions:

The Successful Offeror will conduct training and orientation sessions for judges, attorneys, and court staff with respect to alcohol and drug testing process. The Successful Offeror will work with the County to mutually schedule the training and orientation sessions.

L. Monthly Account Summary:

The Successful Offeror will track testing fees and donor co-pays to provide a monthly account summary and invoice within ten (10) calendar days following the end of the month.

M. Invoices:

Invoices for services shall be submitted to County of Henrico, Community Corrections Program P.O. Box 90775, Henrico VA 23273. For the Drug Treatment Court program participants, invoices should be sent to the attention of Sarah Perkins-Smith, Administrator, or designee and for the Community Corrections Program participants, invoices should be sent to Shelby P. Johnson, Director of Henrico Community Corrections, or designee. Invoices can also be emailed to Brian Whaley, Account Clerk, at wha35@henrico.us.



COMMONWEALTH OF VIRGINIA
County of Henrico

Non-Professional Services Contract
Contract No. 2269A

This Non-Professional Services Contract (this "Contract") entered into this 6th day of April 2022, by Avertest, LLC dba Averhealth (the "Contractor") and the County of Henrico, Virginia (the "County").

WHEREAS the County has awarded the Contractor this Contract pursuant to Request for Proposals No. 22-2269-1KMW (the "Request for Proposals"), for Alcohol & Drug Testing Services.

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

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

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

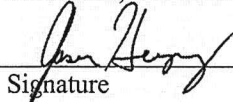
CONTRACT TERM: The Contract term shall be for a period of one year beginning May 1, 2022 and ending April 30, 2023. The County may renew the Contract for up to four one-year terms giving 30 days' written notice before the end of the term unless Contractor has given the County written notice that it does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

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

1. This Non-Professional Services Contract between the County and Contractor.
2. The General Contract Terms and Conditions included in the Request for Proposals;
3. Contractor's Best and Final Offer dated February 28, 2022 (Exhibit A);
4. Contractor's Original Proposal dated February 1, 2022 (Exhibit B); and
5. The Scope of Services included in the Request for Proposals.

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

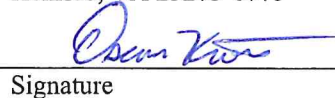
Avertest, LLC dba Averhealth
2916 W Marshall Street, Suite A
Richmond, VA 23230


Signature

Jason Herzog, Chief Executive Officer
Printed Name and Title

4/1/2022
Date

County of Henrico, Virginia
P.O. Box 90775
Henrico, VA 23273-0775


Signature


Purchasing Director

4/16/22
Date



COMMONWEALTH OF VIRGINIA

County of Henrico

DEPARTMENT OF FINANCE
Purchasing Division

February 28, 2022

Jason Herzog
Avertest, LLC
2916 W. Marshall Street, Suite A Richmond, VA 23230
cclements@averhealth.com

RE: RFP 22-2269-1KMW- Alcohol & Drug Testing Services

Dear Mr. Herzog:

This letter is to inform you that your firm has been selected to enter into negotiations for the above referenced solicitation.

To begin this process, please submit the following items:

1. Attachment A- Questions/Clarifications
2. Attachment B- BAFO
3. Exceptions to Henrico County's Terms and Conditions

Please provide the above items by 12:00 p.m. on March 7, 2022. A response via email attachment is sufficient.

If you have any questions, please contact me at 804-501-5690 or wil203@henrico.us.

Sincerely,

Kennedy Williams, VCA, VCO
Procurement Analyst III

Attachment A
Questions/ Clarifications

- 1) Can Kratom be added to the pricing list? Is this a drug Averhealth is willing to test?
Yes, Averhealth offers Kratom testing for \$35.00 / panel. We would be happy to add this to the County's pricing list.
- 2) Will Averhealth ensure that incident reports are submitted after an incident occurs per your policy included within the proposal?
Yes, Averhealth affirms that we will submit incident reports after an incident occurs per our standard policy.
- 3) Will Averhealth ensure specimen collections are conducted per your policy included within the proposal?
Yes, Averhealth affirms that we will conduct specimen collections per our standard policies.

**Attachment B
BAFO Pricing**

Service	Price per Unit of Service
Standard Panel with ETG comprised of any of five (5) of the following assays plus ETG: Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene	No Sample Collection \$ <u>7.00</u> per specimen Option: Sample Collection in County Facility \$ <u>11.25</u> per specimen Option: Sample Collection in Provider Facility \$ <u>22.00</u> per specimen
Standard Drug Add-on List: Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene	\$ <u>0.50</u> per test
Specialty Drug Add-on List: Buprenorphine, Carisoprodol, ETG, Fentanyl, Gabapentin, Heroin, Ketamine, LSD, Meperidine, Tramadol, or Zolpidem	\$ <u>2.50</u> per test
Synthetic Cannabinoids Urine Analysis	\$ <u>25.00</u> per test
Synthetic Stimulants Urine Analysis (Bath Salts)	\$ <u>35.00</u> per test
Standard Oral Fluid Panel (Benz, Coc, Meth, Opiates, & THC)	\$ <u>19.50</u> per panel
Oral Fluid Add-ons (buprenorphine, methadone, oxycodone, and tramadol)	\$ <u>2.50</u> per panel
BAC Only	\$ <u>3.00</u> per test
Hair Test	\$ <u>85.00</u> per panel
Transdermal	\$ <u>100.00</u> per panel

Standard Confirmation Test	\$ <u>19.95</u> per test
Expert Witness Testimony	\$ <u>750.00 / 2-day session</u>
Litigation Packet	\$ <u>150.00</u> per packet
Case Management System	\$ <u>Included</u>
Random Selection	\$ <u>Included</u>
Client Notification System	\$ <u>Included</u>
Video Testimony	\$ <u>Included</u>
Training & Consultation Sessions	\$ <u>Included</u> per session
Participation in Court Staffing Sessions	\$ <u>Included</u> per session



Alcohol & Drug Testing Services

County of Henrico
RFP No. 22-2269-1KMW

February 7, 2022

Presented by **Averhealth**

Courtney Clements
Phone: (804) 977-0443
cclements@averhealth.com

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TAB 1: COVER LETTER



Averhealth is delighted to respond to the Henrico Community Corrections Program with this proposal for client drug and alcohol testing. For the past five years we have worked together as partners to support your mission to enhance public safety through assessments and community supervision.

Well before that, for 27 years now, we have been delivering substance use monitoring services tailored to the unique needs of courts, probation departments and social service agencies nationwide that operate at the holistic intersection of criminal justice and behavioral health. Henrico County can continue to benefit from Averhealth in many ways:

- ✓ **Experience and Continuity** – As your Richmond-headquartered partner, Averhealth already understands your needs. With our people, technology, training, and infrastructure already in place, there is no downtime for your clients and staff, no start-up hassles, and no transition delays.
- ✓ **Observed Specimen Collections** – Averhealth and our partners conduct more than 2 million same-sex, directly observed collections annually, including at our co-located Henrico facility.
- ✓ **Exceptional Customer Service** – Our team will continue to support Henrico County through our local operations team, including regional and area managers and patient care technicians.
- ✓ **Continuing Education** – Averhealth is your knowledge hub, providing you with educational resources through our self-directed training platform – Averhealth Academy – our monthly newsletter, and webinars with thought leaders in the field.
- ✓ **Bi-Directional Interface** – Our proprietary, secure web-based application, Aversys, provides the capability of real-time exchange of information with your information management system.
- ✓ **Phone, Web and Text Notification** – Multilingual notification that arms your clients with key compliance data specific to them.
- ✓ **Client Appointment Reminders** – Future appointment reminders, medication reminders, or words of encouragement for every client.
- ✓ **Nationally Certified Laboratory** – Henrico collections will continue to be processed at our U.S. CAP-FDT certified laboratory with CLIA and DEA certifications.
- ✓ **Stability** – 27 consecutive years of growth, strong balance sheet, and dedicated ownership.

Averhealth is committed at every level to continuing our service to Henrico County. Thank you for your consideration, and we look forward to answering any questions you may have.

Sincerely,

Jason Herzog
Chief Executive Officer

Smarter solutions. **Better outcomes.**

2916 W Marshall St, Richmond, VA 23230 | averhealth.com

SIGNED FORMS

Please see attachment named “Henrico_Attachments_A, B, C, D, E, F.”

TAB 2: STATEMENT OF THE SCOPE

With our people, technology, training, and infrastructure, Averhealth stands ready to renew our commitment to Henrico County. In this tab you will find our solutions for each component of the scope of work – everything that is already available to you as a valued customer.

INFORMATION MANAGEMENT SYSTEM



Henrico County will continue to have access to Aversys, an intuitive, web-based application that simply requires an Internet connection to access. It provides a seamless link between your team, related/authorized agencies, and Averhealth by integrating random selection, client notification and compliance tracking, electronic chain of custody, laboratory analysis, and results reporting in a single, user-friendly application.

Averhealth developed Aversys based on 27 years of experience and feedback from courts, treatment providers, and social service agencies nationwide. Aversys was designed with a holistic perspective of the treatment and supervision process, and it integrates testing, client, case, and program management in a single application. Aversys is included in our service offering, and features can be activated or inactivated based on your needs and preferences.

Aversys features and capabilities include:

- ✓ **Bi-directional Interface:** Averhealth has the capability to provide secure, bi-directional interfaces with dozens of case management systems across the country, enabling client data to flow from your case management system to Aversys and test results data to transmit from Aversys to the case management system.
- ✓ **Secure Web Access:** From any computer, tablet, or smartphone with an Internet connection, it's HIPAA compliant.
- ✓ **Client Identification:** Via client photo and date of birth, case number, etc.
 - Stored client photo eliminates need for government-issued identification. Collection sites may require photo ID for each encounter due to lack of cameras or refusal to take images.
 - Specimen collectors only need to coordinate with Henrico County once to verify client identity.
- ✓ **Electronic Test Orders:**
 - Client specific panel selection and rotation.
 - Ability to create a custom panel for each individual client.
- ✓ **Data, Information & Analytics:**
 - No Call, Call Time, and Call Number or Notification Method (phone, text, web).

- Positive, Negative, or Dilute.
- No Show, Unable to Provide, Refusal to Provide, Excused (e.g., travel).
- Days Sober.
- Medication Tracking.
- Client Surveys.
- Predictive Indicators.
- Import/Export Capabilities.

✓ **Customized Dashboard:**

- Quick access to case load(s).
- Real-time program analytics and reports (e.g., Call-in Compliance, Test Results, etc.).
- Customizable email notification to ensure each officer/case manager is immediately alerted according to individual preferences.
- Detailed and summary on-demand reports.
- Analysis of client-specific data and Henrico County trends.
- User specific permission controls.

✓ **Electronic Chain of Custody:** Averhealth's electronic chain of custody (COC) ensures legal defensibility and that a valid sample is collected, appropriately tested, and accurately reported.

- It captures who, when, what, and where information via the creation of sample specific bar code labels.
- Bar codes provide a time-stamped audit trail that tracks samples from client check-in to sample collection to laboratory analysis to secure storage to sample destruction and all steps in between.
- Averhealth's COC reduces waiting time for clients and Henrico County staff while enhancing client privacy.
- Improved accuracy due to reduced human error and no penmanship issues.

✓ **Reliability & Redundancy:**

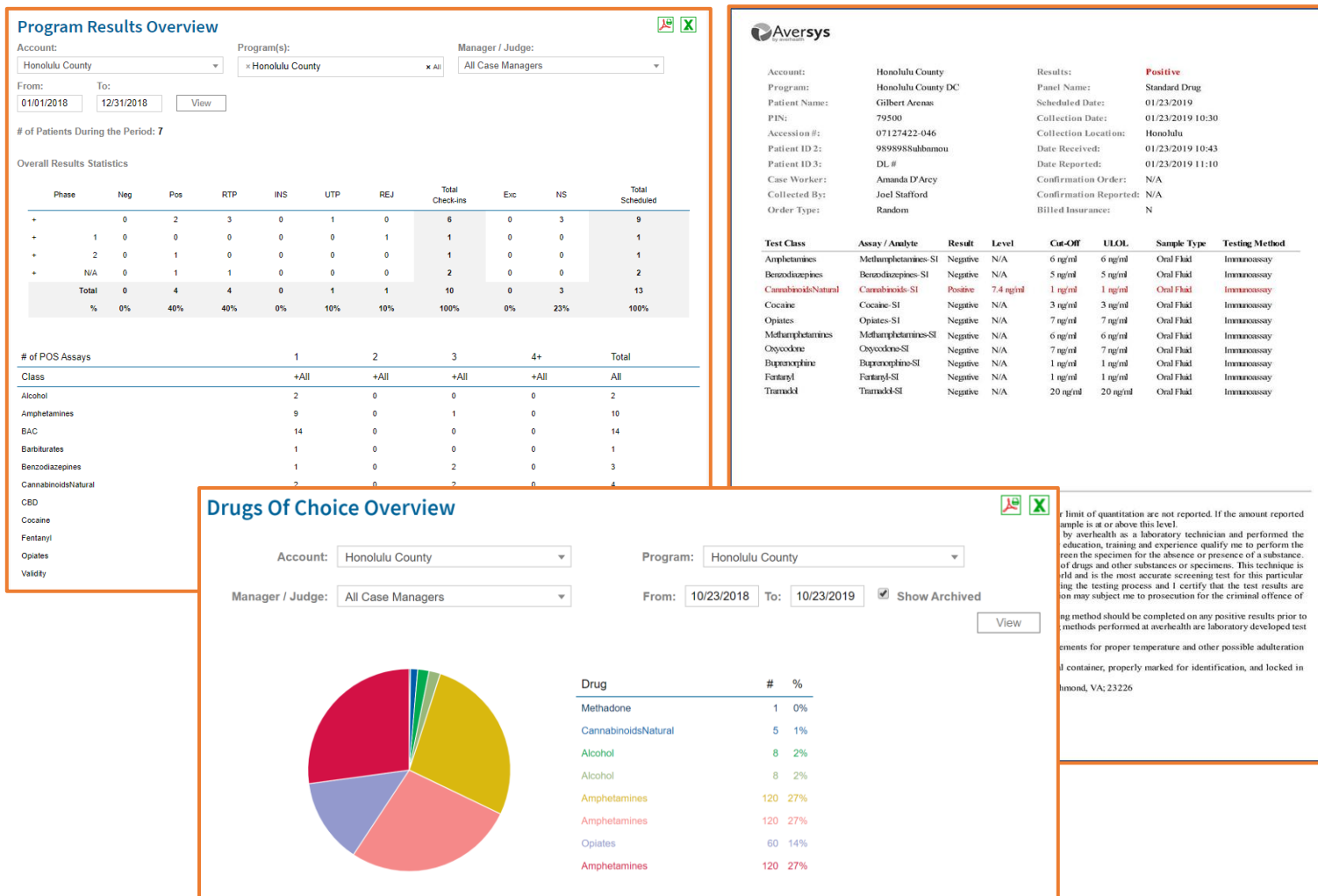
- 100% uptime.
- Delivered via secure cloud architecture hosted in multiple enterprise-class data centers.
- Three notification means mitigate downstream availability issues (e.g., local carrier, client device) and provide built-in redundancy through independent configurations.
- Support by multiple disaster recovery layers, including instantaneous automatic failover server resources, frequent intraday differential backups, and full backups to secondary data-center location.

Aversys will continue to be part of the turnkey service we already provide to Henrico County. Below are a few of its many user-friendly reporting features:

- ✓ **Client-Specific Data:** Key data elements include positive, negative, dilute, no show, unable to provide, refusal to provide, no call, call time, call number, and days since last positive test, among many others.
- Detailed and summary results.
 - Discern new use from residual use.
 - Call-in compliance score.

- Individual test reports.
- Comprehensive client test history.
- ✓ **Information Analytics:** An overview of all testing activities.
 - Test results and related data segmented by program and case manager (i.e., probation officer).
 - Macro trend analysis, while appropriately protecting client-specific information
 - Standard and custom substance use reports.
 - Export to Excel for further analysis or to printable PDF.
 - Detailed views of the historic and future testing calendars (for users with the right permissions).

Here are some examples of reports generated by Aversys. Henrico County will continue to have access to a portal designed to help you excel:



AUTOMATED RANDOM SELECTION CALENDAR

Averhealth will continue to support and maintain a secure automated random selection testing calendar that is configurable to your specified parameter. This enables Henrico County to:

- Create default parameters that specify testing frequency and test panels, among other attributes.
- Schedule clients on an individual or group basis.
- Conduct testing services on any day of the year, including weekends and holidays.
- View past and future testing events via the IMS; and
- Manually order a one-time or unscheduled test for individual clients via the IMS.

CLIENT NOTIFICATIONS

Averhealth uses a comprehensive, evidence-based random selection approach with a proven record of helping clients develop coping and refusal skills.

Through our proprietary web-based system, Aversys, Henrico County clients are randomly selected for testing based on your specified testing frequency. Aversys provides you with the ability to specify custom randomization schedules for individual clients as well as different client groups.

Through Aversys, you can direct that a client test at a fixed frequency, at a fluctuating frequency, or on-demand (i.e., same day). Testing is not tied to court, supervision, or treatment appointments. Randomly selected clients have an equal probability of testing on each day, including holidays and weekends. You can view past and future test scheduling through the Aversys selection calendar.

Each client is assigned to a Frequency Group and is provided a Personal Identification Number (PIN). The Frequency Group determines the client's testing frequency (for example, 7-9 times per month) based on parameters you specify. These can be changed as necessary, and most importantly, are never known by the client. The PIN is unique to each client and is used to determine if they need to test or not, simply by calling a multilingual notification line each day and entering their individual PIN.



The average call length is just 31 seconds with no hold or wait time. Your clients also can choose an optional text message notification feature that sends them an interactive text message. Your team can use text-to-voice functionality to enter client specific appointment reminders (for example, “You are scheduled to meet with Officer Smith on Tuesday at 2:30 p.m.”) that have a proven record of increasing the “show rate” for supervision meetings, treatment, and court appearances. In addition, you can send positive affirmations that are proven to help reduce cravings.

Daily individual client notification is a treatment booster that interrupts negative behavior chains, helping clients to overcome promptings to use, cravings, and preparatory behaviors.

With our solution, Henrico County also can enter program-wide messages (for example, “Due to inclement weather, all court dockets are canceled today.”). Or an individual, personalized note: “Good luck on your job interview today!” In addition, your staff can be alerted if a client fails to call the Notification System; this feature augments supervision and enables early intervention.

A Call Log (illustrated below) tracks each client’s call patterns and calculates a call-in compliance score for each client, which is then recorded in Aversys and accessible at any time depending on the permissions specified.

Call Log						
Testing Date	Call Date/Time	Confirmation #	Scheduled	Caller ID	Excused	Patient Custom Message
07/26/2019	07/26/2019 08:38	32627106	No	+19704151106	No	No
07/25/2019	07/25/2019 08:17	32586260	No	+19704151106	No	No
07/24/2019	07/24/2019 08:56	32549036	No	+19704151106	No	No
07/23/2019	07/23/2019 09:06	32510045	No	+19704151106	No	No
07/22/2019	N/A	N/A	No	N/A	No	N/A
07/21/2019	07/21/2019 10:32	32437263	No	+19704151106	No	No
07/20/2019	07/20/2019 09:55	32405192	No	+19704151106	No	No
07/19/2019	07/19/2019 08:21	32365529	No	+19704151106	No	No
07/18/2019	07/18/2019 08:37	32327017	No	+19704151106	No	No

SPECIMEN COLLECTIONS

Averhealth is ready, from day one of our renewal, to provide all the needs as stated in Section D (specimen collections).

Our collection sites provide a prosocial, neutral environment where clients can complete a visit in less than three minutes. Services are delivered in a client-first manner, affording convenience, respect, and dignity.

Averhealth intends to continue operating the existing co-located center at 8600 Dixon Powers Drive to serve your clients.

This approach shifts clients' perspective of substance use monitoring and plays a key role in helping clients develop lasting coping and refusal skills to new substance use. Averhealth specializes in conducting rigorous same-sex, directly observed "mid-stream" sample collections, conducting over 2 million observed sample collections annually.

The knowledge of our cumulative observed collection experience will continue to benefit Henrico County and your clients by identifying and disrupting attempted adulteration and/or dilution events, thereby increasing substance use monitoring compliance and reducing recidivism rates.

Our collection process for urine is illustrated here:



Every day, Averhealth aligns gender-specific technician schedules with random selection to ensure that, as needed, the appropriate sex is available. Our random selection process ensures clients have an equal probability of testing on any day, including weekends and holidays, and coordinates technician collection schedules to match volume by location on any given day. Moreover, Averhealth monitors collection time distribution by sex and conducts time studies to ensure that staff levels are appropriate to deliver prompt service.

While the current pandemic has affected both caseloads and recruitment, Averhealth is committed to providing quality testing options based on use case. In addition to urine, we offer testing for hair, sweat and oral fluids:

Specimen Type	Range of Detectable Substances	Detection Window	Collection Process	Common Use
Blood	>1,500	8 - 12 hours	Invasive	DWI, Post Mortem
Breath	1	8 - 12 hours	Non-invasive	DWI
Oral Fluid	>100	5 - 48 hours	Non-invasive	Abstinence Monitoring
Urine	>1,500	2 - 3 days	Moderately Invasive	Abstinence Monitoring
Sweat	<10	5 - 10 days	Non-invasive	Travel, Rural
Hair	<20	2 weeks - 3 months	Non-invasive to Invasive	Child Custody, Rural

Oral fluid testing

While urine testing is still the “gold standard” of drug testing, oral fluid testing is an effective option for situations where same-sex collections are not possible. Oral fluid tests enable clients to provide their sample regardless of sex and are less invasive than traditional urine collections. It’s also virtually impossible to adulterate an oral fluid test, ensuring a rigorous and legally defensible sample is collected every time.

TRAUMA-INFORMED CARE

Averhealth embraces the key principles of trauma-informed care, always striving to better every member of our team so that we can extend care that clients view as safe, trustworthy, supportive, collaborative, empowering, and empathetic. When care is delivered in this manner, clients often thank Averhealth for caring about their wellbeing.

We recognize and understand the trauma experienced by many of the clients that walk through our doors. While we do not know the specifics, nor do we need to know, we empathize with every client and strive to ensure that our clients experience a positive, prosocial experience.

This approach is helpful for those with past sexual trauma, medical reasons, or anything Henrico County or medical/clinical professionals deem appropriate.

While Averhealth performs same-sex, directly observed urine specimen collections, specimen processes or specimen types can be amended as needed. This can include a monitored collection (collector stationed outside the collection room listening through the door with other precautions in place) or oral fluid testing, as noted above.

SUPPLIES AND TRANSPORTATION

Averhealth shall provide all necessary sample collection and transportation supplies and courier pick-up within 24 hours of notification for specimens collected by Henrico County.

LABORATORY TESTING

Collected samples are shipped, via priority overnight, to our nationally certified laboratory for screening. Our laboratory is capable of testing over 1,500 substances. Results are posted within Aversys.



The Averhealth laboratory is CLIA, CAP-FDT, and DEA certified and uses a full range of instrument-based laboratory testing methodologies, including heterogeneous and homogenous immunoassay, enzyme-linked immunosorbent (ELISA), and liquid chromatography tandem mass spectrometry (LC/MS/MS), a methodology that exceeds GC/MS standards.

These industry-leading laboratory analyzers are the same instruments used by hospitals. They undergo routine preventive maintenance and are calibrated weekly. Control samples are run daily.

All test results reported by Averhealth satisfy the Daubert rules of evidence, the legal standard regarding the admissibility of scientific evidence. Averhealth is one of only 30 U.S. laboratories with a CAP-FDT certification, illustrating that our focus is on forensic toxicology specifically applicable to your needs.

RESULTS REPORTING

As part of our ongoing relationship, Averhealth will continue to report all test results and related information as follows:

- Report test results for urine and oral fluid on the next business day. Test results for hair and shall be reported within five business days.
- Segment results and test data by supervising case manager.
- Conduct data analysis on specimen results to discern new use from residual use.
- Assist with results interpretation,
- And provide consultation and results interpretation in-person and/or via teleconference on an as needed basis.

PRIMARY CONTACTS

Henrico County will continue to have access to a team that already knows you and understands your needs:

- Erick Vaughn, Location Supervisor. (804) 922-6760. evaughn@averhealth.com
- Amy Rich, Regional Manager. (615-971-5078. arich@averhealth.com

EXPERT TESTIMONY

We will continue to offer lay testimony at no cost through our area manager, who is available locally. With 27 years of expertise, Averhealth also has amassed a national network of renowned experts who are available to testify about test results in courts. They include:



Dr. Michele Glinn, PhD, F-ABFT

Dr. Glinn serves as the laboratory director for Averhealth's toxicology lab, where she oversees screening and confirmation testing for judicial customers and health care providers. She is an adjunct professor in the Department of Pharmaceutical Sciences at Southern Illinois University at Edwardsville, a fellow of the American Board of Forensic Toxicology, a member of the American Academy of Forensic Sciences Standards Board, and has served as vice president, president and past president of the Midwestern Association for Toxicology and Therapeutic Drug Monitoring. She holds a doctorate degree in biochemistry from Wayne State University.



Dr. Eugene Schwilke, PhD, F-ABFT

Dr. Schwilke is a clinical and forensic toxicology consultant with more than 25 years of experience. He is a previous lab director and serves as a diplomat on the American Board of Forensic Toxicology. Dr. Schwilke earned his doctorate in toxicology from the University of Maryland-Baltimore.

NEWSLETTER

Averhealth currently provides its customers with an electronic monthly newsletter, Averhealth Digest, that covers current topics in the criminal justice field related to substance use disorder. The newsletter aims to provide the latest industry news, trends, and information to ensure our customers receive the knowledge from thought leaders to improve their programs.

An example of Averhealth Digest appears on the following page.



averhealth digest

The Twin Pandemic: Substance Use and Overdoses on the Rise



It may be a new year but, sadly, the heartbreak continues.

Over 815,000 U.S. lives were lost to COVID-19 through the end of 2021. At the same time, another menace continued unabated – substance use and resulting drug overdoses.

Tragically, more than 100,000 people died of overdoses during a 12-month period ending in April 2021, up from 56,064 the year before, according to the Centers for Disease Control. [[Learn More](#)]

Free Webinar Featuring Jermaine Galloway

Averhealth is a knowledge hub for our customers. We pride ourselves in offering educational webinars presented by renowned thought leaders in the industry and presenting workshops at state and national conferences on a variety of educational topics.

For example, a recent webinar featured Jermaine Galloway (the Tall Cop), a leading expert in helping courts and probation staff identify drug trends specific to street drugs.

Past webinars are available for your review at: <https://averhealth.com/webinars/>.



You are invited to join our webinar:

High in Plain Sight:

Current Drug Culture, Trends, and Identifiers

January 18, 2022 at 2:00 p.m. EST

Presented by Jermaine Galloway, Tall Cop



This workshop will provide attendees with the ability, knowledge and confidence to help prevent and identify individuals who are abusing drugs and / or alcohol. Attendees will also be taught the strategies and different terms that are consistent with alcohol & drug abuse. There are several identifiers, logos and terms that are commonly related to drug (illegal and over the counter) and alcohol abuse, marijuana abuse, and drug concealment on school, home, and work property. These items, along with much more, will be discussed.

Attendees of the High in Plain Sight webinar will be able to:

- Quickly identify alcohol and drug use and abuse indicators of possible at-risk individuals, through products, stash compartments, clothing brands, lingo, music lyrics, etc.
- Recognize the current drug culture at first observation or interview, including Delta 8 and 10
- Identify concealment methods for alcohol and drugs in the classroom or workplace, including vaping
- Provide education for improved policy and procedures regarding current substance use disorder prevention and intervention
- Recognize area specific alcohol and drug abuse information and content in relation to trends, culture and identifiers

Register Now!



Averhealth, 2916 W. Marshall Street, Suite A, Richmond, VA 23230, 866.680.3106

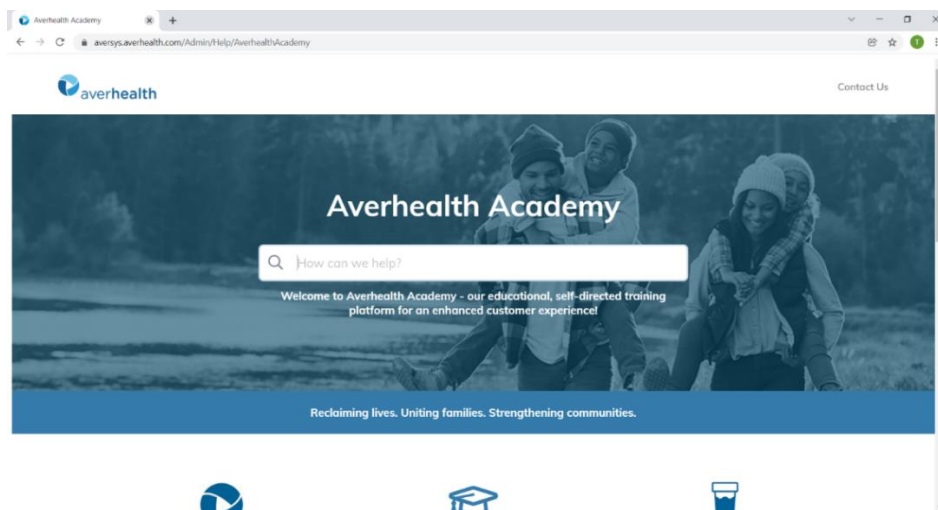
[Unsubscribe](#)

TRAINING & ORIENTATION SESSIONS

We do the heavy lifting for our customers. Our attention to training is an important part of our successful partnership. From in person, virtual, and self-directed training, we ensure that your staff is well prepared to understand Aversys, our web-based platform.

Averhealth will conduct training and orientation sessions for judges, attorneys, and Henrico County staff with respect to alcohol and drug testing process. Averhealth will work with you to mutually schedule the training and orientation sessions.

Through our existing partnership, Henrico County staff will continue to have access to the Averhealth Academy, filled with self-directed training to learn more about Aversys and current issues in the realm of drug testing and substance use solutions.



Examples of Aversys How-to videos:

- How to Use the Collection Note Feature in Aversys
- How to Set Weekend and Holiday Schedules
- How to Prepare a Shipment in Aversys
- How to Change Information at the Check-in in Aversys
- How to Pull a Patient History Report in Aversys

Examples of Drug Testing Education videos:

- Adulterants
- Results Interpretation
- Testing Technology
- The Deception of Dilution
- Keys to a Good Test
- Specimen Options

MONTHLY ACCOUNT SUMMARY

Averhealth will track testing fees and client co-pays to provide a monthly account summary and invoice within 10 calendar days following the completion of a month.

TAB 3: QUALIFICATIONS, EXPERIENCE AND RESUMES

YOUR COMMITTED PARTNER

Averhealth is honored to already partner with Henrico County. We are neighbors and collaborators working together for the past five years to enhance public safety through assessments and community supervision guided by best practices.

It's a relationship we take immense pride in – and one we would be delighted to continue as we change the lives of your clients. Together we have created a framework for success with strong communications, timely test results, ongoing training, and a convenient location for your clients. These attributes have enabled Henrico County to maintain client testing through the pandemic even as courts were closed.

Our partnership has helped to reduce relapses and avoid overdose deaths while setting your clients on a path to recovery. Yet it goes deeper than that. Averhealth has celebrated successes with you. We have seen the smiles of your Drug Court graduates and heard the gratitude of your staff and judges. Our team attends staffing meetings and works closely with your team.

Averhealth's substance use monitoring is based on evidence-based practices. Our clients, over time, see a reduction in their positive rate by 54% by calling into the notification line each day. Clients can call in, receive text messages, or go to the website and enter their PIN to see if they are scheduled to test. Our model of better science, better technologies and better client communications is consistently driving sustained recovery, enhanced public safety, and positive long-term outcomes for Henrico County families and communities.



Averhealth serves more than 2,700 courts and treatment providers. As you already know, we offer turnkey laboratory toxicology services that integrate all substance use monitoring activities, including random selection, client notification, laboratory analysis, results reporting, and all steps in between. Our services are centered on evidence-based practices proven to help your clients develop coping and refusal skills for new substance use.

Rather than slow the progress we have achieved only to have to start anew with another provider, Averhealth is ready to seamlessly continue meeting your exacting needs and expectations.

With our long-term stability, local-market knowledge, reliable test results, and proven customer service and communications, Averhealth is committed to supporting you for years to come.

We welcome you to view this video to learn more about the Averhealth difference:
https://vimeo.com/400576551?embedded=true&source=video_title&owner=105861008

Focused on you

Providing substance use monitoring services to probation, treatment courts and social service agencies is not just a small part of what we do – it is the only thing we do. We fully understand your unique challenges and needs when addressing substance use disorder issues – especially as cases show no signs of abatement during the pandemic.

Every day, in everything we do, we strive to live our mission – to help reclaim lives, unite families, and strengthen communities – by providing the best, most innovative drug testing solutions to criminal justice agencies nationwide.

Not just results

We believe substance use disorder monitoring in the criminal justice system is no longer about just positive and negative results. It is about having the most reliable court-admissible testing and reporting. It is about timely results and predictive analytics—for rapid intervention. It is about being cost-effective while ensuring community safety. It is about minimizing time collecting samples and maximizing time spent with clients. It is about changing lives—one client at a time.

With its headquarters in Richmond, Averhealth employs more than 600 full-time professionals dedicated to collections, administering random selection, individual notification, laboratory testing, and much more. Through our experience, we have developed – and continuously refined – a service that provides coordination across all stakeholders; improves the effectiveness of probation, courts, and treatment; and delivers improved outcomes.

The greatest testament to Averhealth’s experience and qualifications is the success of the clients we serve – including the dramatic improvement in the objective measure of our client’s sobriety rate.



The right training, people, and technology

Averhealth is well positioned and honored to continue providing Henrico County with the tools you need to succeed:

- ✓ **Training** – Averhealth is dedicated to the continuous training of our team members and customers. Our training includes in person, virtual, and self-directed education via our Averhealth Academy online tutorial series for all customers. We do the heavy lifting to implement our solutions easily and efficiently so your team can focus on what they do best.
- ✓ **People** – Averhealth knows how to recruit, hire, and train professional, long-term staff. Members of the team include PhD and Master’s-level toxicologists; information management, real estate, and human resource experts; and an experienced management team.
- ✓ **Technology** – Aversys, our proprietary, secure web-based application that manages referrals, reports testing results, provides comprehensive reporting and so much more. Aversys is HIPAA, Part II, and HITECH compliant.

All of us adhere to a common set of values comprised of treating clients with respect and dignity; fostering unity among the Averhealth team and the criminal justice system we work alongside; and exercising integrity, honesty, and professionalism in all our communications and actions.

The table on the following page provides an overview of key Averhealth staff responsible for providing services to Henrico County. A separate resume from Dr. Michele Glinn is provided in the attachments with our response.

Name & Title	Role	Experience	Certifications
Dominique Delagnes, Chief Operations Officer	Manage Patient Care Center operations, review quality control program, provides customer services.	More than 20 years of forensic toxicology experience. Boston University, B.S.	Certified Professional Collector Training Certified Breath Alcohol Technician & Trainer
Amy Rich, Regional Manger	Oversee daily operations, conduct employee and customer training, and provide customer consultations.	More than 20 years in substance use counseling and support and 9 years with Averhealth.	
Jacquie Sheehey, Director of Marketing & Partner Relations	Manages the overall marketing strategy, knowledge hub/self-directed training, partner relations, and customer utilization and retention strategy.	23 years in marketing, business development & training for the drug and alcohol industry with concentration in criminal justice. The Ohio State University, B.S.	Current Board Member, ACCESS Served on the Board of Directors for DATIA
Michele Glinn, Ph.D., D.A.B.F.T., Laboratory Director	Manage laboratory operations, review quality control program, evaluate analytical results, and maintain accreditation compliance.	More than 25 years of forensic toxicology experience. Wayne State University, Doctor of Biochemistry and B.A. in Anthropology	Diplomat of American Board of Forensic Toxicology ASLCD-Lab Inspector ISO Assessor
Bob London, M.D., Chief Medical Officer	Provides consultations regarding medical conditions and results interpretation.	Lifetime of experience in medicine, biomedical research, healthcare technology and medical informatics. Former COO and CMO for health-related companies. George Washington University (B.S.) and University of Maryland School of Medicine.	Doctor of Medicine

LABORATORY CERTIFICATIONS

	COLLEGE of AMERICAN PATHOLOGISTS
	
	The College of American Pathologists certifies that the laboratory named below
	Avertest LLC d/b/a averhealth Averhealth Laboratory Saint Louis, Missouri Michele Glinn, PhD
	CAP Number: 8729023 AU-ID: 1690070
	has met all applicable standards for accreditation and is hereby accredited by the College of American Pathologists' Forensic Drug Testing Accreditation Program. Reinspection should occur prior to April 13, 2022 to maintain accreditation.
	Accreditation does not automatically survive a change in director, ownership, or location and assumes that all interim requirements are met.
	
Chair, Accreditation Committee	President, College of American Pathologists

CENTERS FOR MEDICARE & MEDICAID SERVICES
CLINICAL LABORATORY IMPROVEMENT AMENDMENTS

CERTIFICATE OF COMPLIANCE

LABORATORY NAME AND ADDRESS
AVERTEST, LLC D/B/A AVERHEALTH
4709 LAGUARDIA DRIVE, SUITE 100
SAINT LOUIS, MO 63134

CLIA ID NUMBER
26D2037986

EFFECTIVE DATE

11/28/2020

EXPIRATION DATE

11/27/2022

LABORATORY DIRECTOR

MICHELE A GLINN PHD, F-ABFT

Pursuant to Section 353 of the Public Health Services Act (42 U.S.C. 263a) as revised by the Clinical Laboratory Improvement Amendments (CLIA), the above named laboratory located at the address shown hereon (and other approved locations) may accept human specimens for the purposes of performing laboratory examinations or procedures.

This certificate shall be valid until the expiration date above, but is subject to revocation, suspension, limitation, or other sanctions for violation of the Act or the regulations promulgated thereunder.



Monique Spruill
Monique Spruill, Director
Division of Clinical Laboratory Improvement & Quality
Quality & Safety Oversight Group
Center for Clinical Standards and Quality

249 Certs2 030221



10000969.2/000765-1/1-0

1:3
232/525
AVERTEST, LLC
2916 W MARSHALL ST
STE A
RICHMOND, VA 23230-4811



DEA REGISTRATION NUMBER	THIS REGISTRATION EXPIRES	FEE PAID
RA0488886	06-30-2022	\$296
SCHEDULES	BUSINESS ACTIVITY	ISSUE DATE
1,2,2N, 3,3N,4,5	ANALYTICAL LAB	06-30-2021
AVERTEST, LLC AVERTEST 4709 LAGUARDIA DR STE 100 SAINT LOUIS, MO 63134-3142		

CONTROLLED SUBSTANCE REGISTRATION CERTIFICATE
UNITED STATES DEPARTMENT OF JUSTICE
DRUG ENFORCEMENT ADMINISTRATION
WASHINGTON D.C. 20537

Sections 304 and 1008 (21 USC 824 and 958) of the Controlled Substances Act of 1970, as amended, provide that the Attorney General may revoke or suspend a registration to manufacture, distribute, dispense, import or export a controlled substance.

THIS CERTIFICATE IS NOT TRANSFERABLE ON CHANGE OF OWNERSHIP, CONTROL, LOCATION, OR BUSINESS ACTIVITY, AND IT IS NOT VALID AFTER THE EXPIRATION DATE.

Form DEA-223 (9/2016)

DEA REGISTRATION NUMBER	THIS REGISTRATION EXPIRES	FEE PAID
RA0488886	06-30-2022	\$296
SCHEDULES	BUSINESS ACTIVITY	ISSUE DATE
1,2,2N, 3,3N,4,5	ANALYTICAL LAB	06-30-2021
AVERTEST, LLC AVERTEST 4709 LAGUARDIA DR STE 100 SAINT LOUIS, MO 63134-3142		

CONTROLLED SUBSTANCE REGISTRATION CERTIFICATE
UNITED STATES DEPARTMENT OF JUSTICE
DRUG ENFORCEMENT ADMINISTRATION
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THIS CERTIFICATE IS NOT TRANSFERABLE ON CHANGE OF OWNERSHIP, CONTROL, LOCATION, OR BUSINESS ACTIVITY, AND IT IS NOT VALID AFTER THE EXPIRATION DATE.

TAB 4: REFERENCES

NAME	POSITION	TELEPHONE	EMAIL	ORGANIZATION	TIME PERIOD
Darcy Kamau	Director	770-528-1795	darcy.kamau@cobbcounty.org	Cobb County, GA Adult DUI Court	6 YEARS
Angela Parkerson	Director	901-222-4000	angela.parkerson@shelbycountyttn.gov	Shelby County, TN Drug Court	5 YEARS
Lauren Berens	Director	615-862-4234	laurenberens@jnsnashville.gov	Davidson County, TN Recovery Court	12 YEARS

TAB 5: SERVICE APPROACH & IMPLEMENTATION OF SERVICES

With Averhealth as your continuing partner, you already know our service approach – and your existing service will continue unabated. Your staff will not have to learn a new system, they will not have to stress over new processes nor break in a new vendor. And we already have in place a collection location. In short, we can seamlessly continue our mutual success while continuing to do the heavy lifting for you.

As a valued customer, you already enjoy the wealth of knowledge and experience Averhealth brings to you, including:

- Human Resources – to recruit and hire all necessary collection teams.
- Training – for Henrico County staff and local Averhealth teams.
- Information Services – Information technology infrastructure for collection sites and case management system.

As outlined in Tab 2, you will be able to maintain access to Aversys. You can view this video for an overview of our proprietary, online application:

https://vimeo.com/377131965?embedded=true&source=video_title&owner=105861008

Our attention to training is an important part of our successful partnership. From in person, virtual, and self-directed training, we will ensure that your staff will continue to be prepared to understand how to use Aversys. Averhealth will work with you to mutually schedule training and orientation sessions as needed at your convenience.

Through our existing partnership, Henrico County staff also will continue to have access to the Averhealth Academy, filled with self-directed training to learn more about Aversys and current issues in the realm of drug testing and substance use solutions.

With Averhealth as your continuing partner, implementation is already done, your existing customer service representatives remain, and all our services will continue to be available so you can continue to focus on what you do best – enhancing public safety through assessments and community supervision guided by best practices.

We thank you for the opportunity to continue as your partner. We look forward to answering your questions as we extend our relationship to make a difference in the lives of Henrico County residents.

TAB 6: SAMPLE REPORTS, PRICING & COST PROPOSAL


- For pricing, please see attachment named “Henrico_Attachments_A, B, C, D, E, F.”
- For sample reports, please see attachment “Sample Reports.”
- For sample newsletter, please see attachment “January Newsletter” or visit <https://averhealth.com/newsletter-archive/>

ATTACHMENT A PROPOSAL SIGNATURE SHEET

My signature certifies that the proposal as submitted complies with all requirements specified in this Request for Proposal ("RFP") No. 22-2269-1KMW- Alcohol & Drug Testing Services.

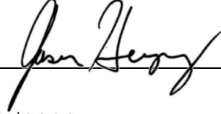
My signature also certifies that by submitting a proposal in response to this RFP, the Offeror represents that in the preparation and submission of this proposal, the Offeror did not, either directly or indirectly, enter into any combination or arrangement with any person or business entity, or enter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

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

LEGAL NAME OF OFFEROR (DO <u>NOT</u> USE TRADE NAME):
Avertest, LLC
ADDRESS:
2916 W Marshall St, Ste A
Richmond, VA 23230
FEDERAL ID NO: 27-3929226
SIGNATURE: 
NAME OF PERSON SIGNING (PRINT): Jason Herzog
TITLE: Chief Executive Officer
TELEPHONE: 804-977-0443
FAX: 804-977-0443
EMAIL ADDRESS: cclements@averhealth.com
DATE: 2/1/2022

ATTACHMENT B BUSINESS CATEGORY CLASSIFICATION FORM

Company Legal Name: Avertest, LLC

This form completed by: Signature:  Title: Chief Executive Officer
Date: 2/1/2022

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

(Check all that apply.)

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

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

eVA Registered? ☒ Yes ☐ No

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

DEFINITIONS

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

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

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

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

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

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

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

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

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

ATTACHMENT C
Virginia State Corporation Commission (SCC)
Registration Information

The Offeror:

☒ is a corporation or other business entity with the following SCC identification number:
S3430800 **-OR-**

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

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

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

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

ATTACHMENT D
PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION

NAME OF OFFEROR: Avertest, LLC dba Averhealth

Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Va. Code § 2.2-4342(F) in writing, either before or at the time the data or other materials are submitted. The Offeror must specifically identify the data or materials to be protected including the section(s) of the proposal in which it is contained and the pages numbers, and state the reasons why protection is necessary. A summary of trade secrets and proprietary information submitted shall be submitted on this form. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. Va. Code § 2.2-4342(F) prohibits an Offeror from classifying an entire proposal, any portion of a proposal that does not contain trade secrets or proprietary information, line-item prices, or total proposal prices as proprietary or trade secrets. If, after being given reasonable time, the Offeror refuses to withdraw such classification(s), the proposal will be rejected.

SECTION/TITLE	PAGE NUMBER(S)	REASON(S) FOR WITHHOLDING FROM DISCLOSURE

ATTACHMENT E
COUNTY OF HENRICO
INSURANCE SPECIFICATIONS

The following insurance coverages and limits are required in order to provide goods, services, construction, professional and non-professional services to Henrico County general government agencies and Henrico County Public Schools. These requirements are specific to this procurement and may or may not be the same for future requests.

Please be sure and review the Additional Requirements Section

The Successful Bidder/Offeror shall carry Public Liability Insurance in the amount specified below, including contractual liability assumed by the Successful Bidder/Offeror, and shall deliver a Certificate of Insurance from carriers licensed to do business in the Commonwealth of Virginia and that is representative of the insurance policies. The Certificate shall show that the policy has been endorsed to add the County of Henrico and Henrico County Public Schools named as an additional insured for the Commercial General Liability coverage. **The certificate must not show in the description of operations section that it is issued specific to any bid, job, or contract.** The coverage shall be provided by a carrier(s) rated not less than "A-" with a financial rating of at least VII by A.M. Best or a rating acceptable to the County. In addition, the Successful Bidder/Offeror shall agree to give the County a minimum of 30 days prior notice of any cancellation or material reduction in coverage.

Workers' Compensation

Statutory Virginia Limits

Employers' Liability Insurance - \$100,000 for each Accident by employee
\$100,000 for each Disease by employee
\$500,000 policy limit by Disease

Commercial General Liability

\$1,000,000 each occurrence including contractual liability for specified agreement
\$2,000,000 General Aggregate (other than Products/Completed Operations)
\$2,000,000 General Liability-Products/Completed Operations
\$1,000,000 Personal and Advertising injury
\$ 100,000 Fire Damage Legal Liability

Business Automobile Liability – including owned, non-owned and hired car coverage

Combined Single Limit - \$1,000,000 each accident

Umbrella Liability

\$2,000,000 Per Occurrence and in the aggregate

Additional Requirements

In addition to the requirements above, the Successful Bidder/Offeror shall thoroughly review the scope of work that is included and if any of the following are included in the services that will be provided, the following additional insurance will be required, if required:

- ☒ **Professional Liability - \$2,000,000 Per Occurrence (or limit in accordance with Statute for Medical Professional)**
Required if the Scope includes providing advice or consultation including but not limited to; lawyers, bankers, physicians, programming, design (including construction design), architects & engineers and others who require extensive education and/or licensing to perform their duties.
- ☒ **Cyber Liability - \$2,000,000 Per Occurrence**
Required if the Scope includes the collection and electronic transmittal of Personal Health Insurance (PHI), or any other demographic data on individuals including but not limited to Name, Address, Social Security Numbers or any other sort of personally identifying information.
- ☐ **Abuse and Molestation Coverage - \$1,000,000 Per Occurrence**
Required if the scope of work includes the offering of professional or non-professional services to any child or student where one on one contact or consultation is to be provided.
- ☐ **Pollution Liability - \$1,000,000 Per Occurrence**
Required if the scope of work involves the use (other than in a motor vehicle) or removal of a substance or energy introduced into the environment that potentially has an undesired effect or affects the usefulness of a resource. These include, but are not limited to Asbestos, PCB's, Lead, Mold, and Fuels.
- ☐ **Explosion, Collapse & Underground Coverage (XCU)**
Required of a Contractor in limits equal to the General Liability Limit when the Scope includes any operations involving Blasting, any work underground level including but not limited to wires, conduit, pipes, mains, sewers, tanks, tunnels, or any excavation, drilling, or similar work.
- ☐ **Builders Risk Coverage**
Required if the scope of work includes the ground up construction of a structure. Limit of insurance shall be 100% of the completed value of the structure. For projects for the renovation of an existing structure, The County shall insure the Builder's Risk with the Contractor being responsible for the first \$10,000 of any claim.
- ☐ **Other as Specified Below**

NOTE 1: The commercial general liability insurance shall include contractual liability. The contract documents include an indemnification provision(s). The County makes no representation or warranty as to how the Bidder/Offeror's insurance coverage responds or does not respond. Insurance coverages that are unresponsive to the indemnification provision(s) do not limit the Bidder/Offeror's responsibilities outlined in the contract documents.

NOTE 2: The intent of this insurance specification is to provide the coverage required and the limits expected for each type of coverage. With regard to the Business Automobile Liability and Commercial General Liability, the total amount of coverage can be accomplished through any combination of primary and excess/umbrella insurance. This insurance shall apply as primary insurance and non-contributory with respect to any other insurance or self-insurance programs afforded the County of Henrico and Henrico County Public Schools. This policy shall be endorsed to be primary with respect to the additional insured.

NOTE 3: Title 65.2 of the Code of Virginia requires every employer who regularly employs three or more full-time or part-time employees to purchase and maintain workers' compensation insurance. If you do not purchase a workers' compensation policy, a signed statement is required documenting that you are in compliance with Title 65.2 of the Code of Virginia.

NOTE 4: The Certificate Holder Box shall read as follows:
County of Henrico
Risk Management
PO Box 90775
Henrico, VA 23273

**Attachment F
Pricing Proposal**

Service	Price per Unit of Service
Standard Panel with ETG comprised of any of five (5) of the following assays plus ETG: Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene	No Sample Collection \$ <u>7.00</u> per specimen Option: Sample Collection in County Facility \$ <u>11.50</u> per specimen Option: Sample Collection in Provider Facility \$ <u>22.00</u> per specimen
Standard Drug Add-on List: Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene	\$ <u>0.50</u> per test
Specialty Drug Add-on List: Buprenorphine, Carisoprodol, ETG, Fentanyl, Gabapentin, Heroin, Ketamine, LSD, Meperidine, Tramadol, or Zolpidem	\$ <u>2.50</u> per test
Synthetic Cannabinoids Urine Analysis	\$ <u>25.00</u> per test
Synthetic Stimulants Urine Analysis (Bath Salts)	\$ <u>35.00</u> per test
Standard Oral Fluid Panel (Benz, Coc, Meth, Opiates, & THC)	\$ <u>19.50</u> per panel
Oral Fluid Add-ons (buprenorphine, methadone, oxycodone, and tramadol)	\$ <u>2.50</u> per panel
BAC Only	\$ <u>3.00</u> per test
Hair Test	\$ <u>85.00</u> per panel
Transdermal	\$ <u>100.00</u> per panel
Standard Confirmation Test	\$ <u>19.95</u> per test
Expert Witness Testimony	\$ <u>750.00/2-day session</u>
Litigation Packet	\$ <u>150.00</u> per packet
Case Management System	\$ <u>Included</u>
Random Selection	\$ <u>Included</u>
Client Notification System	\$ <u>Included</u>
Video Testimony	\$ <u>Included</u>
Training & Consultation Sessions	\$ <u>Included</u> per session
Participation in Court Staffing Sessions	\$ <u>Included</u> per session

Pricing Scenario

Please provide pricing from above into the following scenario. This will be used for evaluation purposes only.

1. Standard Panel with ETG 11.50 x 850 Panels = \$9,775.00

2. Specialty Drug Add-on 2.50 x 50 Panels = \$125.00

3. Total of Items 1 & 2 = \$9,900.00 x 12 = \$118,800.00

4. Case Management System (Yearly Cost) = \$0.00

Grand Total of Line 3 & 4 = \$118,800.00



averhealth digest

The Twin Pandemic: Substance Use and Overdoses on the Rise



It may be a new year but, sadly, the heartbreak continues.

Over 815,000 U.S. lives were lost to COVID-19 through the end of 2021. At the same time, another menace continued unabated – substance use and resulting drug overdoses.

Tragically, more than 100,000 people died of overdoses during a 12-month period ending in April 2021, up from 56,064 the year before, according to the Centers for Disease Control. [\[Learn More\]](#)

Free Webinar Featuring Jermaine Galloway

High in Plain Sight: Current Drug Culture, Trends, and Identifiers

January 18, 2022 at 2:00 p.m. EST

Presented by Jermaine Galloway, Tall Cop



This workshop will provide attendees with the ability, knowledge and confidence to help prevent and identify individuals who are abusing drugs and / or alcohol. Attendees will also be taught the strategies and different terms that are consistent with alcohol & drug abuse. There are several identifiers, logos and terms that are commonly related to drug (illegal and over the counter) and alcohol abuse, marijuana abuse, and drug concealment on school, home, and work property. These items, along with much more, will be discussed.

Attendees of the High in Plain Sight webinar will be able to:

- Quickly identify alcohol and drug use and abuse indicators of possible at-risk individuals, through products, stash compartments, clothing brands, lingo, music lyrics, etc.
- Recognize the current drug culture at first observation or interview, including Delta 8 and 10
- Identify concealment methods for alcohol and drugs in the classroom or workplace, including vaping
- Provide education for improved policy and procedures regarding current substance use disorder prevention and intervention
- Recognize area specific alcohol and drug abuse information and content in relation to trends, culture and identifiers

Register Now!

Trainer Info

Tall Cop Says Stop is a national & international trainer who has trained over 500,000 people. Learn more: www.tallcopsaysstop.com



Upcoming Conferences

Averhealth is a Proud Corporate Member of APPA

We hope to see you in Atlanta for the APPA 2022 Winter Training Institute!

Come by the Averhealth booth (#115) to meet our team and to learn more about how you can partner with us for your substance use monitoring services.



Industry News



Department of Justice Awards More Than \$300 Million to Fight Opioid and Stimulant Crisis and to Address Substance Use Disorders

The Department of Justice's Office of Justice Programs (OJP) today announced grant awards totaling more than \$300 million to help combat America's substance use crisis, which has worsened during the coronavirus pandemic.

"Against the backdrop of the COVID-19 pandemic, the nation is experiencing a precipitous rise in opioid and stimulant misuse and overdoses," said Attorney General Merrick B. Garland. "The Justice Department is committed to supporting programs aimed at addressing the substance use crisis that is devastating communities across the nation."

[\[Learn More\]](#)



National Suicide Prevention Lifeline to Become a Three-digit Number

The Substance Abuse and Mental Health Services Administration is helping to transition the National Suicide Prevention Lifeline to a three-digit number – 988.

According to a press release, Congress designated the updated dialing code in 2020 and the Department of Health and Human Services, through SAMHSA, is investing \$282 million for the transition. That funding comes from the American Rescue Plan Act of 2021 and the Biden administration's fiscal year 2022 budget.

The 988 number is scheduled to be available for calling, texting or chatting nationwide beginning in July. [\[Learn More\]](#)

Let's Connect

We want to connect with you on social media! Did you know Averhealth has a Facebook and LinkedIn account? By following our pages, you can make sure you never miss important Averhealth information again!

Click the icons below to follow us!



Partner with Averhealth!

For more information on how you can partner with Averhealth for all of your testing and collections, please reach out to sales@averhealth.com.

Need a resource?

SAMHSA National Helpline: 1-800-662-HELP (4357) open 24/7

National Suicide Prevention Lifeline: 1-800-273-TALK (8255) open 24/7

CSG: [Creating a Relapse Prevention Plan](#)

[One Choice Prevention](#)

Averhealth, 2916 W. Marshall Street, Suite A, Richmond, VA 23230, 866.680.3106

[Unsubscribe](#)

Curriculum Vitae

Michele A. Glinn, PhD, F-ABFT

Education

Bachelor of Arts, 1985

Major in Anthropology, Concentration in Biology
Wayne State University, Detroit, MI

Doctor of Philosophy, 1993

Major in Biochemistry, Minor in Physiology
Wayne State University, Detroit, MI
Advisor: Dr. C. P. Lee, Dist. Prof. of Biochemistry

Certifications

- Fellow of the American Board of Forensic Toxicology
- Class IV Datamaster Operator (Michigan)
- ASLCD-LAB Inspector
- ISO Assessor
- SFST Practitioner (Michigan)
- New York State Department of Health – Laboratory Director

Areas of Scientific Expertise

- Forensic and clinical toxicology
- Drug disposition and metabolism in human subjects.
- Drug effects on human subjects.
- Analysis of biological specimens for alcohol and drugs.
- Breath alcohol testing.
- Oxidative metabolism.
- Laboratory compliance with CAP, ASCLD-LAB, ISO 17025 standards
- Medicolegal aspects of alcohol and drug use.
- Standardized field sobriety testing

Professional Experience

Laboratory Director: Forensic Toxicology Program

Avertest dba averhealth

4709 LaGuardia Drive, Suite 100, St. Louis, MO 63134

May 2013 - present

- Administration of forensic toxicology program (court-ordered drug testing)
- Review of forensic laboratory operations and quality control program.
- Review of analytical results completed by laboratory scientists.
- Maintenance of compliance with government and accreditation regulations.
- Court testimony on scientific issues related to forensic drug testing.

Technical Consultant March 2017 – July 2018

Laboratory Director October 2011 – March 2017

Timberlands Testing (formerly Essential Testing, LLC)

1616 Eastport Plaza Dr, Collinsville, IL 62234

- Administration and supervision of toxicology laboratory operations.
- Provision of toxicology expertise and consultations to clients.
- Review of analytical results completed by laboratory scientists.
- Implementation of new analytical procedures.
- Maintenance of compliance with government and accreditation regulations.
- Analysis of biological specimens in unusual or difficult cases.

Adjunct Professor/Guest Lecturer

Department of Pharmaceutical Sciences

Southern Illinois University at Edwardsville

Edwardsville, IL 62025

July 1, 2016 – present

- Instructor in clinical and forensic toxicology to School of Pharmacy students

Consulting Laboratory Director: Pain Management Programs

Laboratory Management Consultants

527 Village Lane

Hazard, KY, 41701

January 2014 - present

- Review of toxicology operations and quality control programs for client laboratories.

Consultant in Forensic Toxicology

Okemos, MI

May 2010 - present

- Review of documents and laboratory reports
- Review of laboratory operations and quality control procedures
- Review of laboratory results
- Written reports and recommendations
- Court testimony
- Clients: attorneys, state agencies, program managers, oversight bodies

Toxicology Laboratory Supervisor***Toxicology Program Coordinator***

Toxicology Unit, Forensic Sciences Division, Michigan State Police

7320 N. Canal Rd, Lansing, MI 48213

October 1999 – October 2011

- Administration of statewide drug toxicology program of Michigan State Police Forensic Science Division.
- Analysis of biological samples for alcohol and drugs.
- Review of casework completed by toxicology scientists.
- Implementation of new analytical procedures when required.
- Instruction of law enforcement officials on drug and alcohol pharmacology and analysis.
- Maintenance of databases of cases analyzed by the unit.
- Maintenance of compliance of with government and ASCLD-LAB regulations.
- Court testimony on scientific issues related to forensic drug and alcohol analysis.
- Conducted studies with human subjects of alcohol metabolism and elimination and variables related to forensic alcohol testing.
- Assistance with MSP Breath Alcohol Testing program (Alcohol Enforcement Unit).

Assistant Director

State Department of Toxicology

Department of Pharmacology and Toxicology

Indiana University School of Medicine

1998 – 1999

- Administered forensic drug analysis and breath alcohol testing programs for the State of Indiana.
- Operated breath alcohol testing training and certification programs for Indiana law enforcement officials.

- Supervised and directed teaching and breath test instrument certification activities of State Department inspectors.
- Maintained databases containing forensic drug testing data for the State of Indiana.
- Conducted studies with human subjects of alcohol metabolism and elimination and variables related to forensic alcohol testing.
- Composed literature reviews for official circulation of scientific issues related to forensic alcohol and drug testing.
- Court testimony on scientific issues related to forensic drug testing.
- Served on the State of Indiana Controlled Substances Advisory Committee (representative of Director).

Visiting Scientist

Dept. of Neuroscience Research, Lilly Research Laboratories

Indiana University School of Medicine

Indianapolis, IN, 1997-1998

Research areas: pharmacological manipulation of neuronal metabolism for treatment of neurodegenerative disorders

Research Associate

Dept. of Biochemistry, Indiana University School of Medicine

Indianapolis, IN 1997

Research area: skeletal muscle glucose metabolism

Postdoctoral Scientist

Dept. of Neuroscience Research, Lilly Research Laboratories

Eli Lilly & Co., Indianapolis, IN, 1993-1997

Research area: pharmacological manipulation of neuronal metabolism for treatment of neurodegenerative disorders

Graduate Research Assistant

Dept. of Biochemistry, Wayne State University School of Medicine

Detroit, MI, 1988-1993

Research area: mitochondrial energy metabolism and lipid peroxidation

Research Assistant

Henry Ford Hospital Sleep Research and Disorders Center

Detroit, MI, 1987-1988

Research area: drug effects on sleep patterns in normal and insomniac subjects

Teaching Experience

Instructor in forensic and clinical toxicology, Department of Pharmaceutical Sciences, School of Pharmacy, Southern Illinois University at Edwardsville, 2016 – present.

Instructor in the pharmacology and toxicology of alcohol, drugs of abuse and drug testing instrumentation for States of Michigan, Illinois, Indiana and Missouri law enforcement officials and prosecuting attorneys, and various courses sponsored by the Michigan State Police Training Division, the Forensic Sciences Division, the Prosecuting Attorneys' Association of Michigan, Michigan, Indiana and Missouri Courts and Sexual Assault Nurse Examiners, July 2000-present.

Instructor in the pharmacology and toxicology of alcohol, drugs of abuse and drug testing instrumentation for State of Indiana law enforcement officials and prosecuting attorneys, Indiana Law Enforcement Academy, Plainfield, IN, 1998-1999.

Instructor in biochemistry for Year I medical students
Wayne State University School of Medicine, Detroit, MI, 1989-1991

Private tutor in biochemistry for Year I medical students
Wayne State University School of Medicine, Detroit, MI, 1989-1990

Specialized Training

- *Introduction to Excalibur*, ThermoQuest Institute, Piscataway NJ, Dec 1999
- *Mass Spectral Interpretation*, ACS, Stockton, CA, Jan 2000
- *Toxicology of Opiates*, AAFS Meeting, Reno, NV, Feb 2000
- *Expert Witness Training Course*, MSP Training Academy, March 2000
- *Medicolegal Investigation of Death*, Wayne County Medical Examiner's Office, May 2000
- *Operation and Applications of Tempus Time-of-Flight Mass Spectrometer*, ThermoQuest, Manchester, UK, August 2000
- *Pharmacology of Benzodiazepines*, SOFT Meeting, Milwaukee, WI, Oct 2000
- *Marijuana Forensic Symposium*, SOFT Meeting, Milwaukee, WI, Oct 2000
- *Supervisor Development*, MSP Training Division, November 2000
- *Class 2 Breath Test Operator*, MSP Certified, December 2000
- *Targeted Selection*, MSP Human Resources, December 5-6, 2000
- *Understanding Mass Spectra*, MSP FSD, Sept. 11 – 13, 2001.
- *Urine Testing and Human Performance*, SOFT Meeting, New Orleans, LA, Oct 2001

- *Adulterant Testing*, SOFT Meeting, New Orleans, LA, Oct 2001
- *Datamaster Operation*, NPAS, Lansing, MI, Sept. 2002
- *Medicolegal Death Investigation*, SOFT Meeting, Dearborn, MI, Oct 2002.
- *Pharmacogenomics*, SOFT Meeting, Dearborn, MI, Oct 2002.
- *Solid Phase Extraction*, MATT Meeting, E. Lansing, MI, May 2003
- *GC/MS Workshop*, MATT Meeting, E. Lansing, MI, May 2003
- *ASCLD Inspector Training School*, Lansing, MI, June 2003
- *Forensic Toxicology of Methadone*, SOFT Meeting, Portland, OR, 2003
- *Toxicology of Antidepressants*, SOFT Meeting, Portland, 2003.
- *Lifeloc/Class IV Operator Training*, MSP Alcohol Enforcement Unit, January 2004.
- *Hair Testing: Physiology and Drug Incorporation*, MATT/SOHT Meeting, Arlington Hts, IL, May 2004.
- *Principles of Forensic Toxicology* SOFT/TIAFT/FBI Meeting, Washington, DC, August 2004
- *Drug-Facilitated Sexual Assault*, SOFT/TIAFT/FBI Meeting, Washington, DC, August 2004
- *Effects of Drugs on Human Performance*, Robert Borkenstein Center for Studies of Law in Action, Bloomington, IN, September 2004.
- *Clinical Toxicology*, MATT Meeting, Kansas City, MO, May 2005
- *Pediatric Poisoning*, MATT Meeting, Kansas City, MO, May 2005
- *Ambien Pharmacology*, MATT Meeting, Kansas City, MO, May 2005
- *Heavy Metal Toxicity*, MATT Meeting, Kansas City, MO, May 2005
- *Alternative Samples*, MATT Meeting, Kansas City, MO, May 2005.
- *Standardized Field Sobriety Testing*, Alcohol Enforcement Unit, MSP, December 2005.
- *Pharmacogenomics Testing Review*, MATT Meeting, Peoria, IL, May 2006
- *Ethylene Glycol Analysis*, MATT Meeting, Peoria, IL, May 2006
- *Drug Concentration Analysis*, MATT Meeting, Peoria, IL, May 2006
- *Pain Management Programs*, MATT Meeting, Peoria, IL, May 2006
- *Cocaine Confirmation*, MATT Meeting, Peoria, IL, May 2006
- *Dextromethorphan Toxicity*, MATT Meeting, Peoria, IL, May 2006
- *Lead Neurotoxicity*, MATT Meeting, Peoria, IL, May 2006
- *HGN and SFSTs*, MATT Meeting, Peoria, IL, May 2006
- *Six Sigma*, MATT Meeting, Peoria, IL, May 2006
- *Fast GC/MS*, MATT Meeting, Peoria, IL, May 2006
- *Mycotoxins*, MATT Meeting, Peoria, IL, May 2006
- *Daubert Training*, MI Attorney General's Office, Lansing Lab, July 2006
- *DMT Operation*, NPAS, Lansing Lab, Lansing, Sept 2006
- *Method Validation*, SOFT Meeting, Austin, TX, Oct 2006

- *Postmortem Pharmacokinetics*, SOFT, Austin, TX, Oct 2006
- *QA/QC Programs*, SOFT, Austin, TX, Oct 2006
- *Laboratory Development*, FBI, Columbus, OH, June 2007
- *ISO/IEC 17025*, ASCLD Consulting, Lansing Lab, Lansing, Dec. 2007
- *Pediatric Psychopharmacology*, MATT, Dayton, OH, May 2008
- *Alternative Matrices*, MATT, Dayton, OH, May 2008
- *DRE and Toxicology*, MATT, Dayton, OH, May 2008
- *Sympathomimetic Amines*, SOFT, Phoenix, AZ, Oct 2008
- *ISO 17025 Accreditation*, SOFT, Phoenix, AZ, Oct 2008
- *Pain Management*, MATT, Rochester, MN, April 2009
- *Methamphetamine Laboratories*, MATT, Rochester, MN, April 2009
- *Legal Challenges to Breath Alcohol Testing*, IACT, Anchorage, AK, May 2009
- *OWI Drugs*, IACT, Anchorage, AK, May 2009
- *ASCLD Issues in Breath Alcohol Testing*, IACT, Anchorage, AK, May 2009
- *Envenomations*, SOFT, Oklahoma City, Oct 2009
- *Mendez-Diaz and the Right to Confrontation*, SOFT, Ok. City, Oct 2009
- *Pain Management*, MATT, Milwaukee, WI, April 2010
- *Generic vs. Brand Name Drugs*, MATT, Milwaukee, April 2010
- *Drug Diversion*, MATT, Milwaukee, April 2010
- *Marihuana Pharmacology*, SOFT, Richmond, VA, Oct 2010
- *Piperazines, Designer Amphetamines and Tryptamines*, SOFT, Richmond, VA, Oct 2010
- *Elemental Analysis*, SOFT, Richmond, VA, Oct 2010
- *ISO Assessor Training*, ASCLD-LAB, Tampa, FL, Jan 2011
- *Analyst Operation*, AbSciex, Sacramento, CA, Nov 2011
- *IACT Annual Meeting*, IACT, Nashville, TN, April 2012
- *MATT Annual Meeting*, MATT, Chicago, IL, May 2012
- *SOFT Annual Meeting*, SOFT, Boston, MA, July 2012
- *Developments in Clinical/Forensic Research*, AbSciex, Chicago, IL, Oct 2012
- *IACT Annual Meeting*, IACT, Minneapolis, MN April 2013
- *MATT Annual Meeting*, MATT, Cleveland, OH April 2013
- *MS in the Clinical Lab*, AACC, St. Louis, MO, Sept. 2013
- *Lab Quality Confab*, DARK, New Orleans, LA, Oct 2013
- *MATT Annual Meeting*, MATT, Detroit, MI April 2014
- *SOFT Annual Meeting*, SOFT, Grand Rapids, MI, Oct 2014
- *MATT Annual Meeting*, MATT, Lexington, KY, April 2015
- *SOFT Annual Meeting*, SOFT, Atlanta, GA, Oct 2015
- *Lab Quality Confab*, DARK, New Orleans, LA, Nov 2015
- *MATT Annual Meeting*, MATT, St. Louis, MO, April 2016
- *SOFT Annual Meeting*, SOFT, Dallas, TX Oct 2016
- *MATT Annual Meeting*, MATT, Rosemont, IL April 2017
- *IACT Annual Meeting*, IACT, Colorado Springs, CO, April 2017
- *SOFT/TIAFT Joint Meeting*, SOFT, Boca Raton, FL Jan 2018
- *MATT Annual Meeting*, MATT, Indianapolis, IN, April 2018
- *SOFT Annual Meeting*, SOFT, Minneapolis, MN, Oct 2018

- *MATT Annual Meeting*, Cleveland, OH, April 2019
- *SOFT Annual Meeting*, San Antonio, TX, October 2019

Membership In Professional Societies

- American Association for Clinical Toxicology, 2013 - present
- American Association for Clinical Chemistry, 2012 - present
- Society of Forensic Toxicologists, 2000 - present
- Midwestern Assn. for Toxicology and Therapeutic Drug Monitoring, 2003 – present (lifetime member).
- International Association for Chemical Testing, 1998 – 2000, 2009 - present.
- American Society of Crime Laboratory Directors: Inspector, 2003 – present; member, 2010 - 2012.
- Society of Toxicology, 1998 - 2003
- Society for Neuroscience, 1994-1999
- Biophysical Society, 1988-1998
- Federation of American Societies for Experimental Biology, 1990-1998
- Sleep Research Society, 1987-1988

Honors and Awards

- Richard H. Austin Traffic Safety Award for Long-Term Contributions to Traffic Safety, Toxicology/Blood Alcohol Unit, 2011
- Past-President, MATT, 2009-2010
- President, MATT, 2008 - 2009
- Vice President, MATT, 2007 - 2008
- Graduation *magna cum laude* from Wayne State University, 1993
- Thomas C. Rumble University Graduate Fellowship, Wayne State University, 1990-1991 and 1992-1993 for academic merit.
- Graduation *cum laude* from Wayne State University, 1985
- Four-year full scholarship for undergraduate academic study, 1981-1985 from the Greater Detroit Chevrolet Dealers' Association for academic merit.

Patents

- Methods for Increasing Choline Acetyltransferase (ChAT) Activity (Raloxifene HCl). X. Wu, **M. Glinn**, S. Paul, H. Bryant
Lilly Research Laboratories, Eli Lilly & Co.
U.S., European and Global patents, 1998, 1999 and 2000

- Methods for Increasing Choline Acetyltransferase (ChAT) Activity (Serm III), X. Wu, **M. Glinn**, S. Paul, H. Bryant
Lilly Research Laboratories, Eli Lilly & Co.
U.S., European and Global patents, 1998, 1999 and 2000
- Methods for Increasing Choline Acetyltransferase (ChAT) Activity (Tamoxifen), X. Wu, M. Glinn, S. Paul, H. Bryant
Lilly Research Laboratories, Eli Lilly & Co.
U.S. patent granted Feb 2000

Publications

Refereed Journals

- **M. Glinn**, A. Lickteig, L. Weber, S. Recer, M. Salske, A. Harvey, B. Rappold, J. Stensland, P. Bell. *J. Analytical Toxicology*, **41(2)**:127-133, 2017
- **M. Glinn**, P. Curtis, F. Adatsi. *J. Forensic Sci.*, **56(6)**:1632-8, 2011.
- X. Wu, **M. Glinn** et al.. *Brain Research*, **847**:98-104, 1999.
- Y. Du et al. *J. Neurochem.*, **70**:1182-1188 (1998).
- **M. Glinn** et al. *J. Neurochem.*, **70**:1850-1858 (1998).
- Y. Du et al. *J. Neurochem.*, **69**: 299-305 (1997).
- **M. Glinn** et al. *Brain Res.*, **757**:85-92 (1997).
- **M. Glinn** et al. *Biochem. Biophys. Acta*, **1318**: 246-254 (1997).
- **M. Glinn** et al. *J. Neurochem.*, **65**: 2358-2365 (1995).
- V. DeMel et al. *Protein Science*, **3**:39-54 (1994).
- **M. Glinn** et al. *Arch. Biochem. Biophys.*, **290** (1): 57-65 (1991).
- E. Stepanski et al. *Psychosomatics*, **30(4)**: 421-427 (1989).

Book Chapters

- B. Ni, **M. Glinn** and S. M. Paul. *Phosphate Metabolism in Neurological Disorders*, World Health Organization, CH-1211 Geneva 27, Switzerland, 1998.

Case Reports

- M. Glinn, P. Curtis
Effects of Smokeless Tobacco and Belching on DMT Breath Alcohol Results
IACT Newsletter, August 2011
- M. Glinn
Physiological Effects of K2
PAAM Newsletter, Oct. 2010
- M. Glinn
How Many Drugs Does It Take to Prove Impairment?
ToxTalk, SOFT Newsletter, June 2008
- M. Glinn, G. French, E. Gormley and O. Idusuyi.
Prolonged Residence Time of Benzoylcegonine in the Serum of a Chronic Drug User. sMATTerings, MATT Newsletter, Oct. 2005.

Abstracts and Presentations

- *MATT Meeting Proceedings* (2019)
- *SOFT Meeting Proceedings* (2018)
- *MATT Meeting Proceedings* (2018)
- *MATCP Meeting Proceedings* (2018)
- *MATCP Meeting Proceedings* (2017)
- *IACT Meeting Proceedings* (2017)
- *MATT Meeting Proceedings* (2017)
- *SOFT Meeting Proceedings* (2016)
- *MATT Meeting Proceedings* (2016)
- *MATT Meeting Proceedings* (2015)
- *MATT Meeting Proceedings* (2014)
- *ASMS Annual Meeting* (2013)
- *MATT Meeting Proceedings* (2012).
- *Society of Forensic Toxicologists Abstracts*, p. P62 (2010).
- *IACT Meeting Proceedings* (2009).
- *Society of Forensic Toxicologists Abstracts*, p. P46 (2008)
- *MATT Meeting Proceedings* (2008).
- *MATT Meeting Proceedings* (2006).
- *MATT Meeting Proceedings* (2003).
- *Society of Forensic Toxicologists Abstracts*, p. 29 (2000).
- *Society for Neuroscience Abstracts*, **24**(1); 1789 (1998).
- *Society for Neuroscience Abstracts*, **24**(1); 732 (1998).

- *Society for Neuroscience Abstracts*, **23**(2):2295 (1997)
- *Society for Neuroscience Abstracts*, **22**(1):196 (1996)
- *Society for Neuroscience Abstracts*, **22**(1):367 (1996)
- *Neurobiol. of Aging*, **17**(4s):S109 (1996)
- *Society for Neuroscience Abstracts*, **21**(3):2065 (1995)
- *Biophysical Journal*, **64**(2):A103 (1993).
- *Biophysical Journal*, **61**(2):A195 (1992).
- *EBEC Short Reports*, **7**:66 (1992).
- *FASEB Journal*, **5**(5):A1193 (1991).
- *Biophysical Journal*, **57**(2):556a (1990).
- *Sleep Research*, **18**:307 (1989).
- *Sleep Research*, **19**:306 (1989).
- *Sleep Research*, **17**:132 (1988).

Official Publications on Behalf of the State of Indiana

Report to Governor's Council on Impaired and Dangerous Driving

An Assessment of the Operations and Structure of the Indiana State Department of Toxicology. Hon. Linda Chezem, Hon. Thomas Wyss, Hon. Peggy Welch, Mr. Michael Medler, **Dr. Michele Glinn**, Sept., 2010.

White Papers

Effects of Dentures on Breath Alcohol Testing. **M. Glinn**, 1998

Pulmonary Disorders and Breath Alcohol Testing. **M. Glinn**, 1998

Organic Solvent Interference with Breath Alcohol Testing. **M. Glinn**, 1998

Report to Governor's Council on Impaired and Dangerous Driving

Report on Breath Alcohol Testing in the State of Indiana, July 1 1996 - June 30, 1998. J. Klaunig and **M. Glinn**, 1999.

Copies of the above may be requested from the Indiana State Department of Toxicology.

Program Results Overview

Account: Virginia - Henrico County **Program(s):** Community Alternative Program (CAP), Henrico Community Corrections - Pre-Trial, Henrico Community Corrections - Probation, Henrico County - Drug Court
Manager / Judge: All Case Managers **From:** 12/01/2021 **To:** 12/31/2021

of Patients During the Period: 663

Overall Results Statistics

Phase	Neg	Pos	RTP	INS	UTP	REJ	Total Check-ins	Exc	NS	Total Scheduled
+	33	33	0	0	0	0	66	0	22	88
+ 1	3	0	0	0	0	0	3	0	0	3
+ 2	1	0	0	0	0	0	1	0	1	2
+ 4	1	0	0	0	0	0	1	0	0	1
+ N/A	610	201	0	0	5	0	816	12	392	1220
Total	648	234	0	0	5	0	887	12	415	1314
%	73%	26%	0%	0%	1%	0%	100%	1%	32%	100%

# of POS Assays	1	2	3	4+	Total
Class	+ All	+ All	+ All	+ All	All
Alcohol	25	11	3	0	39
Amphetamines	12	3	2	0	17
Benzodiazepines	4	4	2	1	11
CannabinoidsNatural	92	28	8	1	129
Cocaine	14	16	6	0	36
Opiates	3	15	5	1	24
Validity	28	15	1	1	45

Test Count by Order: Class and Result (Total / Positive)

Phase		1	2	4	N/A
Class	Total	+ All	+ All	+ All	+ All
Alcohol	745 / 39	50 / 2	3 / 0	1 / 0	690 / 37
Amphetamines	864 / 17	63 / 2	3 / 0	1 / 0	796 / 15
Benzodiazepines	864 / 11	63 / 1	3 / 0	1 / 0	796 / 10
CannabinoidsNatural	864 / 129	63 / 14	3 / 0	1 / 0	796 / 115
Cocaine	864 / 36	63 / 10	3 / 0	1 / 0	796 / 26
Fentanyl	12 / 0	2 / 0	0 / 0	0 / 0	10 / 0
Opiates	864 / 24	63 / 3	3 / 0	1 / 0	796 / 21
Validity	870 / 45	66 / 8	3 / 0	1 / 0	799 / 37
TOTAL	5947 / 301	433 / 40	21 / 0	7 / 0	5479 / 261



Batch Results (Summary)

Account: Honolulu County **Program:** Honolulu County, Honolulu County DWI **Manager / Judge:** All
By: Collected **From:** 01/01/2022 **To:** 02/03/2022

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Manager	Billed Insurance	Received Date	#1	#2
Arenas Esteban	79500	Honolulu County	-2x per month	N/A	17585204010	POCT	01/26/2022 17:17	REFUSED (Pending) / BARB / CREAT		02/03/2022 11:54	02/03/2022 11:54	test23	01/26/2022	0000	Honolulu	W		89	No		False			
Arenas Esteban	79500	Honolulu County	-2x per month	N/A	17585198016	POCT	01/26/2022 17:15	In-Progress		01/26/2022 17:15	01/26/2022 17:15	test23	01/26/2022	0000	Honolulu	W		89	No		False			
Arenas Esteban	79500	Honolulu County	-2x per month	N/A	17585162012	POCT	01/26/2022 16:59	POS (Pending) / BARB / CREAT		01/26/2022 17:00	01/26/2022 17:00	test23	01/26/2022	0000	Honolulu	W		89	No		False			
Arenas Esteban	79500	Honolulu County	-2x per month	N/A	17582198010	Standard Drug	01/26/2022 09:13	REJECTED		01/26/2022 09:14	01/26/2022 09:14	test23	01/26/2022	0000	Honolulu	W		89	No		False			
Kane Kandi	4301128	Honolulu County DWI	1x per month		17581941013	POCT	01/26/2022 08:30	POS / COC / THC		01/26/2022 08:31	01/26/2022 08:31		01/26/2022		Honolulu County Sheriff's Office	W			Yes	Joel Bailey	False		No	Yes
Arenas Esteban	79500	Honolulu County	-2x per month	N/A	17523789015	Standard Drug	01/25/2022 08:57	In-Progress		N/A	N/A	test23	01/21/2022	0000	Test Location	M		89	No		False			
Arenas Esteban	79500	Honolulu County	-2x per month	N/A	17491448015	Standard Drug	01/19/2022 10:16	In-Progress		N/A	N/A	test23	01/19/2022	0000	Honolulu	W		89	No		False	1/28/2022 11:23:47 AM		
Patient2 MORGAN	9712222	Honolulu County	10x / month		16358308019	Standard Drug	01/18/2022 09:58	In-Progress		N/A	N/A	7858578	10/14/2021		Honolulu	A			No		False	1/20/2022 6:25:59 PM		

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Manager	Billed Insurance	Received Date	#1	#2
Molive Paul	49764	Honolulu County	1-2x per month	2	17336294013	Urine Panel (907)	01/05/2022 12:58	In-Progress		N/A	N/A	20150225ZJOM	01/05/2022		Honolulu	W			No	Kelly Slater	True	1/11/2022 6:59:10 PM		
Small Aly	80241	Honolulu County	10x / month	N/A	17670038010	Standard Drug	N/A	Scheduled		N/A	N/A	082789	02/03/2022	227987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17670039018	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	02/03/2022	2251	Honolulu County Sheriff's Office	A			No		False			
Dickinson Emily	79073	Honolulu County	1-2x per month	3	17670040018	Standard Drug	N/A	Scheduled		N/A	N/A	34623456	02/03/2022	22451345	Honolulu County Sheriff's Office	A			No		False			
Bronte Anne	16358	Honolulu County	2-4x / month	2	17670038015	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	02/03/2022	227987	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		17643290015	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	02/01/2022	225600	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		17624540012	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	01/31/2022	225600	Honolulu County Sheriff's Office	A			No		False			
Warm Luke	9493685	Honolulu County DWI	1x per month	N/A	17642140019	CSTM5 Panel + ETG	N/A	Scheduled		N/A	N/A	Statewide ID (Required for Invoicing)	01/31/2022		Honolulu County Annex	M			Yes		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Managed	Billed Insurance	Received Date	#1	#2
Runge Nicholas	31925	Honolulu County	1x per week	1	17624548013	Standard Drug	N/A	Scheduled		N/A	N/A	Cupcake	01/31/2028	228	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17601880011	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/28/2025	1	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		17601876018	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	01/28/2025	600	Honolulu County Sheriff's Office	A			No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	17601878013	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/28/2027	987	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	17568095013	Standard Drug	N/A	Scheduled		N/A	ZZZABC	444498	01/26/2023	goih	Honolulu County Sheriff's Office	A			No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	17568098019	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/26/2027	987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17568095017	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/26/2025	1	Honolulu County Sheriff's Office	A			No		False			
Auerbach Redman	47759	Honolulu County	2-4x / month	4	17569738017	Standard Drug	N/A	Scheduled		N/A	N/A	78998	01/26/2027	289115	Test Location	A		lol	No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Manager	Billed Insurance	Received Date	#1	#2
Frapples Bob	3068992	Honolulu County	1-2x per month	1	N/A		N/A	NOSHOW		01/25/2022 20:05	N/A		01/25/2022		Anaheim, California	A			No	Amanda D'Arcy	False	6/1/2020 2:58:09 PM		
Cooper Ann	53133	Honolulu County	2x / week		1755106019	CSTMBase DC	N/A	Scheduled		N/A	N/A	564984	01/25/2022	245600	Honolulu County Sheriff's Office	A			No		False			
Runge Nicholas	31925	Honolulu County	1x per week	1	1755106011	Standard Drug	N/A	Scheduled		N/A	N/A	Cupcake	01/25/2022	228	Honolulu County Sheriff's Office	A			No		False			
Bronte Anne	16358	Honolulu County	2-4x / month	2	1755106014	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/25/2022	32	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17551069010	CSTMExpanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/25/2022	2451	Honolulu County Sheriff's Office	A			No		False			
Dickinson Emily	79073	Honolulu County	1-2x per month	3	1755106017	Standard Drug	N/A	Scheduled		N/A	N/A	34623456	01/25/2022	2451345	Honolulu County Sheriff's Office	A			No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	1755106012	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/25/2022	27987	Honolulu County Sheriff's Office	A			No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	1753402018	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/24/2022	27987	Honolulu County Sheriff's Office	A			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Managed	Billed Insurance	Received Date	#1	#2
Walker Alice	71819	Honolulu County	10x / month	4	17534024016	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/24/2024	2451	Honolulu County Sheriff's Office	A			No		False			
Auerbach Redman	47759	Honolulu County	2-4x / month	4	17535618012	Standard Drug	N/A	Scheduled		N/A	N/A	78998	01/24/2024	2789115	Test Location	A		lol	No		False			
Cooper Ann	53133	Honolulu County	2x / week		17510836012	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	01/21/2024	245600	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	17510835019	Standard Drug	N/A	Scheduled		N/A	ZZABC444498	78998	01/21/2023	2789115	Honolulu County Sheriff's Office	A			No		False			
Auerbach Redman	47759	Honolulu County	2-4x / month	4	17492225018	Standard Drug	N/A	Scheduled		N/A	N/A	78998	01/21/2024	2789115	Test Location	M		lol	No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	17493425018	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/20/2024	277987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17493428016	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/20/2024	2451	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	17493438014	Standard Drug	N/A	Scheduled		N/A	ZZABC444498	78998	01/20/2023	2789115	Honolulu County Sheriff's Office	A			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Managed	Billed Insurance	Received Date	#1	#2
Small Aly	80241	Honolulu County	10x / month	N/A	17476498017	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/19/2022	297987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17476492013	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/19/2022	2451	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		17460030014	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	01/18/2022	245600	Honolulu County Sheriff's Office	A			No		False			
Runge Nicholas	31925	Honolulu County	1x per week	1	17460038012	Standard Drug	N/A	Scheduled		N/A	N/A	Cupcake	01/18/2022	2928	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	17450555010	Standard Drug	N/A	Scheduled		N/A	ZZZABC	44449876	01/17/2023	76142023	Honolulu County Sheriff's Office	A			No		False			
Gret Vinny	7717502	Honolulu County	2x per month		17450548014	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/17/2022	2021#	Honolulu County Sheriff's Office	A			No		False			
Atricks Petey	7102742	Honolulu County	2x per month		17450558016	Standard Drug	N/A	Scheduled		N/A	N/A	7102742JDHT	01/17/2023	23333333	Honolulu County Sheriff's Office	A		44444444	No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Managed	Billed Insurance	Received Date	#1	#2
Tarpley Roy	65117	Honolulu County	1-2x per month	4	1745054019	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/17/2022		Honolulu County Sheriff's Office	A			No		False			
AYASH CHARLES	9574981	Honolulu County	1-2x per month		1745054016	CSTM Bath Salts	N/A	Scheduled		N/A	N/A	69	01/17/2022		Honolulu County Sheriff's Office	A			No		False			
Carlo Monty	9258801	Honolulu County	3-4x / month	N/A	1745055010	Standard Drug	N/A	Scheduled		N/A	N/A	Wickets	01/17/2022	Bad Hop	Honolulu County Sheriff's Office	A			No		False			
Bronte Anne	16358	Honolulu County	2-4x / month	2	1742957016	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/14/2022	Pygmy	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		1742957017	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	01/14/2022	25600	Honolulu County Sheriff's Office	A			No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	1742957011	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/14/2022	27987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	1742957019	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/14/2022	2451	Honolulu County Sheriff's Office	A			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Managed	Billed Insurance	Received Date	#1	#2
Dickinson Emily	79073	Honolulu County	1-2x per month	3	1742957010	Standard Drug	N/A	Scheduled		N/A	N/A	34623456	01/14/2022	22451345	Honolulu County Sheriff's Office	A			No		False			
Small Aly	80241	Honolulu County	10x / month	N/A	1741402017	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/13/2022	227987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	1741402015	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/13/2022	22451	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	1741402013	Standard Drug	N/A	Scheduled		N/A	ZZZABC	44449876	01/13/2022	22451345	Honolulu County Sheriff's Office	A			No		False			
Rock Kidd	1688039	Honolulu County DWI	1-2x per month		1742709013	Change Test 1	N/A	Scheduled		N/A	N/A		01/13/2022		Honolulu County Sheriff's Office	M			No		False			
Rock Kidd	1688039	Honolulu County DWI	1-2x per month		1742709029	Change Test 2	N/A	Scheduled		N/A	N/A		01/13/2022		Honolulu County Sheriff's Office	M			No		False			
Black Johnny	8943676	Honolulu County	1-2x per month		17427655017	5 Stan + 1 Spec	N/A	Scheduled		N/A	N/A	2576727	01/13/2022		Mobile	O			No		False			
Rock Kidd	1688039	Honolulu County DWI	1-2x per month		17411688017	5 Panel + ETG	N/A	Scheduled		N/A	N/A		01/12/2022		Honolulu County Sheriff's Office	W			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Managed	Billed Insurance	Received Date	#1	#2
Davis Baron	32439	Honolulu County	10x / month	2	1739893019	Standard Drug	N/A	Scheduled		N/A	ZZZABC	444498	01/11/2023	600	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		1738450018	CS/TMBase DC	N/A	Scheduled		N/A	N/A	564984	01/11/2022	5600	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	1738452017	Standard Drug	N/A	Scheduled		N/A	ZZZABC	444498	01/11/2023	600	Honolulu County Sheriff's Office	A			No		False			
Atricks Petey	7102742	Honolulu County	1-2x per month		1738450016	Standard Drug	N/A	Scheduled		N/A	N/A	702742JDHT	01/11/2023	333333	Honolulu County Sheriff's Office	A		44444444	No		False			
Gret Vinny	7717502	Honolulu County	1-2x per month		1738451014	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/11/2021	001	Honolulu County Sheriff's Office	A			No		False			
Auerbach Redman	47759	Honolulu County	2-4x / month	4	1738603012	Standard Drug	N/A	Scheduled		N/A	N/A	78998	01/11/2022	728915	Test Location	A		lol	No		False			
Tarpley Roy	65117	Honolulu County	1-2x per month	4	1738451018	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/11/2022		Honolulu County Sheriff's Office	A			No		False			
Jones Matt	5279592	Honolulu County	1-2x per month		1738451014	Standard Drug	N/A	Scheduled		N/A	N/A	DONT	01/11/2022	DONT	Honolulu County Sheriff's Office	A			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Manager	Billed Insurance	Received Date	#1	#2
Ottix Aaron	4898178	Honolulu County	1-2x per month		173845012	Standard Drug	N/A	Scheduled		N/A	N/A	Case Number	01/11/2021	011#	Honolulu County Sheriff's Office	A			No		False			
Carlo Monty	9258801	Honolulu County	3-4x / month	N/A	173845016	Standard Drug	N/A	Scheduled		N/A	N/A	Wickets	01/11/2021	Bad Hop	Honolulu County Sheriff's Office	A			No		False			
AYASH CHARLES	9574981	Honolulu County	1-2x per month		173845010	CSTMBath Salts	N/A	Scheduled		N/A	N/A	69	01/11/2022		Honolulu County Sheriff's Office	A			No		False			
Runge Nicholas	31925	Honolulu County	1x per week	1	173845013	Standard Drug	N/A	Scheduled		N/A	N/A	Cupcake	01/11/2022	0228	Honolulu County Sheriff's Office	A			No		False			
Kane Kandi	4301128	Honolulu County DWI	2x per week		N/A		N/A	NOSHOW		01/13/2022 12:57	N/A		01/10/2022		Honolulu County Sheriff's Office	A			No	Joel Bailey	False			
Frapples Bob	3068992	Honolulu County	1-2x per month	1	N/A		N/A	NOSHOW		01/10/2022 20:03	N/A		01/10/2022		Anaheim, California	A			No	Amanda D'Arcy	False	5/8/2020 2:24:43 PM		
Small Aly	80241	Honolulu County	10x / month	N/A	1737097015	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/10/2022	027987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	1737097013	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/10/2022	02451	Honolulu County Sheriff's Office	A			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Manager	Billed Insurance	Received Date	#1	#2
Kane Kandi	4301128	Honolulu County DWI	2x per week		N/A		N/A	NOSHOW		01/13/2022 12:57	N/A		01/07/2022		Honolulu County Sheriff's Office	A			No	Joel Bailey	False			
Small Aly	80241	Honolulu County	10x / month	N/A	1735357016	Standard Drug	N/A	Scheduled		N/A	N/A	082789	01/07/2022	27987	Honolulu County Sheriff's Office	A			No		False			
Walker Alice	71819	Honolulu County	10x / month	4	17353576014	CSTM Expanded Opiate	N/A	Scheduled		N/A	N/A	13451	01/07/2022	2451	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		17337436016	CSTM Base DC	N/A	Scheduled		N/A	N/A	564984	01/06/2022	25600	Honolulu County Sheriff's Office	A			No		False			
Runge Nicholas	31925	Honolulu County	1x per week	1	17337438014	Standard Drug	N/A	Scheduled		N/A	N/A	Cupcake	01/06/2022	228	Honolulu County Sheriff's Office	A			No		False			
Kane Kandi	4301128	Honolulu County DWI	2x per week		N/A		N/A	NOSHOW		01/07/2022 06:45	N/A		01/05/2022		Honolulu County Sheriff's Office	A			No		False			
Carlo Monty	9258801	Honolulu County	3-4x / month	N/A	17322648016	Standard Drug	N/A	Scheduled		N/A	N/A	Wickets	01/05/2022	Bad Hop	Honolulu County Sheriff's Office	A			No		False			

Patient	Patient Id	Program	Group	Phase	Accession	Panel	Collector	Result	Note	Reported Date	Test Date	Patient Id 2	Schedule Date	Patient Id 3	Collection Location	Schedule Method	Collection Note	Patient Id 4	Called	Manager	Billed Insurance	Received Date	#1	#2
Davis Baron	32439	Honolulu County	10x / month	2	1732264019	Standard Drug	N/A	Scheduled		N/A	ZZZABC	444498	01/05/2023	7614052023	Honolulu County Sheriff's Office	A			No		False			
Davis Baron	32439	Honolulu County	10x / month	2	1729778010	Standard Drug	N/A	Scheduled		N/A	ZZZABC	444498	01/04/2023	7614052023	Honolulu County Sheriff's Office	A			No		False			
Auerbach Redman	47759	Honolulu County	2-4x / month	4	1729939014	Standard Drug	N/A	Scheduled		N/A	N/A	78998	01/04/2022	7289115	Test Location	A		lol	No		False			
Ackuey Barb	4289519	Honolulu County DWI	1-2x per month		N/A		N/A	NOSHOW		01/07/2022 06:47	N/A	123456	01/03/2022		Honolulu County Sheriff's Office	M			Yes	T Trainor	False			
Davis Baron	32439	Honolulu County	10x / month	2	1728376017	Standard Drug	N/A	Scheduled		N/A	ZZZABC	444498	01/05/2023	7614052023	Honolulu County Sheriff's Office	A			No		False			
Cooper Ann	53133	Honolulu County	2x / week		1728377017	ESTMBase DC	N/A	Scheduled		N/A	N/A	564984	01/03/2022	245600	Honolulu County Sheriff's Office	A			No		False			

#1: Do you expect to test positive today?

#2: Are you wearing a scam device?



INCIDENT REPORT

Patient Name: John Doe Date of Incident: 02/12/2019

Incident Location: Porterville PCC Time of Incident: 11:14am

Program: Sample County Collaborative Court Participant ID#: 123467

Test Results (if applicable):

Negative:		No Sample:		Dilute:	
Positive:		Positive For:		Creatinine/S.G.:	
Substitute:	X	Adulterated:		Breath Alcohol:	

INCIDENT DESCRIPTION

On February 12, 2019 at approximately 11:14am, Mr. Doe reported to the Porterville Averhealth Patient Care Center to provide a urine specimen for his randomly scheduled test. Mr. Doe completed the check in process and was accompanied by Patient Care Technician, Andrew, to wash his hands.

Once in the collection room, Mr. Doe lifted his shirt to the navel, lowered his pants to midhigh, but failed to lower his under clothing to midhigh. Andrew reminded Mr. Doe that he needed to lower his under clothing to midhigh as well. Mr. Doe then lowered his under clothing, revealing a plastic container filled with yellow fluid and had a small tube attached.

Andrew asked Mr. Doe to surrender the device, letting him know that if he did, he would still be able to remain and provide his own specimen. Mr. Doe surrendered the device to Andrew. Mr. Doe then followed the remaining collection procedures and provided his own specimen. The specimen was secured and prepped for shipping. The device was labeled and secured. Mr. Doe left the Care Center without issue.

Supervisor called and reported the incident.

Prepared by:	Andrew Rojas	Date Reported:	02/12/2019
Reviewed by:	Tory Meier		

Invoice

S-INV005269

Customer Address:

Virginia- Henrico County:Henrico County Drug Court

Averhealth

2916 W Marshall St
Ste. A
Richmond, VA 23230

Document Date

November 5, 2021

Due Date

December 5, 2021

Payment Terms

Net 30

DATE	SERVICE	QTY	RATE	AMOUNT
October 31, 2021	PO# 215202	1	2,842.50	2,842.50
BALANCE DUE				2,842.50

Amount Subject to Sales Tax 0.00

Amount Exempt from Sales Tax 2,842.50

Home Page

www.averhealth.com

Phone No.

804-823-7591

Email

accounting@averhealth.com