

**IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI**

**A RESOLUTION** awarding a twenty-four month term and supply contract with two twelve-month options to extend for the furnishing of forensic toxicology services for use by the Medical Examiner's Office to Axis Forensic Toxicology of Indianapolis, IN, under the terms and conditions of Request for Proposals No. 27-18.

**RESOLUTION NO.19952**, August 13, 2018

**INTRODUCED BY** Crystal Williams, County Legislator

WHEREAS, the Medical Examiner's Office requires forensic toxicology services to assist with the determination of the cause and manner of death in cases it handles; and,

WHEREAS, the Director of Finance and Purchasing has solicited proposals under the terms and conditions of Request for Proposals No. 27-18 for the furnishing of forensic toxicology services; and,

WHEREAS, a total of ten notifications were distributed and four responses were received from the following:

**RESPONDENT**

Axis Forensic Toxicology  
Indianapolis, IN

St. Louis University  
St. Louis, MO

NMS Labs  
Willow Grove, PA

Alere  
Santa Rosa, CA

and,

WHEREAS, the Director of Finance and Purchasing recommends the award of a twenty-four month term and supply contract with two twelve-month options to extend to Axis Forensic Toxicology of Indianapolis, IN, as the lowest and best bid as set forth under the terms and conditions of Request for Proposal No. 27-18, as set forth in the attached recapitulation and analysis; and,

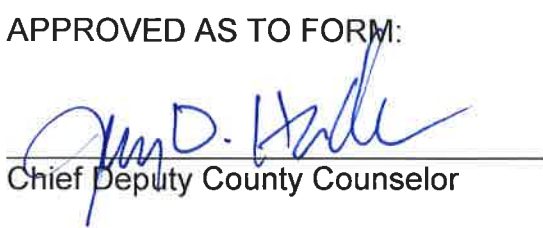
WHEREAS, this award is made on an as needed basis and does not obligate the County to pay any specific amount; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that award be made as recommended by the Director of Finance and Purchasing, and that the Director be, and is hereby, authorized to execute for the County any documents necessary to the accomplishment of the award; and,

BE IT FURTHER RESOLVED that the Director of Finance and Purchasing is authorized to make all payments, including final payment on the contract, to the extent that sufficient appropriations to the using spending agency are contained in the then current Jackson County budget.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:

  
Chief Deputy County Counselor

  
County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution No. 19952 of August 13, 2018 was duly passed on August 20, 2018 by the Jackson County Legislature. The votes thereon were as follows:

Yeas 8

Nays 0

Abstaining 0

Absent 1

Excused 1

8/20/18  
Date

  
Mary Jo Spino, Clerk of Legislature

This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases is subject to annual appropriation.

8/9/18  
Date

  
Chief Administrative Officer

Bid No: 27-18 Date: 6/5/18 COMMODITY: Forensic Toxicology Services	DESCRIPTION	St. Louis University	Axis Forensic Toxicology	NMS Labs	Aler Forensics Redwood Toxicology Laboratory	AMOUNT	AMOUNT	AMOUNT
NO		AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
1.0	Forensic Toxicology Services, per RFP 27-18	See Bid	See Bid	See Bid	See Bid			

CERTIFICATION OF BID OPENING  
BIDS WERE PUBLICLY  
OPENED AND RECORDED

ON: June 5, 2018, BY

Yvonne H. Rowland  
CLERK OF THE LEGISLATURE

Katie Bantle  
PURCHASING



**THE JACKSON COUNTY MEDICAL EXAMINER'S OFFICE**  
950 East 21<sup>st</sup> Street  
Kansas City, Missouri 64108  
(816) 881-6600

## MEMO

To: Barbara Casamento – Purchasing

From: Diane C. Peterson, MD

Date: July 5, 2018

Re: RFP 27-18, Toxicology Services

The Jackson County Medical Examiner's Office received 4 bids for toxicology services in response to RFP #27-18. A committee of key members of the office reviewed the bids. Following review, we have chosen Axis Forensic Toxicology to be awarded the bid. Key factors in the decision included turn-around-time, invoicing methods, possibility of online ordering and reporting, as well as comprehensive nature of the testing panels. Pricing, both overall as well as for specific features such as return of samples, played a key role in the determination as well.

One request of the bid was the ability to perform STAT carbon monoxide testing. Given that all laboratories that bid are out of town and require overnight shipping, technically none of them can satisfy this requirement. A separate memo will be issued requesting this specific testing from a local laboratory as a sole source.

Thank you,

A handwritten signature in cursive script that reads "Diane C. Peterson MD".

Diane C. Peterson, MD  
Chief Medical Examiner  
Jackson County Medical Examiner's Office

cc: Jaime Masters, Chief of Health Services

# JACKSON COUNTY MEDICAL EXAMINER'S OFFICE

## Evaluation of Tox Services (RFP # 27-18)

Committee Meetings: Bid Spec Review: June 14, 2018  
Pricing Review: June 18, 2018

**Committee Members Evaluations:**

	NMS	Alere	Axis	SLU
Committee Head: Dr. Diane Peterson, Chief Medical Examiner	83	85	86	74
Committee Member 1: Deputy Medical Examiner	93	90	97	89
Committee Member 2: Forensic Supervisor	90	95	95	80
Committee Member 3: Forensic Transcriptionist	94	92	95	68
Committee Member 4: Administrative Supervisor	88	90	97	87

**Committee Notes:**

1. Returning specimen costs are a major factor.
2. In house vitreous turn around time vs. sent out
3. Digital requisitions. Online account balance and payment information.
4. Comprehensive drug screening costs. Flat fee for screening and confirmation.
5. Use of reference lab

<b>COMMITTEE OVERALL EVALUATION</b>	<b>NMS</b>	<b>Alere</b>	<b>Axis</b>	<b>SLU</b>
Total Points: Responsiveness to RFP (5 points)	5	5	5	4
Total Points: Respondent's Qualifications & Experience (30 points)	29	28	29	23
Total Points: Respondent's References (30 points)	29	26	28	22
Total Points: Pricing (35 points)	27	31	31	31
<b>Totals</b>	<b>90</b>	<b>90</b>	<b>93</b>	<b>80</b>

Recommendation letter attached.

July 5, 2018

Axis Forensic Toxicology, Inc.  
c/o Philip Roberts  
P.O. Box 681513  
Indianapolis, IN 46268-7513

June 4, 2018

Axis Forensic Toxicology (Axis) is pleased to provide the following proposal package to the **Jackson County Medical Examiner's Office** in response to **RFP 27-18: Forensic Toxicology Services**.

*Axis - your industry-leading forensic toxicology partner, approaching your needs from every angle.*

- Unmatched accuracy, accessibility, transparency and accountability
- Leader in designer drug testing and research & development
- Direct access and communication with our team of experts
- Forensics – the center of our work since 1990

*Everything revolves around forensics.*

At Axis, our mission is to contribute to an effective justice system that brings closure to people and communities by providing accurate, timely, and relevant toxicology results from our industry leading testing protocols, cost effective products, and access to subject matter experts.

Axis' "whole case approach" provides superior value, budgeting certainty, and highest quality outcomes. Axis charges a flat fee for screening and confirmation of common drug classes AND tests multiple matrices in every case to provide a more comprehensive understanding of the toxicology of the case, all under one bundled price to help provide certainty to your budget before you ever submit a single case. In addition to being cost effective and thorough, this approach minimizes the need for add-on testing and allows much faster results delivery. By pricing Axis' Comprehensive and Drugs of Abuse panels this way, clients have a known capitation compared to traditional fees for services and per specimen testing.

Axis receives cases daily from more than 700 clients in 45 states throughout the United States. We currently operate near 70% of our overall capacity, providing Axis more than enough additional capacity to complete work for the County in a timely manner. As a leading forensic toxicology lab with over 25 years of toxicology experience, processing casework in a timely and efficient manner is at the core of what we do. We currently provide final reports to clients within 10 days of receiving the case in-house. The County can expect timely processing similar to this result if they choose to use Axis as their toxicology lab partner.

If you have any questions concerning our submission and/or testing capabilities, we welcome the conversation. All questions may be directed to our Director of Operations and Product Management, Matt Zollman, at (317) 759-4869 x 273 or at [mzollman@axisfortox.com](mailto:mzollman@axisfortox.com). Additionally, we invite you to visit our website at [www.axisfortox.com](http://www.axisfortox.com) for more information about our laboratory, toxicologists, and test catalog.

We appreciate your consideration and look forward to serving you.

Regards,



Philip Roberts  
CEO

## PRICING (4.6.11)

Axis is pleased to provide the following fee schedule to the County. The proposed pricing is inclusive of all charges, including all necessary supplies for specimen collection (such as appropriate tubes, bottles, syringes, specimen transport bags, evidence seals, and transport box), shipping costs, forensic chain of custody, laboratory analysis, final toxicology reports, interpretation and consultation services, minimum (12) month specimen storage, and five (5) year record maintenance. These additional services provide the client with a greater overall value than just test analysis alone.

Axis' "whole case approach" provides superior value, budgeting certainty, and highest quality outcomes. Axis charges a flat fee for screening and confirmation of common drug classes AND tests multiple matrices in every case to provide a more comprehensive understanding of the toxicology of the case, all under one bundled price to help provide certainty to your budget before you ever submit a single case. In addition to being cost effective and thorough, this approach minimizes the need for add-on testing and allows much faster results delivery. By pricing Axis' Comprehensive and Drugs of Abuse panels this way, clients have a known capitation compared to traditional fees for services and per specimen testing.

Please visit our test catalog at [www.axisfortox.com](http://www.axisfortox.com) for the most up-to-date listing of panel scopes and test offerings.

### STANDARD PANELS

Panel Name	Axis Order Code	Price
<b>Comprehensive Drug Panel, Blood</b>	70510	\$200.00
<b>Comprehensive Drug Panel, Tissue</b>	70510T	\$325.00
<b>Comprehensive Drug Panel, Vitreous</b>	70510V	\$325.00
<b>Comprehensive Drug Panel, Fluid</b>	70510FL	\$425.00
<b>Drugs of Abuse Panel, Blood</b>	70530	\$130.00
<b>Drugs of Abuse Panel, Tissue</b>	70530T	\$245.00
<b>Drugs of Abuse Panel, Vitreous</b>	70530V	\$245.00
<b>Drugs of Abuse Panel, Fluid</b>	70530FL	\$245.00
<b>Drugs of Abuse Panel, Urine</b>	70080	\$130.00
<b>Vitreous Electrolytes Panel</b> <i>Includes chloride, creatinine, glucose, potassium, sodium and urea nitrogen</i>	32400	\$75.00
<b>Alcohol Panel, Blood</b> <i>Includes acetone, ethanol, methanol, and isopropanol</i>	45650	\$65.00



DIRECTED CONFIRMATION TESTING

Description	Item	Price
Acetaminophen, Blood	40600	\$125.00
Acetyl Fentanyl, Tissue	45180	\$235.00
Albuterol, Blood	44000	\$308.00
Alprazolam	44500	\$150.00
Amitriptyline and Metabolite, Blood	41500	\$125.00
Amoxapine and Metabolite, Blood	41510	\$282.00
Amphetamine, Blood	45075	\$125.00
Amphetamines Panel, Blood	45130	\$125.00
Amphetamines Panel, Tissue	45130T	\$175.00
Amphetamines Panel, Urine	45190	\$125.00
Anabolic Steroids	44030	\$215.00
Anabolic Steroids, Urine	44030U	\$177.00
Arsenic, Blood	47000	\$144.00
ARSENIC, Tissue	47010	\$353.00
Atenolol, Blood	43020	\$200.00
Baclofen	47780	\$334.00
Baclofen, Blood	40000	\$165.00
Barbiturates, Blood	44525	\$125.00
Belladonna Alkaloids Panel	42060	\$362.00
Benzodiazepine Panel, Blood	44530	\$150.00
Benztropine, Blood	44040	\$115.00
Betahydroxybutyric Acid, Blood	33570	\$228.00
Betahydroxybutyric Acid, Urine	14510	\$141.00
Bicarbonate, Urine	43850	\$69.00
Bupivacaine, Blood	40800	\$163.00
Buprenorphine and Metabolite, Blood	40610	\$150.00
Buprenorphine Meconium	61045	\$114.00
Bupropion, Blood	41520	\$125.00
Butalbital, Blood	44550	\$125.00
Butane & Isobutane	45510	\$372.00
Caffeine, Blood	45010	\$177.00
Cannabinoids, Blood	44050	\$125.00
Cannabinoids, Fluids	44050FL	\$175.00
Cannabinoids, Vitreous	44050V	\$155.00
Carbamazepine and Metabolite, Blood	41030	\$125.00
Carbon Monoxide-Iron Ratio Profile, Tissue	46600	\$583.00
Carisoprodal and Metabolite	40010	\$125.00
Cetirizine, Blood	42210	\$468.00
Chlordiazepoxide and Metabolite, Blood	44560	\$150.00
Chlorodifloromethane	17095	\$401.00
Chloroform	41910	\$207.00
Chlorophenylpiperazine (mCPP), Blood	41685	\$125.00

Description	Item	Price
Chlorothiazide, Blood	41440	\$233.00
Chlorpromazine, Blood	42410	\$125.00
Chlorthalidone, Blood	44770	\$171.00
Cimetidine	42230	\$224.00
Citalopram, Blood	41530	\$125.00
Clonazepam	41040	\$150.00
Clonazepam & Metabolite	41045	\$150.00
Clozapine and Metabolite, Blood	42420	\$125.00
Cobalt, Blood	48532	\$143.00
Cocaine and Metabolites, Blood	45020	\$125.00
C-Peptide	32700	\$201.75
Cyanide, Blood	44080	\$100.00
Demoxepam	44565	\$125.00
Dextromethorphan	42240	\$125.00
Diclofenac, Blood	40210	\$332.00
DICYCLOMINE	42370	\$302.00
Diethylene Glycol, Blood	44750	\$401.00
Digoxin	43080	\$326.00
Dihydrocodeine, Blood	40690	\$150.00
Diltiazem, Blood	43120	\$120.00
Dimethyltryptamine, Blood	44850	\$445.00
Diphenhydramine, Blood	42250	\$125.00
Donepezil, Blood	44260	\$337.00
Doxylamine, Blood	42260	\$125.00
Ecgonine Methyl Ester, Blood	43425	\$460.00
Electrolytes Panel	32400	\$75.00
Ethylene Glycol, Blood	45530	\$140.00
Fentanyl, Blood	40410	\$125.00
Fentanyl, Vitreous	40420	\$155.00
Flecainide, Blood	43140	\$85.00
Flunitrazepam, Blood	44570	\$125.00
Fluoride, Urine	32830	\$128.00
Fluoride, Urine	34390	\$128.00
Fluoxetine and Metabolite, Blood	41580	\$125.00
Fluphenazine, Blood	42430	\$125.00
Flurazepam and Metabolite, Blood	44580	\$115.00
Fosphenytoin (as Phenytoin)	41215	\$149.00
Furosemide, Blood	43150	\$158.00
Gabapentin, Blood	41090	\$125.00
Gamma Hydroxybutyrate (GHB), Blood	44590	\$125.00
Gamma-Hydroxybutyrate (GHB)	10175	\$125.00
Glucose, Urine	10835	\$76.00
Haloperidol, Blood	42440	\$125.00

Description	Item	Price
Heavy Metals Panel, Blood	47100	\$368.00
Heavy Metals Panel, Nails	48000	\$536.00
Hemoglobin A1C	30900	\$77.00
Hemoglobin Evaluation w/Confirmation	31710	\$89.00
Heroin Metabolites-urine	10020	\$241.67
Hydrochlorothiazide, Blood	43160	\$125.00
Hydrocodone, Blood	40430	\$150.00
Hydromorphone, Blood	40440	\$150.00
Hydroxychloroquine, Blood	40355	\$266.00
Hydroxyzine, Blood	42280	\$200.00
Ibuprofen, Blood	40260	\$125.00
Immunoglobulin E.	31500	\$68.00
Inhalants / Intoxicants Profile	45595	\$367.00
Inhalants Panel, Blood	45710	\$405.00
Insulin	43540	\$190.00
Iron	47210	\$118.00
Ketamine and Metabolite, Blood	40810	\$153.00
Ketamine-Urine	10626	\$150.00
Ketone Panel, Fluid	17070	\$290.00
Ketone, Urine	32510	\$90.00
Ketones, Blood	33500	\$327.00
Ketoprofen, Blood	40280	\$394.00
Labetalol, Blood	43315	\$524.00
LACOSAMIDE	41095	\$216.00
Lamotrigine, Blood	41100	\$150.00
Levetiracetam, Blood	41110	\$125.00
Lidocaine, Blood	40830	\$150.00
Lithium, Blood	42450	\$103.00
Loperamide, Blood	42080	\$365.00
Lorazepam	41120	\$150.00
Lysergic Acid Diethylamide (LSD), Blood	44110	\$351.00
Lysergic Acid Diethylamide, Urine	10671	\$237.00
Melatonin	40444	\$275.00
Mescaline	44245	\$401.00
METALS/METALLOIDS ACUTE POISONING PANEL	48345	\$397.00
Metformin Blood	43550	\$193.00
Methadone and Metabolite, Blood	40470	\$125.00
Methadone Meconium	40560	\$114.00
Methamphetamine D/L, Blood	41800	\$323.00
Methamphetamine, Blood	45076	\$125.00
Methane	45550	\$501.00
Methemoglobin, Blood	44085	\$215.00
Methylphenidate	45060	\$125.00

Description	Item	Price
Metoprolol, Blood	43170	\$150.00
Mexiletine, Blood	43180	\$142.00
Mirtazapine, Blood	41620	\$125.00
Mitragynine and Metabolite (Qualitative), Urine	12600	\$197.00
Mitragynine, Blood	42090	\$334.00
Morphine w/ Codeine	40490	\$150.00
Morphine, Blood	40480	\$150.00
Naloxone, Blood	40650	\$132.00
Naltrexone, Blood-Quantitative	44120	\$417.00
Naproxen, Blood	40300	\$125.00
Nicotine and Metabolite, Tissue	45070T	\$350.00
Nicotine, Blood	45070	\$124.00
Nicotine/Cotinine, Blood	45065	\$142.00
Nifedipine, Blood	43200	\$313.00
NITROUS OXIDE	45680	\$459.00
N-Methylhistamine, Urine	45150	\$257.00
Olanzapine, Blood	42480	\$125.00
Opiates Panel 1, Blood	40500	\$150.00
Opiates Panel 1, Blood	40510	\$150.00
Opiates Panel 1, Tissue	40510T	\$200.00
Orphenadrine, Blood	40060	\$140.00
Oxcarbazepine, Blood	41150	\$125.00
Oxycodone, Blood	40520	\$150.00
Oxymorphone, Blood	40530	\$150.00
Papaverine, Blood	43330	\$297.00
Paroxetine, Blood	41650	\$125.00
Phenazepam	42700	\$227.00
Phencyclidine (PCP), Blood	40570	\$125.00
Phentermine, Blood	45080	\$149.00
Phenytoin, Blood	41210	\$150.00
Pregabalin, Blood	41300	\$125.00
Primidone, Blood	41220	\$177.00
Procainamide, Blood	43220	\$635.00
Promethazine, Blood	42310	\$150.00
Propafenone, Blood	43230	\$130.00
Propofol Glucuronide, Urine	46800U	\$236.00
Propofol, Blood	42150	\$236.00
Propranolol, Blood	43240	\$125.00
Propylene Glycol, Blood	45730	\$275.00
Protriptyline, Blood	41660	\$200.00
Psilocybin	44240	\$403.00
Psychoactive Substances Panel	13610	\$200.00
Quetiapine, Blood	42500	\$125.00

Description	Item	Price
Quetiapine, Urine Confirmation	16750	\$279.00
Ranitidine, Blood	42330	\$200.00
Risperidone and Metabolite, Blood	42510	\$138.00
Rocuronium, Blood	40910	\$200.00
Ropinirole, Blood	41320	\$240.00
Rufinamide	41235	\$214.00
Salicylates, Blood	40320	\$241.00
Sertraline and Metabolite, Blood	41670	\$125.00
Sildenafil, Blood	44150	\$448.00
Silver	47110	\$136.00
Solvent/Inhalants Panel	16650	\$468.00
Sotalol, Blood	43270	\$125.00
Strychnine, Blood	45100	\$200.00
Tapentadol Confirmation	40660	\$150.00
Tapentadol, Blood	40160	\$364.00
Tetrafluoroethane and Difluoroethane	46590	\$405.00
Tetrahydrozoline	42190	\$357.00
THC-OH, Blood	41830	\$150.00
Thiosulfate	43590	\$252.00
THIOSULFATE URINE	12100	\$238.00
Thyroxine, Total	32200	\$68.00
Tizanidine, Blood	40070	\$422.00
Topiramate, Blood	41240	\$150.00
Tramadol and Metabolite, Blood	40680	\$125.00
Trazodone	41680	\$125.00
Triamterene, Blood	40920	\$628.00
Tricyclic Antidepressant Panel, Blood	41710	\$125.00
Trihexyphenidyl, Blood	44180	\$203.00
Tryptase Post (Enzyme)	32300	\$116.00
Tryptase, Limited Volume	45170	\$222.00
Urine Glucose	5014G	\$18.00
Valproic Acid, Blood	41280	\$200.00
Vancomycin	44280	\$76.00
Venlafaxine, Blood	41700	\$125.00
Verapamil, Blood	43300	\$125.00
Volatiles Panel	45715	\$275.00
Volatiles: Hydrocarbons and Oxygenated	17010	\$147.00
Warfarin, Blood	44190	\$125.00
Zaleplon, Blood	44690	\$257.00
Zolpidem, Blood	44680	\$150.00
Zonisamide, Blood	41290	\$113.00

**SPECIALTY TESTING**

Description	Item	Price
Carbon Monoxide, Blood	44060	\$65.00
Designer Opioids Panel, Blood	13810	\$200.00
Designer Opioids Panel, Urine	13810U	\$200.00
Designer Opioid Panel, Vitreous	13810V	\$230.00
Psychoactive Substances, Blood	13610	\$200.00
Synthetic Cannabinoids	42130	\$200.00
Trace Analysis -- Drug Identification	20040	\$425.00
Trace Analysis -- Drug Quantification	20000	\$850.00

**ADDITIONAL SERVICES**

Description	Item	Fee
STAT Testing Request	n/a	\$0.00
Extended Storage (for samples stored > 1 year)	99301	\$180.00/year
Specimen Return	9000	\$50.00
Storage Fee (for samples received, but no testing ordered)	49910	\$50.00
Sendout Cost	n/a	Included in Individual Test List Price
Shipping Costs	n/a	\$0.00 when using Axis supplies
Supplies	n/a	\$0.00 when using Axis supplies
DNA Stain Card	43820	\$100.00
Litigation Packet -- Tier 1	n/a	\$100.00
Litigation Packet -- Tier 2	n/a	\$1000.00
Litigation Packet -- Tier 3	n/a	\$1500.00
Litigation Packet -- Tier 4	n/a	\$2000.00
Expert Testimony	n/a	\$300 Per Hour/Per Person
Court Testimony Travel Expenses	n/a	At Cost/Per Person
Court Testimony Retainer Fee	n/a	\$1500.00
Multi-Day Engagement Testimony	n/a	\$2400 Per Day/Per Person
Testimony Cancellation Fee	n/a	\$50.00 Per Hour/Per Person
Fact Witness	n/a	\$50.00 Per Hour/Per Person
Fact Witness Travel Expenses And Other Costs	n/a	At Cost/Per Person