



**Intent to Participate in Cooperative Procurement for
Johnson County, Kansas RFP 2023-019 for Drug Testing Services**

This agreement (the “Agreement”) to utilize, by way of cooperative procurement, the Johnson County, Kansas RFP 2023-019 for Drug Testing Services (“Contract”), the Intent to Participate in Cooperative Procurement of the Contract, is hereby made on this 1st day December 2024 (“Effective Date”) by **Jackson County, MO** (the “Agency”), and **AVERTEST LLC D/B/A AVERHEALTH** (the “Contractor”). Collectively, the Agency and the Contractor are the “Parties.”

WITNESSETH

In and for the mutual promises and covenants contained herein, the receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

1. The Parties intend to utilize the Contract for the following good/services: Drug Screen Testing Services.
2. The term of this agreement is from the effective date until 12/31/2025 with three (3) twenty-four (24) months options to extend.
3. Notwithstanding anything in Johnson County contract, the attached Agency Scope and Pricing, attached hereto as Exhibit A shall apply to the application of this Cooperative Procurement.
4. The Parties agree to utilize the Contract for the terms and conditions of any of the work described with the following exceptions or modifications:
 - a) Any references to “Johnson County” shall mean the “City” unless the context requires otherwise;
 - b) Any notices to be sent, shall be directed to:

Contractor:

Avertest, LLC dba Averhealth
Lauren Berens
LBerens@averhealth.com
2400 Old Brick Rd Ste 142, Glen Allen VA, 23060

Agency:

Jackson County Purchasing
415 E. 12th Street, Room G-1
Kansas City, MO 64106



IN WITNESS WHEREOF, the parties have executed this Agreement on the day and year first above written.

AVERHEALTH

By: _____

Title: _____

Date: _____

AGENCY

Jackson County,
Missouri

By: _____

Bob
Opfinger

Title: _____

Finance Director

Date: _____

11-25-2024

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Exhibit A – SCOPE OF SERVICES & PRICING

1. **Information Management System (IMS):** Provider will provide the Agency with access to a secure, web-based HIPAA compliant IMS, that at a minimum allows the Agency to:
 - a. Enroll clients in the alcohol and drug testing program;
 - b. Enter custom test panels specific to each client;
 - c. Order unscheduled tests for an individual client;
 - d. Enter excused test periods for an individual client;
 - e. Inactivate or activate clients;
 - f. Track and review client test history;
 - g. Enter specific client co-pay amounts;
 - h. Designate vouchers for specific clients; and
 - i. Track applicable client payments.

The IMS shall include a dashboard view specific to each case manager that:

- a. Provides the supervising case manager quick access to each client;
 - b. Provides a consolidated summary of all activity related to each client;
 - c. Illustrates if a client is scheduled to test;
 - d. Shows if a client has called the client notification system or not; and
 - e. Provides a summary of recent positives, no shows, and other non-negative test results.
2. **Automated Random Selection Calendar:** Provider will provide, support and maintain a secure automated random selection testing calendar that is configurable to Agency specified parameters and provides the ability to:
 - a. Create default parameters that specify testing frequency and test panels, among other attributes;
 - b. Schedule clients 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 clients via the IMS.
3. **Client Notification:** Provider will provide, support, and maintain a client notification system that notifies clients of the need to test. The client notification system must:
 - a. Create a unique personal identification number (PIN) for each client;
 - b. Record time, date and phone number of when clients call;
 - c. At a minimum provide English and Spanish language options;
 - d. Calculate a call-in compliance score for each client;
 - e. Report if a client fails to contact the notification system;
 - f. Allow the supervising case manager to post custom text-to-speech messages for an individual client or group of clients;
 - g. Provide capacity adequate to efficiently handle the number of calls received during peak call-in times; and
 - h. Provide participants with text message and mobile application (when functionality is available) options over a call-in option.
4. **Supplies & Transportation:** The Provider shall provide all necessary sample collection and transportation supplies and courier pick-up within 24 hours of notification for specimens collected by the Agency. Specimens will be shipped to the laboratory no more than **ten times per week** to maintain the pricing included in Attachment B- Service Fees.

5. **Laboratory Testing:** The Provider shall:



- a. Operate a laboratory that is certified by the Agency of Health and Human Services (DHHS), Clinical Laboratory Improvements Act (CLIA) and the College of American Pathologists – Forensic Drug Testing (CAP-FDT);
- b. Conduct a laboratory immunoassay screen on all samples
- c. All positive immunoassay screens must be run a second time with a new aliquot of the specimen prior to reporting the positive specimen;
- d. Report negative test results for urine and oral fluid on the next business day and non-negatives within 3 business days. Test results for hair specimens shall be reported within five business days;
- e. Conduct confirmation via GC/MS or LC-MS/MS as requested by the Agency;
- f. Retain negative specimens for five (5) business days;
- g. Store non-negative samples in a secure, frozen store for sixty (60) days;
- h. Test assays at the cut-off levels listed in Table 1 below
- i. Conduct specimen validity testing via creatinine testing on all laboratory samples.

TABLE 1: SPECIMEN ASSAY CUTOFFS

Name	Type	Screen Cut-off	Confirmation Cut-off
Amphetamines	Urine	1000 ng/mL or 500 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

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<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

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<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-Desmethyiltramadol</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	N/A	10 ng/mL
<i>4-Hydroxyxylazine</i>	Urine		10 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>Benzoyllecgonine</i>	Hair		50 pg/mg
Opiates	Hair		
<i>Codeine, Morphine, Oxycodone,</i> <i>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,</i> <i>Nordiazepam, Oxazepam, Temazepam</i>	Hair		50 pg/mg

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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>			



6. **Electronic Chain of Custody:** The IMS shall generate a legally defensible electronic chain of custody that fully integrates client demographic data (name, gender, age, case manager, etc.) and tracks the specimen during all phases of the testing process.
7. **Results Reporting:** The Provider shall report all test results and related information via the IMS. Specifically, the Provider shall:
 - a. Report negative test results for urine and oral fluid on the next business day and non-negatives within 3 business days. Test results for hair specimens shall be reported within five business days;
 - b. Segment results and test data by supervising case manager;
 - c. Conduct data analysis on specimen results to discern new use from residual use;
 - d. Assist with results interpretation; and
 - e. Provide consultation and results interpretation in-person and/or via teleconference on an as needed basis.
8. **Information Reporting:** The IMS shall provide the Agency with program analytics that aid the Agency 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. Client test history;
 - d. An overview of all testing activities; and
 - e. Detailed views of the historic and future testing calendars, among others.
9. **Primary Contact:** Provider will designate a primary contact. Such contact may be changed from time to time as communicated by Provider.
10. **Expert Testimony:** Provider shall provide legal affidavits and/or expert testimony upon request. The Agency will work with Provider to provide as much advance notice as possible, preferably at least 2 weeks, for expert testimony needs.
11. **Newsletter:** Provider 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.
12. **Training & Orientation Sessions:** Provider will conduct training and orientation sessions for judges, attorneys, and Agency staff with respect to alcohol and drug testing process. Provider will work with the Agency to mutually schedule the training and orientation sessions.
13. **Monthly Account Summary:** Provider will track testing fees and client co-pays to provide a monthly account summary and invoice within the following month.



SERVICE FEES

Service	Price per Unit of Service
Standard Panel comprised of any 6 standard assays and 2 specialty assays (options listed below)	2,000 Samples/month \$13.12/panel*
	1,500 Samples/month \$14.18/panel*
	\$20.50/panel* including Averhealth collection
Standard Panel comprised of any 7 standard assays and 1 specialty assays (options listed below)	2,000 Samples/month \$11.62/panel*
	1,500 Samples/month \$12.68/panel*
	\$19.00/panel* including Averhealth collection
Standard Drug Add-on (options listed below)	\$ 0.50 / test
Specialty Drug Add-on (options listed below)	\$2.50 / 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
Xylazine Urine LC-MS/MS Analysis	\$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)	\$85.00 / panel
Confirmation Testing	\$15.00 / assay
In-person Expert Witness Testimony	\$1,500 / event
Litigation Packet	\$150.00 / packet
Additional Invoice Customization	\$15.00 / invoice
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

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, Mitragnine, LSD, Meperidine, Tramadol, or Zolpidem

* Pricing is based on an estimated volume of 1,500 samples per month. If volume is less, pricing may increase.

In the event Provider and Agency have agreed on volume-based tiered pricing, therefore sample costs may vary monthly. Provider shall adjust sample cost based on the total number of collected samples within each calendar month.

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