OFFICE OF STATE COURTS ADMINISTRATOR
P.O. Box 104480
2112 Industrial Drive
Jefferson City, MO 65110-4480

RFP NUMBER: OSCA 23-01792
TITLE: Drug/Alcohol Testing Equipment, Monitoring Equipment, & Services

CONTACT: Russell W. Rottmann
E-MAIL: osca.contracts@courts.mo.gov
PHONE NO.: (573) 522-6766

ISSUE DATE: April 11, 2023

DUE DATE: May 2, 2023

Proposal submission: Proposals may be sent electronically to osca.contracts@courts.mo.gov. If you would like to submit a written proposal, please print or type the RFP number on the lower left hand corner of the envelope.

(U.S. Mail)
Office of State Courts Administrator
Attn: Contract Unit
PO Box 104480
Jefferson City, MO 65110 - 4480

or

(Courier Service)
Office of State Courts Administrator
Attn: Contract Unit
2112 Industrial Dr.
Jefferson City, MO 65109

CONTRACT PERIOD: DATE OF AWARD THROUGH JUNE 30, 2024

DELIVER SUPPLIES/SERVICES FOB DESTINATION TO THE FOLLOWING ADDRESS:

VARIOUS TREATMENT COURTS THROUGHOUT THE STATE OF MISSOURI

The offeror hereby declares understanding, agreement and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all requirements and specifications contained herein and the Terms and Conditions Request for Proposal (RFP). The offeror further agrees that the language of this RFP shall govern in the event of a conflict with his/her proposal. The offeror further agrees that upon receipt of an authorized purchase order from the Office of State Courts Administrator or when this RFP is countersigned by an authorized official of the Office of State Courts Administrator, a binding contract shall exist between the offeror and the Office of State Courts Administrator.

SIGNATURE REQUIRED

DocuSigned by: AUTHORIZED SIGNATURE: Mary Tardel	DATE: April 26, 2023 | 5:24:46 PM CDT
PRINTED NAME: Mary Tardel (D4570201A5F146C...)	TITLE: Director - Government Services
COMPANY NAME: Redwood Toxicology Laboratory, Inc.	
MAILING ADDRESS: 3650 Westwind Blvd	
CITY, STATE, ZIP: Santa Rosa, CA 95403	
TELEPHONE NUMBER.: (800) 255-2159 ext. 34304 (Gina)	E-MAIL ADDRESS: bids@redwoodtoxicology.com, gina.mazzocco@abbott.com

NOTICE OF AWARD (OSCA USE ONLY)

ACCEPTED BY OFFICE OF STATE COURTS ADMINISTRATOR AS FOLLOWS: In its entirety as submitted		
CONTRACT NO.: OSCA 23-01792-19	CONTRACT PERIOD: July 1, 2023 through June 30, 2024	
CONTRACTS SECTION: Russell W. Rottmann	DATE: 06/09/2023	DEPUTY STATE COURTS ADMINISTRATOR: R. Morrisey

Missouri Office of State Courts Administrator

RFP #OSC 23-01792 Drug/Alcohol Testing Equipment, Monitoring Equip & Services
DUE 05-02-2023

Gina Mazzocco
Bids Supervisor
Gina.Mazzocco@abbott.com
Phone Number: 707-570-4304
Fax Number: 707-676-9221

Redwood Toxicology Laboratory, Inc. 3650 Westwind Blvd. Santa Rosa, CA 95403-1053

Abbott

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APPENDIX

Exhibit A – Offeror Information

To ensure that we have enough space for our responses to Exhibit A, what follows are the specifications as taken directly from the RFP's Exhibit A document. The specifications from Exhibit A are in **black**; Redwood Toxicology Laboratory's responses to each requirement are written in blue.

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a. Provide a brief company history, including the founding date and number of years in business as currently constituted.

When it comes to drug testing, Redwood Toxicology Laboratory, Inc. is a tenured industry veteran. Established in California on May 13, 1994, we opened a toxicology laboratory with the intent to liberate the government and rehabilitation marketplace by offering affordable and timely testing options. Discovering success in urinalysis, we added rapid point-of-care drug test devices to our menu in 1998, and incorporated oral fluid drug testing in 2004. After years of growth on a national scale, Redwood Toxicology Laboratory was acquired by Alere, Inc. in 2007 to integrate our quality suite of products and services into their overall health management offering. While evolving under Alere's toxicology division, Redwood Toxicology Laboratory added the ability to perform postmortem and human performance testing through our co-located American Board of Forensic Toxicology (ABFT)-certified laboratory, Alere Forensics at Redwood Toxicology Laboratory. In 2017, Abbott Laboratories, a multi-billion dollar and multinational publicly traded health care company (NYSE: ABT) purchased Alere.

Redwood Toxicology Laboratory has remained focused on providing quality drug testing products and services throughout the years. Our dedication to our craft has brought us to the forefront of the drug testing industry with a reputation for reliability, accuracy, and integrity. As an industry-leading laboratory in business for over two decades—and with the support and leadership of Abbott Laboratories—we are well positioned to provide a successful drug testing program for the Missouri Drug Courts.

b. Describe the nature of the offeror's business and type of services performed, etc.

Redwood Toxicology Laboratory is a federally certified laboratory with screening and confirmation capabilities in urine and oral fluid, as well as an on-campus research and development (R&D) team in place to incorporate esoteric, specialty drug testing as part of our comprehensive menu. We also offer a complete line of rapid point-of-care test devices that facilitate timely decisions. This includes a multitude of integrated test cup formats and configurations, all of which can be sent directly to our laboratory for confirmation testing without having to transfer urine into another collection container, and a selection of oral fluid rapid test devices. A large selection of our laboratory tests and rapid point-of-care devices appear on the pricing pages we have submitted. While we have not included pricing for our human performance/postmortem toxicology laboratory, Ascertain Forensics, this is also a growing part of our business; blood, urine, and other bodily fluids are tested for DUI/DUID and drug-facilitated crime analysis through this laboratory.

With a focus on the government marketplace, Redwood Toxicology Laboratory works tirelessly alongside our customers to develop solutions and program features to support their programs, and to support stakeholders

such as probation officers and judges, and administrators. This includes everything from needs assessment to donor notification to testing and results reporting. Some of the above-and-beyond benefits of using Redwood Toxicology Laboratory include:

- Innovative web-based drug testing program management solutions: Our web-based drug testing program management system, **ToxAccess**®, affords streamlined drug testing processes for our clients, including the following features that many of our Missouri drug court clients already utilize:
    - **Randomized test schedules**: Courts are able to set up randomized testing schedules using our easy-to-use scheduling feature, and the ToxAccess system takes care of the rest—simplifying collections, tracking donor call-ins/check-ins for testing and missed collections, and reporting results to all pertinent stakeholders through a secure and easily accessible website by entering their user name and password.
    - **Web-based collections**: On-demand tests are easy to perform in ToxAccess, with donor information populated directly into the web-based collection for fewer errors and more efficient transferal of data to the laboratory for testing.
    - **Logging of rapid test results**: Rapid point-of-care test devices such as our integrated drug test cups may be used for web-based collections—including as an option for randomized testing. Preliminary results are logged and kept in the system as part of the donor's test record.
    - **Third-party collection enablement**: When Courts need to work with third-party collectors, the automated scheduling features keep collectors connected, letting them know how many of each gender is scheduled to test each day for the next 2 weeks and providing a roster of donors who are scheduled for the day to facilitate capacity planning. These collectors are trained to utilize web-based collections so collection data is imported into our system without errors, and Court staff can track the status of specimens online from collection to final result report.
    - **Mobile device options for collections and reporting**: We recently released ToxAccess Mobile®, a mobile device-compatible version of ToxAccess that allows for paperless collections (all you need is a sheet of security seals and a mobile phone or tablet with internet connection) and simplified results viewing on-the-go.
    - **Statistical reporting available on demand:** ToxAccess offers a number of preconfigured reporting options that are available at your convenience for big picture insights that may be used to drive your program decisions. These include reports providing positivity rates trending across your population, donor activity summaries, and other reports that are filterable by fields such as date range, collector, donor, donor group, and responsible party.
- Cooperative partnership with third-party collectors: When required or desired by our customers, we partner with third-party collection providers to provide a seamless drug testing program. We work closely with local collectors such as Tomo Drug Testing and other third-party administrators to provide more comprehensive services for Courts who need their staff freed up for other important duties.

- Direct access to customer service teams, including toxicology experts: Our suite of customer services help round out the full package. Redwood Toxicology Laboratory puts a premium on our customer experience. With our laboratory, the Courts call and talk to a live person instead of a phone tree, which allows for quick, informed transfers to the right representative or team for assistance. We offer a Toxicology Support Services team accessible from 6:00 a.m. to 4:00 p.m. Pacific Time, Monday through Friday, via our toll-free number or via email for any questions clients may have about topics such as interpretation of their laboratory test results. We also offer direct access to our certified toxicologists for consultations on drug interactions, cross reactivity, THC retention/detection times and general toxicology inquiries. We also offer court support, including affidavits, litigation packets, and toxicologist testimony.
- Results interfaces with your electronic management system: Redwood Toxicology Laboratory is adept at working with customers to provide interface solutions for drug test results delivery into their electronic case management systems. We currently support interfaces with many case management, electronic health record (EHR), and electronic medical record (EMR) systems including: Alleva, Automon, BestNotes, Cerner, Change Healthcare, DIMS, DrCloudEHR, FivePoints Solutions, Kipu, Netsmart, SRS, StepMobile, Tylertech, VertiQ, Welligent, and Zoobook. Our interfaces use secure methods of data transfer and deliver results through standardized, electronic formats. If an interface is desired, we would require a scoping session with the Courts to better understand the requirements and to provide an estimated timeline for deliverables; also, if fees are imposed by third-party software vendors, we would require the Court to pay for this fee or for payment responsibilities to be negotiated as part of the interface build.

We welcome the opportunity to offer a growing selection of various products and services from our toxicology suite to grow the Court's programs and to adapt to whatever needs and challenges arise in the coming term and beyond.

c. Provide a list of, and a short summary of information regarding the offeror's current contracts/clients. List, identify, and provide reasons for each contract/client gained and lost in the past two (2) years.

Redwood Toxicology Laboratory has extensive experience providing toxicology services and products to federal, state, and county government agencies. We are trusted by more than 8,000 customers, including correctional agencies, probation/parole departments, behavioral health/human services departments, child and family services agencies, community corrections agencies and drug courts located across the country, including Missouri. Many of these clients have been with us since the early years of the company's existence.

Due to Redwood Toxicology Laboratory's strict confidentiality practices, we cannot provide a list of clients or contracts without first contacting each one to get permission from them for release of their names and contact information. Considering our large number of clients, we are unable to provide this kind of list at this time. However, we encourage you to contact the references we have provided, including the Wisconsin Department of Corrections, Fort Bend County Community Supervision and Corrections Department, and a

number of courts under the current Missouri OSCA contract. If desired, we are happy to obtain permission from a handful of additional clients for the Courts to contact as references.

For the most part, contracts gained and lost in the past two years are due to the spending thresholds and cyclical bid processes of contracts with public entities—for example, the one to which we are currently responding. In the past 2 years, we have gained a number of new clients, with a recorded 33 new contracts; this includes bid awards, conversions to official contracts from informal arrangements, and other new contracts where no specific reason was identified. Regarding contracts lost in the past 2 years, almost all of them are from bids that focus on pricing as the primary award criteria. Please reach out to the bid analyst if you require more specific examples to be provided, and we can provide under confidential cover.

d. Describe the structure of the organization including any board of directors, partners, top departmental management, corporate organization, corporate trade affiliations, any parent/subsidiary affiliations with other firms, etc.

As mentioned above, Redwood Toxicology Laboratory is a wholly-owned subsidiary of Abbott Laboratories, a publicly-traded, global healthcare company. In terms of the ownership structure of the organization, Redwood Toxicology Laboratory, Inc. is 100% owned by RTL Holdings, Inc.; which is 100% owned by Alere US Holdings, LLC; which is 100% owned by Alere Inc.; which is 100% owned by Abbott Laboratories.

Redwood Toxicology Laboratory is overseen by a board of directors. Officers include:

- Robert Kunkler – President
- John McCoy, Jr. – Director, Vice President and Treasurer
- Tara Kaesebier – Secretary

Top departmental management relative to the leadership of Redwood Toxicology Laboratory's operations under this contract include:

- Mary Tardel – Director, Government Services
- Matt Dudek – Finance Director, Government
- Hollie Turk – Senior Manager, Sales
- John Turk – Senior Manager, I.T.
- Lister Macharia – Director, Laboratory Operations

Affiliated companies under Abbott appear in our SEC 10-K filing, specifically called out in Exhibit 21 which may be found here: https://www.sec.gov/Archives/edgar/data/1800/000110465922025141/abt-20211231xex21d1.htm

e. Provide a list summarizing pending litigation, any civil or criminal judgments, any bankruptcy proceedings, etc. that could affect the offeror's ability to perform. Failure to list such litigation may result in rejection of the proposal or in termination of any subsequent contract.

To our knowledge, Redwood Toxicology Laboratory does not currently have any pending litigation, civil or criminal judgments, bankruptcy proceedings, etc. that could materially affect our ability to perform the duties of this contract.

In terms of future actions, suits, or proceedings, as indicated in section 3.9.1 of the RFP, Abbott Laboratories (Abbott), the parent company of Redwood Toxicology, Inc., is a publicly traded company. All material lawsuits involving Abbott Laboratories and its consolidated subsidiaries, occurring within the applicable time period for reporting such proceedings, are disclosed in its Annual Reports on form 10-K, Quarterly Reports on form 10-Q, and/or Proxy Statements, which are made available at www.abbottinvestor.com as soon as reasonably practicable after Abbott electronically files these documents with the Securities and Exchange Commission. We will notify OSCA promptly if we become aware of any action, suit, or proceeding that will have a material adverse effect on our ability to fulfill our contract obligations. We respectfully request that OSCA agrees to "prompt" as opposed to "immediate" notice.

f. Document the offeror's financial solvency in a manner that is acceptable for public review. Audited financial statements for the last year will provide such documentation; however, the statements will become public information. If the offeror is a subsidiary, also provide the documentation for the parent company.

Redwood Toxicology Laboratory, Inc. is a subsidiary of Abbott Laboratories, a multi-billion dollar, publicly traded company. Abbott's United States Securities and Exchange Commission (SEC) Form 10-K filings are available at https://www.abbottinvestor.com/financials/sec-filings. The most recent "Report of an Independent Registered Public Accounting Firm," which was performed by Ernst & Young LLP and reported on February 17, 2023, is included in the SEC 10-K filing on pages 75-77 and 91. We have included it with this response along with the Financial Statements, including "Consolidated Statement of Earnings," "Consolidated Statement of Comprehensive Income," "Consolidated Statement of Cash Flows," Consolidated Balance Sheet," and "Consolidated Statement of Shareholders' Investment" (pages 41-46). We have omitted the "Notes to Consolidated Financial Statements" which would appear on pages 47 through 74 as this would require an unseemly amount of paper and present excessive information. Should you desire to review the entire filing, please visit the site listed above or request an electronic copy from the bid analyst.

EXHIBIT B

PRIOR EXPERIENCE REFERENCE

The offeror should copy and complete this form for each reference being submitted as a demonstration of the offeror'sand subcontractor's prior experience. In addition, the offeror is advised that if the contact person listed for the reference is unable to be reached during the evaluation, the listed experience may not be considered.

Offeror Name: Redwood Toxicology Laboratory, Inc.

Subcontractor Name, if applicable: N/A

Reference Information (Prior Services Performed For:)

Name of Reference Company:	Wisconsin Department of Corrections
Address of Reference Company: ✓ Street Address ✓ City, State, Zip	3099 East Washington Avenue Madison, WI 53704
Reference Contact Person Information: ✓ Name ✓ Phone # ✓ E-mail Address	Michael Meulemans (608) 240-5340 (office) / (608) 225-3709 (cell) michael.meulemans@wisconsin.gov
Dates of Prior Services:	2010 - present
Dollar Value of Prior Services:	Approximately $275,000 annually
Description of Prior Services Performed:	Rapid urine and oral fluid devices Laboratory-based urine confirmations

As the contact person for the reference provided above, my signature below verifies that the information presented on this form is accurate. I am available for contact by OSCA for additional discussions regarding my company's association with the offeror referenced above:

Michael L Meulemans

Signature of Reference Contact Person

April 25, 2023

Date of Signature

EXHIBIT B

PRIOR EXPERIENCE REFERENCE

The offeror should copy and complete this form for each reference being submitted as a demonstration of the offeror'sand subcontractor's prior experience. In addition, the offeror is advised that if the contact person listed for the reference is unable to be reached during the evaluation, the listed experience may not be considered.

Offeror Name: Redwood Toxicology Laboratory, Inc.	
Subcontractor Name, if applicable: N/A	
Reference Information (Prior Services Performed For:)	
Name of Reference Company:	Fort Bend County Community Supervision & Corrections Department
Address of Reference Company: ✓ Street Address ✓ City, State, Zip	4520 Reading Rd Rosenburg, TX 77471
Reference Contact Person Information: ✓ Name ✓ Phone # ✓ E-mail Address	Kimberly Hunter (281) 633-7221 kimberly.hunter@fortbendcountytx.gov
Dates of Prior Services:	2002 - present
Dollar Value of Prior Services:	Over $150,000 annually
Description of Prior Services Performed:	Rapid urine and oral fluid test devices, laboratory confirmations

As the contact person for the reference provided above, my signature below verifies that the information presented on this form is accurate. I am available for contact by OSCA for additional discussions regarding my company's association with the offeror referenced above:

Kim Hunter
Signature of Reference Contact Person

5-1-23
Date of Signature

EXHIBIT B

PRIOR EXPERIENCE REFERENCE

The offeror should copy and complete this form for each reference being submitted as a demonstration of the offeror'sand subcontractor's prior experience. In addition, the offeror is advised that if the contact person listed for the reference is unable to be reached during the evaluation, the listed experience may not be considered.

Offeror Name: Redwood Toxicology Laboratory, Inc.

Subcontractor Name, if applicable: N/A

Reference Information (Prior Services Performed For:)	
Name of Reference Company:	5th Judicial Circuit Adult/DWI Court Program
Address of Reference Company: ✓ Street Address ✓ City, State, Zip	411 Jules Rm 401 St Joseph MO 64501
Reference Contact Person Information: ✓ Name ✓ Phone # ✓ E-mail Address	Cindy Reeder, Treatment Court Administrator 816-271-1453 cindy.reeder@courts.mo.gov
Dates of Prior Services:	1997 - present
Dollar Value of Prior Services:	Around $250,000 annually
Description of Prior Services Performed:	Rapid urine and oral fluid test devices Lab-based urine tests, confirmations, and specialty tests

As the contact person for the reference provided above, my signature below verifies that the information presented on this form is accurate. I am available for contact by OSCA for additional discussions regarding my company's association with the offeror referenced above:

Cindy Reeder
Signature of Reference Contact Person

4/25/23
Date of Signature

EXHIBIT B

PRIOR EXPERIENCE REFERENCE

The offeror should copy and complete this form for each reference being submitted as a demonstration of the offeror'sand subcontractor's prior experience. In addition, the offeror is advised that if the contact person listed for the reference is unable to be reached during the evaluation, the listed experience may not be considered.

Offeror Name: Redwood Toxicology Laboratory, Inc.

Subcontractor Name, if applicable: N/A

Reference Information (Prior Services Performed For:)	
Name of Reference Company:	35th Judicial Circuit
Address of Reference Company: ✓ Street Address ✓ City, State, Zip	P.O. Box 805 Kennett, MO 63857
Reference Contact Person Information: ✓ Name ✓ Phone # ✓ E-mail Address	Julie C. Spielman Treatment Court Administrator (573) 888-6882 ext. 123 julie.spielman@courts.mo.gov
Dates of Prior Services:	1998 to present
Dollar Value of Prior Services:	Around $40,000 annually
Description of Prior Services Performed:	Rapid urine and oral fluid test devices Lab-based urine tests, confirmations, and specialty tests

As the contact person for the reference provided above, my signature below verifies that the information presented on this form is accurate. I am available for contact by OSCA for additional discussions regarding my company's association with the offeror referenced above:

Julie Spielman
Signature of Reference Contact Person

4/25/23
Date of Signature

EXHIBIT B

PRIOR EXPERIENCE REFERENCE

The offeror should copy and complete this form for each reference being submitted as a demonstration of the offeror'sand subcontractor's prior experience. In addition, the offeror is advised that if the contact person listed for the reference is unable to be reached during the evaluation, the listed experience may not be considered.

Offeror Name: Redwood Toxicology Laboratory, Inc.

Subcontractor Name, if applicable: N/A

Reference Information (Prior Services Performed For:)	
Name of Reference Company:	20th Judicial Circuit Treatment Court (Franklin, Osage + Gasconade counties, Missouri)
Address of Reference Company: ✓ Street Address ✓ City, State, Zip	401 E. Main St. Union, MO 63084
Reference Contact Person Information: ✓ Name ✓ Phone # ✓ E-mail Address	Sherry Huxol - Administrator 636-583-1530 sherry.huxol@courts.mo.gov
Dates of Prior Services:	We have been using Redwood for at least 10 years.
Dollar Value of Prior Services:	We spend upwards of $70,000 each year
Description of Prior Services Performed:	laboratory testing + confirmation of urinalysis samples.

As the contact person for the reference provided above, my signature below verifies that the information presented on this form is accurate. I am available for contact by OSCA for additional discussions regarding my company's association with the offeror referenced above:

Sherry Huxol
Signature of Reference Contact Person

4/25/23
Date of Signature

EXHIBIT C
PERSONNEL EXPERTISE SUMMARY

(Complete this Exhibit for personnel proposed. Resumes or summaries of key information should be provided)

OFFEROR NAME: Redwood Toxicology Laboratory, Inc.

Personnel	Background and Expertise of Personnel and Planned Duties
1. Cheryl Young (Name) Account Manager (Title) Sales Representative (Proposed Role/Function)	Cheryl Young has been with Redwood Toxicology Laboratory's sales team for 15 years, managing many of our top tier accounts and high-revenue clients. As the current Account Manager for clients in Missouri, Cheryl will be the primary contact for the State regarding account management. Should a problem arise, it will be immediately addressed by Cheryl; she will then collaborate with the appropriate department within our company to address the issue, create resolution, and report back to the client.
2. Hollie Turk (Name) Senior Sales Manager (Title) Supervision of Sales Activity (Proposed Role/Function)	Hollie Turk has been with Redwood Toxicology Laboratory's sales department since 2002. She oversees and supervises all sales activity, including account management. She is responsible for leading the inside and outside account management teams to excellence in sales and customer satisfaction. As such, she supports our Account Managers in maintaining client relationships and helps facilitate and mediate problem resolution for any significant issues that may arise.
3. Debbie Knapp (Name) Customer Services Manager (Title) Supervision of Customer Services Activity (Proposed Role/Function)	Debbie Knapp has been with Redwood Toxicology Laboratory's sales team since 2017. Her primary duties include overseeing the customer services teams, including our Orders team and Toxicology Support Services team. She works closely with the Senior Sales Manager to achieve goals and exceed company expectations. Debbie brings a wealth of experience in management, customer-focused service, and problem resolution to her role.
4. Lister Macharia, M.Sc., MBA, D-ABFT-FT (Name) Director, Laboratory Operations (Title) Lab Director (Proposed Role/Function)	Ms. Macharia has been with Redwood Toxicology Laboratory's laboratory for 12 years, managing different operations and departments within the laboratory for the last 7 of those. She has a Master of Science in Pharmacy and Graduate Certificate in Forensic Drug Chemistry from University of Florida, Gainesville; MBA from Kenya Methodist University in Nairobi; and Bachelor of Science in Chemistry from Egerton University in Njoro, Kenya. She is a Diplomate in Forensic Toxicology by the American Board of Forensic Toxicology (ABFT) and a certified Toxicological Chemist.
5. Brent Dawson, Ph.D (Name) Manager of Technical & Instrumentation (Title) Research & Development (R&D) (Proposed Role/Function)	Dr. Dawson has been with Redwood Toxicology Laboratory for 11 years as a senior scientist and manager of our R&D efforts. He has a Ph.D. in Analytical Chemistry from Iowa State University; a Master's degree in Forensic Toxicology from the University of Florida; and a Bachelor's degree in Chemistry from Furman University. He has been a contributor to a number of scientific publications and presentations made to professional associations in the forensic toxicology field. In his current role, he oversees implementation and validation of instruments and validation of new drug tests.
6. Kim Peterson, M.Sc. (Name) Toxicologist (Title) Client Communication Liaison (Proposed Role/Function)	Ms. Peterson has a Master's degree in Forensic Science from California State University in Fresno and a Bachelor's degree in Biology from Central Washington University in Ellensburg. She is certified as a Diplomate by ABFT and has over 11 years of experience in the toxicology field. She belongs to industry professional organizations such as the California Association of Toxicologists (CAT) and the Society of Forensic Toxicologists (SOFT).

Resumes for key personnel available upon request.

EXHIBIT C
PERSONNEL EXPERTISE SUMMARY

(Complete this Exhibit for personnel proposed. Resumes or summaries of key information should be provided)

OFFEROR NAME: Redwood Toxicology Laboratory, Inc.

Personnel	Background and Expertise of Personnel and Planned Duties
1. John Turk (Name) Senior Manager, Information Technology (Title) I.T. (Proposed Role/Function)	John supervises Redwood Toxicology Laboratory's expansive I.T. team, including personnel who manage the laboratory's technology infrastructure, hardware and software, and system security. He has been at Redwood Toxicology Laboratory for over 21 years and has successfully rolled out a number of system and process changes directly impacting customers. His team also supports use of our ToxAccess web-based drug testing program management system.
2. Megan Guerrero (Name) Account Manager (Title) Backup Sales Representative (Proposed Role/Function)	Megan has been with Redwood Toxicology Laboratory for over 15 years and on the sales team as an Account Manager for over 5 years, managing many of our top tier accounts and high-revenue clients. Megan will be a backup representative for the State regarding account management.
3. Teresa Fichera (Name) Account Manager (Title) Backup Sales Representative (Proposed Role/Function)	Teresa has been on Redwood Toxicology Laboratory's sales team for over 5 years, and as an Account Manager for the last 2 years, managing many of our top tier accounts and high-revenue clients. Teresa will be a backup representative for the State regarding account management.
4. (Name) (Title) (Proposed Role/Function)	
5. (Name) (Title) (Proposed Role/Function)	
6. (Name) (Title) (Proposed Role/Function)	

Resumes for key personnel available upon request.

Exhibit D – Method of Performance

OFFEROR NAME: Redwood Toxicology Laboratory, Inc.

To ensure that we have met all requirements for the proposed products and services, what follows are the specifications as taken directly from the RFP. The specifications from the RFP are in **black**; Redwood Toxicology Laboratory's responses to each requirement are written in blue.

1. Describe testing procedures, including but not limited to the following:

    a. What is provided with which to collect each sample (cups, chain of custody forms, mailing packets)?

SUPPLIES

Redwood Toxicology Laboratory provides all necessary urine specimen collection and shipping supplies to its clients at no additional cost. For urine testing, these supplies include:

- Urine specimen collection containers: 90 mL bottles with lids and built-in temperature strips.
- Specimen baggies with absorbent material
- Test requisition forms/labels & security seals
- Pre-paid FedEx or UPS lab packs or pre-paid U.S.P.S. mailer boxes.

Rapid point-of-care test devices and oral fluid collection devices are available at an additional fee, and must be purchased prior to testing. If additional special supply requests are necessary, Redwood Toxicology Laboratory may be able to accommodate these needs; however, the supply may be at an additional fee, depending on the item.

    b. Describe how the sample is transported to the testing laboratory (U S Postal, Fed Ex, UPS, etc.).

SHIPPING SPECIMENS TO THE LABORATORY

Next day air service of inbound specimens sent to Redwood Toxicology Laboratory for testing is provided via FedEx or UPS overnight shipment, and is provided at no additional charge when 5 or more specimens are combined in in one shipment. Any combination of urine and/or oral fluids devices may be shipped together in a single package.

Redwood Toxicology Laboratory also offers individual prepaid U.S. Postal Service (USPS) mailer boxes. These are useful when courts have lower volume and do not want to save up specimens to put together in an overnight shipment. However, using these mailers would also incur longer delivery times to the laboratory, as they travel via ground service.

c. Describe the methods of testing which are employed (LC/MS/MS, GS/MS, LC/MS, and/or Immunoassay methods).

LABORATORY TEST METHODOLOGIES

Methods for testing depend on the type of sample (urine or oral fluid) and the drug tested. In general, Redwood Toxicology Laboratory will screen standard drugs of abuse using enzyme immunoassay (EIA) and confirm presumptive positives using gas chromatography-mass spectrometry (GC-MS), liquid chromatography-tandem mass spectrometry (LC-MS/MS), or gas chromatography-flame ionization detection (GC-FID, used for the confirmation of Ethanol only) depending on the drug class. All specimens will be processed in accordance with federal Department of Health and Human Services CLIA '88 certification.

d. Provide the testing cutoff levels which are available (100ng/mL, 250ng/mL, 500ng/mL, 1000 ng/mL). What cutoff level is recommended to safe guard against incidental false positives? ng/mL

LABORATORY CUTOFF LEVELS

Redwood Toxicology Laboratory currently provides the below cut-offs for standard drugs of abuse. The industry standard cutoffs we use were established following studies to balance sensitivity and specificity at levels to reduce false positives and false negatives as much as possible. In general, lowering cutoffs will increase false positives and decrease false negatives, while higher cutoffs will decrease false positives but increase false negatives. We can provide custom cut-offs at *higher* levels for confirmations if required (such as confirming Opiates at 2000 ng/mL). Please contact the bid analyst if you require different cutoffs; we may be able to provide custom cutoffs pending feasibility studies and a mutually agreed-upon timeline for development.

Below are cutoffs utilized for our standard drugs of abuse. Please see the bid analyst if you require details about cutoffs for specialty drugs, as these are not included in the list below.

Urinalysis Methodologies & Cutoff Levels – Standard Drugs

	Screen	Confirm	
Drug	**EIA**	**GC-MS**	**LC-MS/MS**
Alcohol *(Ethanol)*	0.04 gm/dL	.02 gm/dL (GC-FID)*	
Amphetamines - *Amphetamine* - *Methamphetamine* - *MDA* - *MDMA* - *MDEA*	500 or 1000 ng/mL**		 250 ng/mL 250 ng/mL 250 ng/mL 250 ng/mL 250 ng/mL
Barbiturates	200 ng/mL		

- *Amobarbital* - *Butabarbital* - *Butalbital* - *Pentobarbital* - *Phenobarbital* - *Secobarbital*			200 ng/mL 200 ng/mL 200 ng/mL 200 ng/mL 200 ng/mL 200 ng/mL
Benzodiazepines - *alpha-Hydroxyalprazolam (Alprazolam)* - *7-Aminoclonazepam (Clonazepam)* - *7-Aminoflunitrazepam (Flunitrazepam)* - *2-Hydroxyethyl flurazepam (Flurazepam)* - *Lorazepam* - *alpha-Hydroxymidazolam (Midazolam)* - *Nordiazepam* - *Oxazepam* - *Temazepam* - *alpha-Hydroxytriazolam (Triazolam)*	200 ng/mL		 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL 50 ng/mL
Buprenorphine - *Buprenorphine* - *Norbuprenorphine*	5 ng/mL		 0.5 ng/mL 0.5 ng/mL
Cocaine (Cocaine Metabolite, Benzoylecgonine)	150 or 300 ng/mL**		100 ng/mL
Ecstasy (MDMA)	500 ng/mL		250 ng/mL
Ethyl Glucuronide (EtG) - *Ethyl Glucuronide (EtG)* - *Ethyl Sulfate (EtS)*	100 or 500 ng/mL**		 100 ng/mL 25 ng/mL
Fentanyl*** - *Fentanyl* - *Norfentanyl* - *Methoxyacetyl fentanyl* - *Acetyl fentanyl* - *Tetrahydrofuranyl fentanyl* - *Acryl fentanyl* - *Flurorfentanyl* - *Furanyl fentanyl* - *Isobutyryl fentanyl* - *Butyryl fentanyl* - *Valeryl fentanyl*	1 or 2ng/mL		 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL
6-MAM (Heroin Metabolite)	10 ng/mL		5 ng/mL
Marijuana Metabolite *(THC-COOH)*	20 or 50 ng/mL**		5 ng/mL
Methadone - *Methadone*	150 ng/mL		 100 ng/mL

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- EDDP (Methadone Metabolite)			100 ng/mL
Opiates *- Total Morphine* *- Hydrocodone* *- Hydromorphone* *- Codeine*	300 ng/mL		 100 ng/mL 100 ng/mL 100 ng/mL 100 ng/mL
Oxycodone *- Oxycodone* *- Oxymorphone*	100 ng/mL		 50 ng/mL 50 ng/mL
Phencyclidine *(PCP)*	25 ng/mL		5 ng/mL
Propoxyphene	300 ng/mL		200 ng/mL
Tramadol/Venlafaxine	200 ng/mL		100 ng/mL

* Test performed by Gas Chromatography Flame Ionization Detection.
**County may choose cutoff level.
***Premium Fentanyl panel with additional analytes also available; list of analytes and cutoff levels available upon request.

Oral Fluid Analysis Methodologies & Cutoff Levels – Standard Drugs

	Screen	Confirm	
Drug	**EIA**	**GC-MS**	**LC-MS/MS**
Alcohol *(Ethanol)*	0.025 gm/dL	.025 gm/dL (GC-FID)*	
Amphetamines *- Amphetamine* *- Methamphetamine* *- MDA* *- MDMA* *- MDEA*	50 ng/mL		 15 ng/mL 15 ng/mL 15 ng/mL 15 ng/mL 15 ng/mL
Barbiturates *- Butalbital* *- Pentobarbital* *- Phenobarbital* *- Secobarbital*	50 ng/mL		 25 ng/mL 25 ng/mL 25 ng/mL 25 ng/mL
Benzodiazepines *- Alprazolam* *- Chlordiazepoxide* *- Clonazepam* *- Diazepam* *- Flunitrazepam*	20 ng/mL		 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL

- *Flurazepam* - *Lorazepam* - *Midazolam* - *Nordiazepam* - *Oxazepam* - *Temazepam* - *Triazolam*			0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL 0.5 ng/mL
Buprenorphine - *Buprenorphine* - *Norbuprenorphine*	5 ng/mL		 1.0 ng/mL 5.0 ng/mL
Cocaine - *Benzoylecgonine* - *Cocaine*	20 ng/mL		 4 ng/mL 4 ng/mL
Fentanyl - *Acetylfentanyl* - *Acrylfentanyl* - *Butyrylfentanyl* - *Fentanyl* - *Furanylfentanyl*	5 ng/mL		 1 ng/mL 1 ng/mL 1 ng/mL 1 ng/mL 1 ng/mL
Marijuana Metabolite *(THC-COOH)*	4 ng/mL		1 ng/mL
Methadone	50 ng/mL		10 ng/mL
Opiates - *Codeine* - *Morphine* - *Hydrocodone* - *Hydromorphone* - *6-monoacetylmorphine (6-MAM)* - *Oxycodone* - *Oxymorphone*	40 ng/mL		 8 ng/mL 8 ng/mL 8 ng/mL 8 ng/mL 4 ng/mL 8 ng/mL 8 ng/mL
Oxycodone - *Oxycodone* - *Oxymorphone*	40 ng/mL		 8 ng/mL 8 ng/mL
Phencyclidine *(PCP)*	10 ng/mL		5 ng/mL
Tramadol	50 ng/mL		10 ng/mL

* Test performed by Gas Chromatography Flame Ionization Detection.

Please note that Redwood Toxicology Laboratory's methodologies and cut-off levels are subject to change based on industry trends, technological advancements, and reagent manufacturing. Redwood Toxicology Laboratory will attempt to communicate significant methodology changes by press release on our website, through ToxAccess, and/or by email to your primary account contact, with 30-day notice for cut-off changes.

POINT OF CARE RAPID TEST DEVICE CUTOFF LEVELS

Regarding rapid point-of-care test devices, below are the standard cut-offs available in the devices made by Abbott and other third-party manufactured devices obtained for our clients. The specific cut-off utilized depends on the configuration chosen by the Courts. You may find currently-available configurations with a variety of cutoffs included on the Pricing Schedule provided with this bid response. We will also work with the State to add devices from these product lines and other approved product lines to the contract as new configurations and products become available.

URINE RAPID TEST CUTOFF LEVELS

Test Name	Abbreviations & Cutoff Levels Available
Amphetamines	AMP300, AMP500, AMP1000
Barbiturates	BAR200, BAR300
Benzodiazepines	BZO100, BZO200, BZO300
Buprenorphine	BUP10
Cocaine	COC100, COC150, COC300
Ethyl Glucuronide	ETG500
Fentanyl	FTY20
Heroin	HRN10
K2	K2-20, K2-50
Marijuana	THC25, THC40, THC50
Methadone	MTD300
Methamphetamines	MET500, MET1000
Methylenedioxymethamphetamine (Ecstasy)	MDMA500
Morphine/Opiates	OPI100, OPI300, MOP300, OPI2000
Oxycodone	OXY100
Phencyclidine	PCP25
Propoxyphene	PPX300
Tramadol	TRA200
Tricyclic Antidepressants	TCA1000

ORAL FLUID RAPID TEST CUTOFF LEVELS

Test Name	Abbreviations & Cutoff Levels Available
Amphetamines	AMP50
Barbiturates	BAR60
Benzodiazepines	BZO30
Buprenorphine	BUP5
Cocaine	COC20
Fentanyl	FTY30, FTY100

Testing conducted by Redwood Toxicology Laboratory, Inc., a wholly owned subsidiary of Abbott.

Marijuana	THC12, THC25, THC100
Methadone	MTD30
Methamphetamines	MET50
Morphine/Opiates	OPI40
Oxycodone	OXY20
Phencyclidine	PCP10

e. Describe the turnaround time for results.

RESULT TURN-AROUND TIMES

Redwood Toxicology Laboratory's standard turn-around times are as follows:

- Negative results for **standard urine and oral fluid panel screens** are reported within twenty-four (24) hours after receipt of the specimen in the laboratory. The majority of the time, negative screen results will be reported within 12 hours of receiving the specimen (i.e. results will be reported same-day). Confirmations of positives for standard drugs by GC-MS or LC-MS/MS require an additional forty-eight (48) to seventy-two (72) hours. All told, Redwood Toxicology Laboratory typically reports confirmed results for standard drug panels within 72 hours of receipt of the specimen at the laboratory and aims for 90% or greater agreement with this timeline as a benchmark for steady turn-around time achievement.

- For **specialty urine tests** such as Fentanyls Premium Panel, Synthetic Cannabinoids (K2/Spice) or Designer Stimulants (Bath Salts), results are typically reported within seventy-two (72) to ninety-six (96) hours after receipt of the specimen in the laboratory. Due to test complexity, specialty test results could occasionally take longer than 5 business days to complete testing and reporting.

Please note that all turnaround times outlined above exclude weekends and federal holidays.

Additional time may be required if retesting is necessary for validation. These verifications are run to ensure that test results are scientifically valid and forensically defensible. At Abbott, the focus is on quality; this includes verification of test results by Redwood Toxicology Laboratory as a measure to help ensure that clients can trust in the accuracy of what is reported.

f. Describe how test results will be reported (by telephone, fax, vendor portal or e-mail).

RESULT REPORTING THROUGH TOXACCESS WEB-BASED SYSTEM

Results are available to your agency immediately when notifications are sent through **ToxAccess®**, our proprietary and secure web-based internet reporting website. ToxAccess provides a secure and complete solution for searching, managing, and printing test reports online.

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ToxAccess is a complete end-to-end web-based drug testing program management system. It boasts a multitude of features that will make your drug testing experience as simple and convenient as possible, from specimen collection to final report. Through this system you can easily perform online collections, set randomized and one-time test schedules, log rapid test device results, track donor activity, access monthly reports, drug statistics, donor summaries, and more. Some of the numerous advantages and benefits available through ToxAccess include:

- **Faster Collections**. Collections can be performed on a single screen in just a few easy steps. All donor information can be entered into, saved and stored in the website; after saving a donor's information just once, you can pull up his or her information for future testing using just a few keystrokes. You can then select a test by selecting a default test or choosing from tests predetermined by your agency. Print out your specimen label on our one-part chain of custody form via a standard printer. We also have a new mobile version of ToxAccess that allows for paperless on-the-go specimen collection using your mobile device, with collection details saved in the system.

- **Clearer, more accurate data**. The information input into ToxAccess at the time of collection is transferred into our laboratory information system, eliminating both errors caused by handwritten labels and laboratory data entry errors.

- **Complete, real-time tracking**. Track specimens every step of the way – from collection through reporting. Steps include Scheduled for Testing, Collected, Shipped, Received by lab, and Reported.

- **Automated, flexible donor scheduling**. Set individual randomized test schedules for each donor using our convenient scheduling module or get the big picture by organizing donors into group testing schedules. You may view groups each day, the collection roster for the current date, and no-show lists.

- **Powerful, usable reporting**. Retrieve results and reports for an individual or group of individuals by using our Search feature. In seconds you can generate a complete listing of test results, pending specimens, drug statistics, no shows and more.

- **Total digital data collection**. ToxAccess is a complete donor data management solution that captures information about each donor and stores it electronically.

We are confident that ease and convenience of our electronic system for collections and reporting will continue to be a crucial element of many of the Courts' drug testing programs, empowering staff with the automation of administrative program tasks and on-demand access to data. Access may be arranged at time of account set-up or at any time during the life of the contract. If you are interested in reviewing the functions and features of ToxAccess in more depth, please ask the bid analyst for a web-based demo.

2. Describe the instruction or training provided to treatment court staff pertaining to properly collecting a sample and completing necessary documentation.

TRAINING RESOURCES

Redwood Toxicology Laboratory offers a variety of useful training resources to our clients—trainings may be provided via online training modules, webinar training, or on-location training. We encourage your agency to utilize online and webinar-based options, as they allow more flexibility for your staff.

For agencies interested in web-based training, we offer Learning XChange, a complete system designed for on-demand training. The in-depth training procedures available through this online system will ensure that members of an organization are trained to perform drug screens in a manner consistent with manufacturer recommendations. Each user will create his or her own account following initial login to the agency's Learning XChange "group" page. When a course is completed, users may test their knowledge by successfully completing a quiz. If the quiz is passed, the user will receive a Certificate of Completion to print or save as a PDF document. Each user's information (name, phone number, email address) will remain associated with his or her specific group (agency) so each user may track which courses he or she has completed.

We have also made informational and instructional brochures available online for reference. Our website includes information materials about site preparation; urine collection; problematic collections; and proper labeling, packaging and shipping procedures, including completion of our test requisition forms. Please note that our specimen collection materials are guidelines only; it is the responsibility of the individual agency to adopt their own policies and procedures according to their needs in compliance with their State and Federal regulations.

If desired, we can provide webinar and on-location training options given by our trainer. These could include a presentation on securing the collection site, suggested specimen collection protocol, chain of custody procedures, proper specimen labelling, specimen shipment to the lab, and reporting methods. We also offer webinar training regarding use of our ToxAccess system.

All training resources are available to our clients for no additional charge.

3. Organizational Chart - The offeror should provide an organizational chart showing the staffing and lines of authority for the key personnel to be used. The organizational chart should include (1) The relationship of service personnel to management and support personnel, (2) The names of the personnel and the working titles of each, and (3) Any proposed subcontractors including management, supervisory, and other key personnel.

    a. The organizational chart should outline the team proposed for this project and the relationship of those team members to each other and to the management structure of the offeror's organization.

ORGANIZATIONAL CHART & KEY PERSONNEL

Please find an organizational chart included in our Appendix.

Redwood Toxicology Laboratory is a wholly-owned subsidiary of Abbott Laboratories, a publicly traded company. Abbott's toxicology businesses are overseen by Andrew McNiven, Divisional Vice President, Toxicology, Rapid Diagnostics.

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Mary Tardel, the Director of Government Services, is the authorized signor for Redwood Toxicology Laboratory. Ms. Tardel and Hollie Turk, Senior Sales Manager, are the leaders of our commercial team, while Lister Macharia, Director of Laboratory Operations, oversees the laboratory and John Turk, Senior I.T. Manager, leads the I.T. department; these leaders are responsible for the primary business practices and activities that would occur under the Courts' contract.

While we do not intend to use any subcontractors for this contract, we work with many third-party collection providers throughout the nation and in Missouri, as mentioned previously. We have historically worked closely with Tomo Drug Testing (Tomo) to provide a full drug testing program when Courts have required third-party specimen collection services. We are happy to continue working closely with Tomo and other third party collectors when desired by the Courts; Cheryl Young, Account Manager for Missouri, and Ms. Turk will manage cooperative relationships with collection sites to ensure seamless service delivery.

4. Along with a detailed organizational chart, the offeror should describe the following:

    a. How services of the contract will be managed, controlled, and supervised in order to ensure satisfactory contract performance.

LEADERSHIP RESPONSIBILITIES & CONTRACT MANAGEMENT

The services of the contract will primarily be managed and supervised by the assigned Account Manager, Cheryl Young. Should a problem arise, it will be immediately addressed by Ms. Young. She will then collaborate with the appropriate department within Redwood Toxicology Laboratory to address the issue, create resolution, and report back to the client with a resolution or update. Ms. Young reports to Hollie Turk, Senior Sales Manager, who will oversee and support Ms. Young in facilitating and mediating problem resolution for any significant issues that may arise over the life of the contract.

Problems relating to a specific department's activities will be escalated to the directors of those departments specifically and resolved on a case-by-case basis.

    b. Total Personnel Resources - The offeror should provide information that documents the depth of resources to ensure the completion of all requirements on time and on target. If the offeror has other ongoing contracts that also require personnel resources, the offeror should document how sufficient resources will be provided to the state of Missouri.

AVAILABLE PERSONNEL RESOURCES

Redwood Toxicology Laboratory has over 250 employees at our Santa Rosa, California location, all dedicated to the success of our drug testing services. With the support of our parent company, Abbott Laboratories, Redwood Toxicology Laboratory has been able to make many improvements over the years, including equipment upgrades, quality improvement measures, and adding personnel to expedite testing. We are committed to providing customer-focused products and services and being a partner that the Courts can trust with their drug testing program.

Our leaders are dedicated to the satisfaction of the Courts and the opportunity to continue providing excellent products and services to the Courts under a new contract. As such, we will commit adequate

resources and energy to ensure a successful contract and to address any issues as they arise. Our commercial team works together as a unit, with targeted teams available for quick order placement, additional account managers available for customer support when the Account Manager is unavailable, and management available for escalation of urgent needs. The laboratory monitors turnaround time trends to adjust staffing and operational activities as needed to maintain benchmarks, and other quality assurance characteristics to ensure that our results are accurate and reliable. With a proven record of success providing drug testing services to the Missouri Courts, we are certain that we will continue to deliver contract services in line with OSCA's expectations.

5. Outside United States – If any products and/or services offered under this RFP are being manufactured or performed at sites outside the United States, the offeror MUST disclose such fact and provide details in the space below or on an attached page.

Are products and/or services being manufactured or performed at sites outside the United States? Yes __X__ No _____

Describe and provide details:

The majority of our rapid test device products are manufactured at Abbott's manufacturing division or through a third-party manufacturer, both located in China.

Our laboratory, along with administrative offices, are geographically situated in Santa Rosa, California. Although primary customer service activities are provided in the United States, we do have a customer support function located in Manila, Philippines, at an Abbott Toxicology-owned site and managed by a U.S.-based supervisor; this team allows for additional responsivity for customer orders and administrative tasks related to our customers' needs. As Abbott employees, they undergo an extensive vetting process, including background checks, and are trained and adhere to Abbott's Code of Business Conduct and relevant policies and procedures. Abbott abides by all U.S. and State regulatory standards and understands the sensitive nature of our offshore employees accessing customer data. All electronic and paper-based information is stored in our U.S. data centers and the laboratory site in California. Data processing is performed using a secure remote terminal to display and process data, and Abbott's cybersecurity team, infrastructures, and policies help ensure protection of information accessed by our offshore employees. Should OSCA decide that this would be a disqualifying use of out-of-country resources, Redwood Toxicology Laboratory would be willing to discuss and negotiate a change to this model.

RTL Response to Technical Specifications

To ensure that we have met all requirements for the proposed products and services, what follows are the specifications as taken directly from the RFP. The specifications from the RFP are in **black**; RTL's responses to each requirement are written in blue.

2.0 **PERFORMANCE REQUIREMENTS**

2.1 **General Requirements:**

2.1.1 The contractor shall provide alcohol and drug testing and monitoring products and/or related services for OSCA and the various treatment courts of the Missouri Judiciary in accordance with the provisions and requirements stated herein.

a. All testing and monitoring services must be performed in accordance with industry standards or by following the local treatment court's internal policy/procedure.

Redwood Toxicology Laboratory agrees to perform all testing service in accordance with industry standards according to the practices and protocols allowed by our laboratory certifications. The local treatment court's internal policy/procedures will also be taken into consideration when performing services, when feasible and in accordance with our certifications.

2.1.2 All testing devices, except the units being proposed under the electronic alcohol monitoring section of this RFP, must be approved or cleared by the U.S. Food and Drug Administration (FDA) and/or be allowed by the FDA to be labeled for forensic use only (FUO).

All testing devices provided by Redwood Toxicology Laboratory to meet the needs of the Courts are FDA 510(k) cleared to market or labeled for forensic use only (FUO). FUO devices have been marked as FUO or FFUO on our pricing schedule.

2.1.3 The contractor shall agree and understand that contracts established as a result of this RFP shall not be construed as an exclusive arrangement. If it is in the best interest of OSCA and/or the treatment court, alternate products and/or services may be obtained elsewhere.

We understand and agree to the non-exclusive nature of the award.

2.1.4 The contractor shall comply with all confidentiality requirements established by state statute, the treatment court, or as otherwise stated herein. The contractor shall release the results of testing to the treatment court contact only or as otherwise instructed by the Treatment Court Judge, Drug Court Commissioner, or Treatment Court Administrator/Coordinator.

Redwood Toxicology Laboratory is committed to exercising due care in the handling of any confidential information, including patient information, and we act in compliance with all applicable federal, state and local regulations, including but not limited to the Health Insurance Portability and Accountability Act

(HIPAA) and HITECH, when applicable. If the treatment court has additional confidentiality requirements, we request that we be provided with these requirements so we may understand these better and ensure we are in compliance.

Our electronic results reporting system, ToxAccess, will email notifications to authorized users when results are ready to be viewed; those users will have to log in using their username and password in order to view the actual results. For accounts using web-based collections, ToxAccess can also utilize a special feature to assign "responsible parties" such as Treatment Court Judge, Drug Court Commissioner, and/or Treatment Court Administrator/Coordinator to each client in the system. When this feature is utilized and the responsible party is set to only see results for their assigned clients, those responsible parties will receive results only for clients where they are stakeholders. This in effect eliminates the "background noise" of other donor test results from their feed.

2.1.5 The contractor shall provide the required products and/or services on an as needed, if needed, basis as requested by the treatment court.

We agree to provide products and/or services on an as needed basis by each court.

2.1.6 OSCA makes no commitments nor guarantees as to the quantity of the testing or laboratory tests that may be required.

We understand this stipulation.

2.2 The offeror may provide collection services for drug testing services as deemed necessary by the treatment court. All individuals collecting samples for drug testing must follow the Collector Standards (attachment 1) and submit a completed the Collector Guidance Acceptance form, along with the required supporting documentation, before providing this service.

Redwood Toxicology Laboratory does not provide collection services and we are not providing collection services pricing for this contract. However, as mentioned previously, we work with a number of Missouri-based companies who provide collection services and who are already in working partnerships with us to perform collections and send specimens to our laboratory for processing. We have historically worked closely with Tomo Drug Testing (Tomo), which has multiple locations in the state of Missouri; we will gladly continue to work with them when directed by the Courts, as they are familiar with our ToxAccess system. It is our hope and understanding that Tomo and other collection providers will respond to this opportunity with their service offering, and we can work together to provide the Courts with a seamless suite of testing when collections are needed for their programs.

2.2.1 The contractor and/or the contractor's subcontractor(s) shall deliver products to OSCA or the local treatment court upon receipt of an authorized order. All deliveries must be coordinated with the court placing the order.

Redwood Toxicology Laboratory will receive authorized orders from the Court and coordinate deliveries as necessary.

2.2.2 If it is deemed by OSCA to be in the best interest of the treatment court, OSCA may add additional items to the contract as long it is mutually acceptable to both the contractor and OSCA.

Redwood Toxicology Laboratory agrees to this specification. As new tests and products are introduced and released by our laboratory, we will work with OSCA to add these to our contract to provide a more comprehensive menu for the Courts.

2.2.3 The contractor shall follow local county, state or federal health guidelines and/or directives issued to control diseases and/or viruses while performing the requirements of the contract. Failure to do so may result in the termination of the contract

Redwood Toxicology Laboratory agrees to this specification and will follow local county, state, or federal health guidelines and/or directives as applicable to our location.

2.3 **LABORATORY SERVICES**

2.4 **Accreditation**

2.4.1 The contractor must comply with all state laws concerning licensing, accreditation, and regulations and must meet the following accreditation requirements and provide documentation of such credentials. This requirement does not apply to the electronic alcohol monitoring section of this RFP.

Redwood Toxicology Laboratory complies with applicable state laws concerning licensing, accreditation, and regulations and meets the requirements as described below. We will not be providing electronic alcohol monitoring.

2.4.2 Laboratory services must be performed at a laboratory that is Substance Abuse and Mental Health Services Administration (SAMHSA) and Clinical Laboratory Improvement Act (CLIA) certified.

In response to questions we asked by email in accordance with RFP instructions, we received verification that OSCA would allow for a laboratory certified by CLIA but not SAMHSA-certified. Redwood Toxicology Laboratory is certified by CLIA and licensed by the California Department of Health. Please find copies of these certifications included with our bid response.

a. If laboratory services are being performed by a subcontractor, they must indicate the vendor providing services and must provide a copy of the subcontract and the subcontractor's certification documentation**.**

N/A - We are not utilizing a subcontractor for laboratory services.

2.4.3 Laboratory services must be performed at a laboratory that is approved by the Commission on Inspection and Accreditation of the College of American Pathologists or Certified by the American Association of Bioanalysts.

Redwood Toxicology Laboratory subscribes to the following external proficiency testing agencies:

- American Association of Bioanalysts: Two urine drugs of abuse samples are sent to our laboratory each quarter to be tested. Five urine samples are sent for pregnancy testing.

- College of American Pathologists Urine Drug Screening & Confirmation: Ten urine drugs of abuse samples are sent to RTL each quarter to be tested.

- Pennsylvania State Department of Health's Proficiency Testing Services: Five urine drugs of abuse samples are sent to RTL each quarter to be tested.

- RTI International: Five oral fluid drugs of abuse samples are sent to RTL each quarter to be tested.

We have provided copies of our AAB and CAP proficiency testing certificates with this bid response.

In addition to the above-mentioned external proficiency testing programs and other internal proficiency testing programs, monitoring of the effectiveness and efficiency of processes is performed by an internal Quality Assurance team that regularly audits laboratory processes, functions, and outcomes and oversees planned corrective actions/preventative actions (CAPAs). When nonconformances (quality incidents) or CAPAs are identified, they are logged into an electronic system. Nonconformances may be identified during day-to-day activities, upon review of monthly quality assurance records, through client interactions, during an internal assessment, and other scenarios. The nonconformances and CAPAs are tracked weekly and monthly and are considered a key performance indicator. This attention to quality—a hallmark of the Abbott brand—helps us provide clients with products and services that we can stand behind.

a. If laboratory services are being performed by a subcontractor, they must indicate the vendor providing services and must provide a copy of the subcontract and the subcontractor's approval and certification documentation.

N/A - We are not utilizing a subcontractor for laboratory services.

2.4.4 If the contractor, or the contractor's subcontractor, is a hospital, the hospital must be accredited by the Joint Commission on Accreditation of Healthcare Organizations (JCAHO). The hospital laboratory must be licensed to operate in interstate commerce by the U.S. Department of Health and Human Services under CLIA.

N/A - We are not a hospital and we are not subcontracting a hospital for any services.

a. If laboratory services are being performed by a subcontractor, they must indicate the vendor providing services and must provide a copy of the subcontract and the subcontractor's accreditation and licenses.

N/A - We are not subcontracting a hospital for any services.

2.4.5 The contractor should be approved by Medicare to provide medical laboratory services.

The Centers for Medicare and Medicaid Services (CMS) requires that a laboratory meet the requirements identified in the Clinical Laboratory Improvement Amendments (CLIA), the scope of which is clinical (medical) testing. Redwood Toxicology Laboratory maintains a CLIA Certificate of Compliance, which we have provided with this response.

2.4.6 The contractor shall understand and agree that any information, record, report, or data derived, compiled, obtained, prepared, or developed by the contractor from services performed pursuant to the contract shall not be released, disseminated, or otherwise disclosed without prior written consent of OSCA.

Redwood Toxicology Laboratory agrees to this requirement, unless otherwise required to release this information by law.

2.4.7 Gas chromatograph/mass spectrometer (GC/MS) and liquid chromatography/mass spectrometry (LC/MS) confirmation technology are required.

Redwood Toxicology Laboratory provides confirmation testing for our standard drugs of abuse via GC-MS and LC-MS/MS, as required (see our "Exhibit D - Method of Performance" document for specific drugs, methodologies, and cut-offs). The only exception to this is testing for Ethanol, which we confirm via gas chromatography-flame ionization detection (GC-FID). Gas chromatography with flame-ionization detection has become the gold standard for ethanol analysis because of its ease of automation, sensitivity, accuracy, and relative specificity.

2.5 **Testing Service Requirements:**

2.5.1 The contractor shall, if requested by the treatment court, develop and administer procedures and protocols for random drug and alcohol testing, which may include a system to select individuals for testing, conduct the test, notify appropriate authorities regarding test results, and otherwise operate the random testing system in a manner that complies with the requirements of the treatment court.

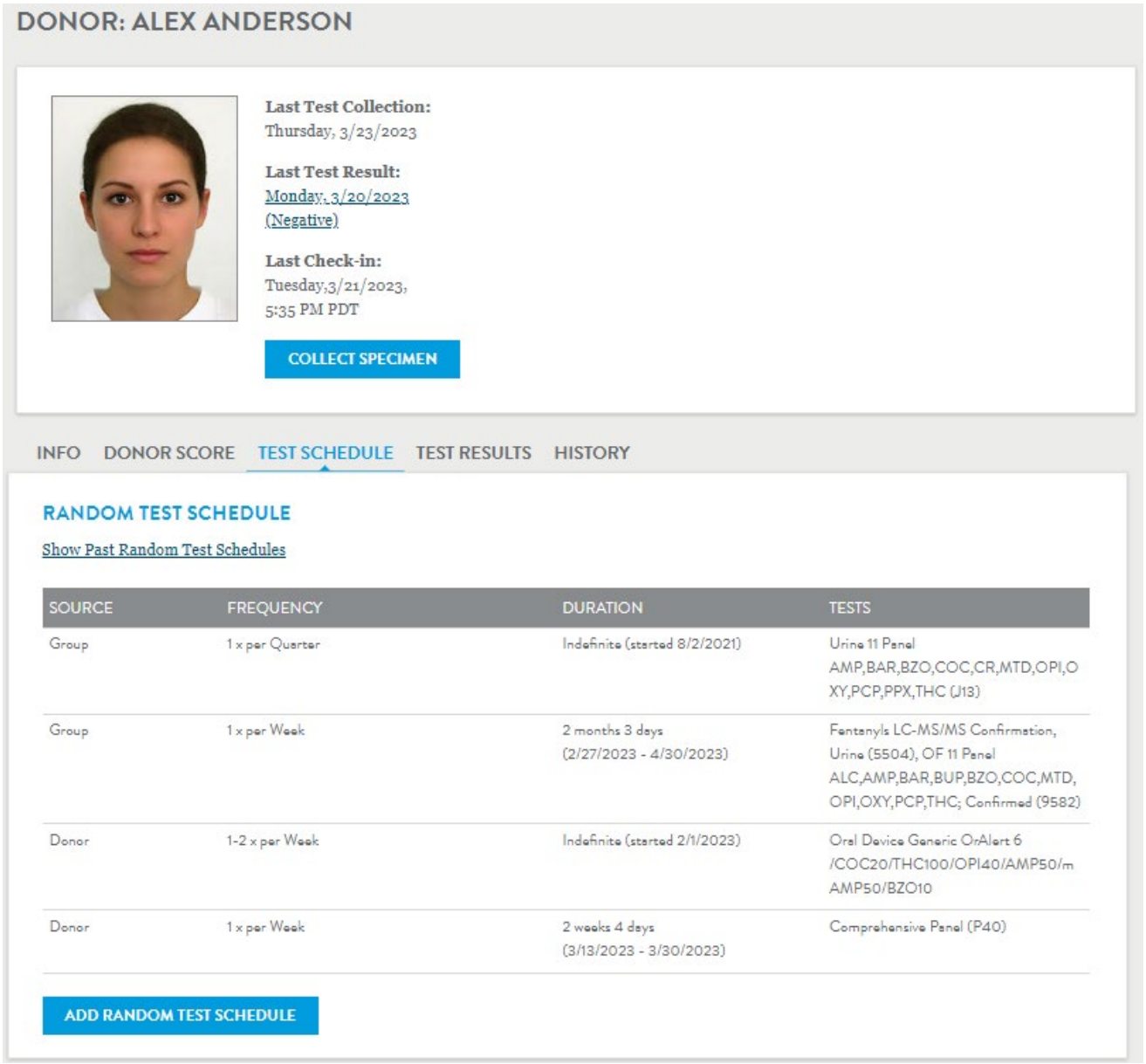
Redwood Toxicology Laboratory provides random drug and alcohol test scheduling through our secure, proprietary collection management and result reporting system, ToxAccess. The Courts can use the Donor Profile feature in ToxAccess to review basic information about donors, including their test results, test schedule, and call-in history. Authorized staff may set up individual randomized schedules, organize donors into specific groups and schedule them for testing utilizing a monthly calendar, or schedule individual one-time tests when use is suspected. You may view groups each day, the collection roster for the current date, and no-show lists.

ToxAccess' intuitive scheduling feature that takes the logistical burden off of the Court. You can create an individual schedule for your client based on specific parameters (e.g. number of times per week or month, exclude certain days or dates, testing term duration, etc.) or place clients into pre-set groups for automated random scheduling, all maintained by the ToxAccess system. These schedules may be mixed and matched with individual on-the-spot or one-time tests for a program that is flexible and custom-fit to each client.

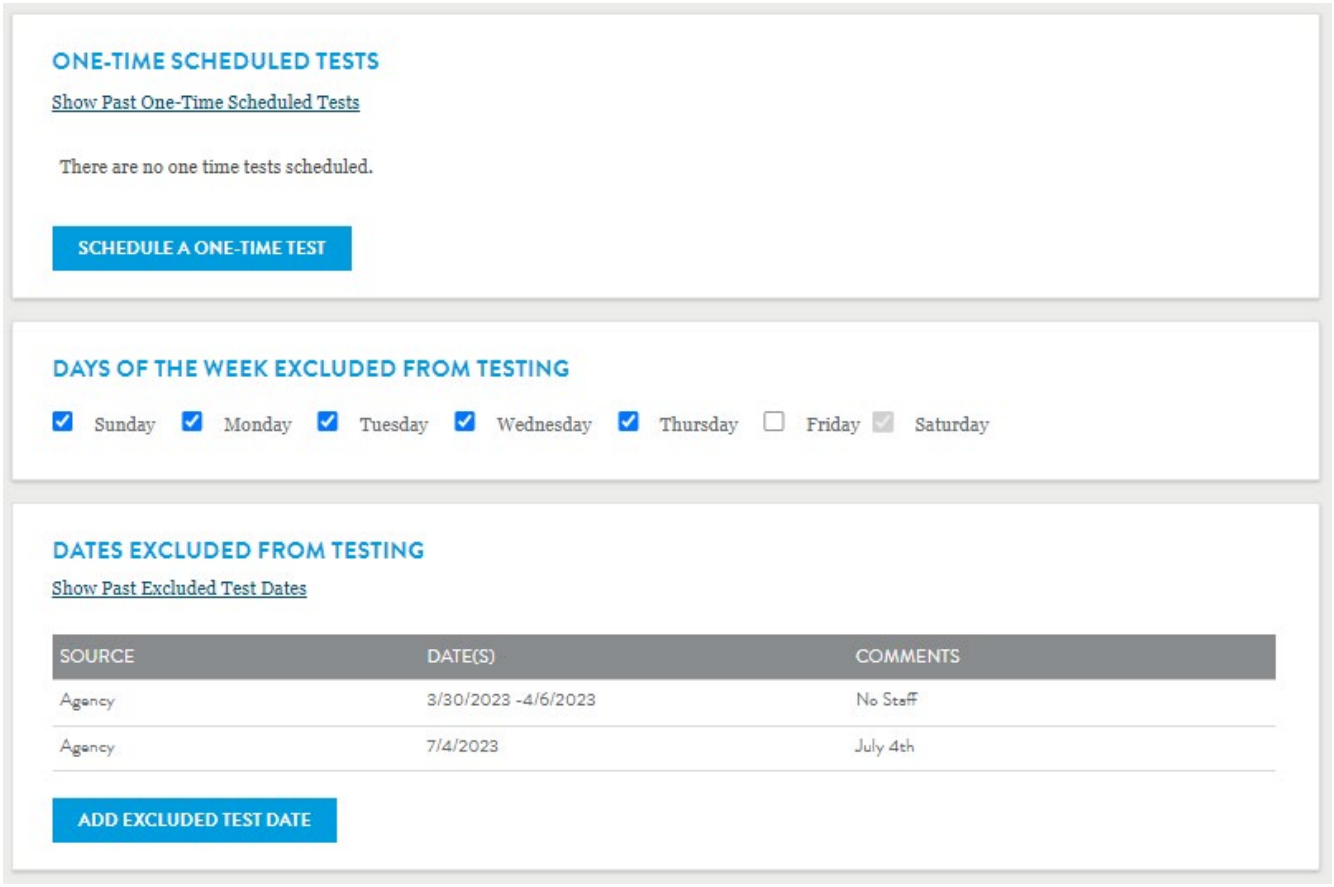
As part of the scheduling feature, the Court can direct clients to use our toll-free, automated interactive voice recognition (IVR) call-in and/or web check-in feature to quickly find out if they need to test that

day. Each client will call in (or check in) and using their assigned code to see if they are required to test, which makes each check-in specific to that client. Information about if and when they called in will be automatically tracked so the Court will have additional data on how well they are complying with call-in/ check-in.

Below, donor profile for Alex Anderson set to the "Test Schedule" tab. This tab shows test schedule details for donor Alex Anderson, including the current group and individual random test schedules assigned to her (this page), and one-time scheduled tests, days of the week she will be excluded from testing, and individual test dates where she is excluded from testing (next page).



Testing conducted by Redwood Toxicology Laboratory, Inc., a wholly owned subsidiary of Abbott.



2.5.2 The contractor shall maintain proper chain of custody procedures.

Redwood Toxicology Laboratory's chain of custody procedures document complete specimen and aliquot handling and processing from receipt through screening, confirmation and storage. This complete documentation is proven to be forensically defensible in courts of law.

POINT OF COLLECTION

Chain of custody starts at the point of collection. All sections of the standard request form (SRF) / chain of custody (COC) form are to be completed and signed by the donor and the collector according to the guidelines provided by Redwood Toxicology Laboratory. The sample bottle, along with the COC form, is placed into the specimen bag, which contains a sponge that will absorb urine if the bottle leaks. The urine samples are placed into the FedEx or UPS lab pack, the pack is sealed, the FedEx or UPS label is filled out and applied to the outside of the pack. A FedEx or UPS courier will pick up the samples on a schedule determined by each agency (daily, three times a week, etc.).

RECEIVING THE SPECIMEN

Specimen unloading and processing is performed in the receiving area of our laboratory. Entrance to this area is limited to authorized personnel only. The person removing the specimen from the lab pack or mailer

examines the specimen for any signs of tampering. The person receiving the specimen initials and dates the SRF /COC form and indicates whether or not the security seal was intact. Barcodes on both the SRF/COC and specimen are scanned electronically to enter the specimen into the laboratory information management system (LIMS); if the SRF/COC was produced using ToxAccess' web-based collections, the system will match the specimen up to the existing requisition. Regardless of whether the SRF/COC was produced through ToxAccess or a preprinted, handwritten form, the complete SRF/COC document will be scanned by lab personnel following receipt and accessioning so that a pdf copy of the document will appear alongside the result when testing is completed.

Each assembled tray of urines (or rack of oral fluids) has an Intralaboratory Chain of Custody form that accompanies it. This form indicates how the specimen was received (U.S. mail, FedEx, local route), the initials of the person assembling the tray (or rack), the initials of the person accessioning the tray (or rack), and the initials of the operator who aliquoted the specimens and loaded them onto the tray for analysis (or processed the oral fluids specimen). This form also has an area to record the quality control for each tray (or oral fluids batch).

URINE - SCREEN

The Load List and the Intralaboratory Chain of Custody form accompany the tray to the screening laboratory where the urines are examined for signs of adulteration when they are aliquoted. The person who aliquots the urine initials the Load List on the "Loaded By" line. When the results are ready, they are reviewed by the laboratory technician and any exceptions are noted on the Flag Sheet for further testing. Each original urine specimen is scanned to see whether it will move forward to confirmation, be stored in the warehouse, or be placed in temporary storage for disposal based on results of initial screening and/or tests requested by the client. If the urine specimen tests positive and goes on to confirmation, a confirmation label is applied and the technician applying the label initials the Labeled By area on the Load List. Confirmation chain of custody is documented by intralaboratory chain of custody forms that document all personnel who handle the specimen from sample preparation through quality control, data review, and reporting.

ORAL FLUIDS - SCREEN

For oral fluids specimen, samples and their accompanying SRF/COC forms have corresponding barcode labels. As previously mentioned, the Intralaboratory Chain of Custody form accompanies each batch of oral fluids to the Oral Fluid laboratory. Additionally, there is an Oral Fluid EIA Intralaboratory COC that is completed for every batch. The form indicates who delivered the specimens to the screening lab; who assembled the batch and aliquoted the specimens; who loaded the Olympus; who transcribed the results; who labeled the batch for confirmation; and which Certifying Scientist reviewed the batch. In this manner, documentation of every person handling the specimen occurs.

BOTH URINE AND ORAL FLUIDS - CONFIRMATION

After all specimens are screened, a computer-generated list is produced which identifies all presumptive positive specimens requiring confirmation. Each specimen is assigned a confirmation ID number based in part on the drug(s) which are to be confirmed. This "positive" list is used to located the specimens and assemble subsequent confirmation batches. A separate chain of custody form is used for each drug group.

This form requires documentation of the technician signature and the date(s) of all phases of handling of the original specimen and subsequent aliquots including batch assembly and aliquoting of specimens; extract specimens, confirmation analysis and final storage of confirmed positives. Additionally, the form includes documentation of Analyst and Certifying Scientist review.

2.5.3 The contractor may provide a facility for urine sample collection to ensure that all samples collected are fully observed to ensure that no apparatus utilized by the participant to negate the results of a drug test goes undetected. This service will not be payable to the contractor (or subcontractor) if the urine collection is unobserved by appropriate staff.

Redwood Toxicology Laboratory is not providing collections or a collection facility as part of our proposal. Per the answers to our submitted questions as allowed per RFP, we understand that this service is optional and not required in order to be awarded.

As described previously, we are adept at working with third party collectors throughout the nation and welcome the opportunity to continue working with Tomo or other collectors chosen by the Courts to provide collection services. We can provide training on our ToxAccess system to assist in a unified, streamlined collection and reporting process, and will work closely with the Courts' chosen collectors to provide a complete drug testing program as needed.

2.5.4 The contractor shall provide routine courier pick-up of urine analysis samples the next business day following a treatment court drop call.

Redwood Toxicology Laboratory will provide routine courier pickup of samples via FedEx (or UPS, if required by the Courts). The Courts can work directly with FedEx to arrange a routine pickup schedule or a one-time pickup; we have easy-to-follow instructions available to assist with contacting FedEx directly. FedEx will provide pickups within 24 hours of a call, with pickups available Monday through Friday. Latest pickup windows provided at Court locations will be determined per location based on FedEx options in that area.

2.5.5 The contractor shall assure for all test readings, the cutoff levels are set at sufficient levels to minimize false positive readings. The contractor shall work with the courts to ensure the cutoff levels are set in accordance with industry standards to prevent false positive results.

Redwood Toxicology Laboratory utilizes industry standard cutoff levels acceptable under CLIA, with our screen and confirmation cutoffs meeting or exceeding SAMHSA recommended cutoffs in terms of sensitivity. Enzyme immunoassay (EIA) screens are susceptible to false positives regardless of the cutoff utilized; this is why confirmation by GC-MS or LC-MS/MS is always highly recommended by Redwood Toxicology Laboratory.

2.5.6 Quality Review: The contractor shall understand and agree that the accuracy of the contractor's laboratory test findings may be subject to outside laboratory verification at the treatment court's discretion.

a. The treatment court shall be responsible for any costs associated with verification of test results.

b. In the event the treatment court determines by verification, the results of the contractor's testing services are inaccurate or unreliable, the contract may be canceled without further cost to the courts in accordance with the applicable provisions and requirements stated herein.

We agree to these terms.

2.5.7 The contractor should provide legal support should the laboratory results be challenged in court at no additional cost to the state of Missouri.

Redwood Toxicology Laboratory is experienced at providing litigation packages and expert testimony services related to our laboratory tests. Expert witness services are available through written affidavit, telephonically, webinar, or in-court. Redwood Toxicology Laboratory will provide clients with court testimony at a per day amount plus travel, a daily per-diem, hotel cost, and any other related travel cost. Please see our pricing schedule for fees associated with each service, if applicable.

IN-PERSON, VIDEO CONFERENCE, OR TELEPHONIC EXPERT WITNESS TESTIMONY

When required, Redwood Toxicology Laboratory will provide a professional laboratory staff member with a demonstrated record of experience as a qualified expert in forensic toxicology to represent the laboratory. Sworn expert opinions, depositions, litigation packages, and confidently delivered court testimony will support our scientific results. Redwood Toxicology Laboratory's expert witnesses testify on matters that include, but are not limited to, the following:

- The validity and reliability of the test procedures
- Test results interpretation (screening and confirmation procedures)
- Chain of custody form documents and procedures
- Confirmation documents for the donor in question
- The meaning of analytical results, other issues, and procedures related to equipment, e.g. type, accuracy, calibration
- Quality control procedures
- Specimen storage (short- and long-term)
- Building and data security

Redwood Toxicology Laboratory will provide testimony supported by forensically defensible results reports. In order to ensure appropriate time is committed to the Court's request, Redwood Toxicology Laboratory must receive a subpoena for expert witness testimony 10 business days prior to the court or hearing date.

WRITTEN INTERPRETATION (OPINION LETTER)

When a donor or his/her attorney is challenging a test result, Redwood Toxicology Laboratory can provide a written interpretation of one result or a series of results that the Court can present in response. This expert opinion will help to answer the following questions:

- How long does the detected drug stay in the body?
- Did the individual reuse drugs or is this result due to residual elimination?
- Is this result due to a prescription medication?
- Was the result caused by an over-the-counter medication?

The Court can request additional information by providing the Donor Name, Date Collected, and Specimen ID for each test result. Requesters should also provide details on when the donor states he/she last used the drug in question, what prescriptions or other medications he/she might be taking, and what claim they are making to dispute the results. Redwood Toxicology Laboratory will respond with the drug, the quantitative value (if available), and the creatinine level of each specimen you list.

AFFIDAVITS

Affidavits are standard in-house documents that describe the processes and procedures used to test a specific specimen. They include the qualifications of the toxicologist, the lab's accessioning protocol, the testing methodology, and the result of laboratory analysis. This document will be signed by one of our qualified toxicologists and witnessed by a notary to certify authenticity.

Affidavit requests take five to seven business days to process, and completed affidavits will be sent to the requesting individual.

LITIGATION PACKAGES

Redwood Toxicology Laboratory can also prepare a comprehensive litigation package that includes the following items:

- Copy of the external chain of custody form (if available or received with the initial specimen)
- Screening data from the initial immunoassay analysis
- Data from the confirmation analysis
- Internal chain of custody documentation
- Final report
- Qualifications of toxicologist available for expert witness testimony

We require 10 business days to pull the documentation, prepare the litigation package, and have it reviewed by one of our qualified expert witnesses. Completed litigation packages will be sent to the requesting individual.

2.6 **Transportation of Specimens:**

2.6.1 The contractor shall provide the treatment court with all necessary equipment and supplies for the specimens to be extracted and safely transported from the treatment court to the contractor.

a. Such equipment and supplies shall include, but not necessarily be limited to: collection and shipping apparatuses, labels, urine specimen cups and instructions necessary for submission and shipment of laboratory specimens to the contractor's laboratory.

b. All collection and shipping apparatus must be approved by the treatment court and meet industry quality control standards.

b. Chain of custody forms shall be provided.

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As stated previously, we provide specimen pick up through FedEx or UPS with overnight service delivery to the lab in Santa Rosa, California. We provide all necessary urine specimen collection and shipping supplies to its clients at no additional cost. For urine testing, these supplies include:

- Urine specimen collection containers: 90mL bottles with lids and built-in temperature strips.
- Specimen baggies with absorbent material
- Test requisition (chain of custody) forms/labels & security seals
- Pre-paid FedEx or UPS lab packs or pre-paid U.S.P.S. mailer boxes.

Our collection and shipping supplies meet industry quality control standards and FedEx/UPS shipping requirements. The Courts have been utilizing these supplies for the last contract term for collection and shipping of specimens.

2.6.2 The contractor must maintain specimens in proper condition while being transported in order to ensure the accuracy of the test performed.

Specimen integrity is maintained during transportation by FedEx or UPS.

2.7 **Testing Service Result Reporting:**

2.7.1 The contractor must provide test result reports to the treatment court, including, but not limited to, the following information:

1. The participant's full name,
2. Test results (including positive, negative, tampered, dilute, no shows and confirmations)
3. Range of normal,
4. Indication of abnormal levels/values,
5. Chart number,
6. Treatment court type/location,
7. Date of specimen collection,
8. Date of specimen testing, and
9. Date of test result reporting.

Our test results reports include all of the above information, with the exception of specimen test dates—the collection date, date received at our laboratory, and reported date are included on the final report. Per the purchaser's response to our written questions, OSCA will accept specimen collections without the date the test is "ordered."

"Range of normal" and "indication of abnormal levels/values" are provided on certain specimen validity tests such as pH and specific gravity. Chart number may be included as the donor ID, if desired by the Court.

2.7.2 Prior to reporting test results to the treatment court, the contractor must have a supervisor review the test results and verify that quality control procedures were employed to ensure the accuracy of test results.

All screen results and confirmed results are reviewed by certifying scientists prior to reporting. All results are also reviewed by a scientist to certify that quality control procedures were employed to ensure the accuracy of test results.

Redwood Toxicology Laboratory considers Quality Control (QC)/Quality Assurance (QA) to be an ongoing process that encompasses all facets of the laboratory's testing and support functions. This includes specimen receipt, test analysis and test result reporting.

Our laboratory has mechanisms in place to determine and monitor turn-around time for results of samples; determining, reporting and monitoring test report errors; resolving problems with turn-around times and test result reporting; as well as reviewing professional staff qualifications and licensure and ensuring all tests are performed in accordance with industry standards.

As part of its QC/QA program, we also utilize the following controls for each screening procedure: drug-free urine, negative controls near cutoff, positive controls near cutoff, and a high positive control. In order for a screen procedure to be accepted, both positive controls must read positive and both the drug-free and below cutoff negative control must read negative. The false positive rate for the controls is zero. Certifying scientists review calibration and QC records to ensure data is acceptable.

2.7.3 The contractor should submit test results to the treatment court, via electronic transmission, within two (2) business days and in no event later than five (5) business days**,** following receipt of the specimen unless, according to standard laboratory procedures, more time is required for a specific test because of test complexity. In such instances, test results must be reported to the treatment court promptly upon test completion. The contractor should notify the treatment court if test results cannot be reported within two (2) business days. Liquidated damages shall apply for test results submitted later than five (5) business days following receipt of the specimen.

As stated in our response to Method of Performance, Redwood Toxicology Laboratory has the following standard turnaround times for reporting results:

- For **standard urine and oral fluid panels**, negative results are reported within twenty-four (24) hours after receipt of the specimen in the laboratory; the majority of the time, negative screen results will be reported within 12 hours of receiving the specimen (i.e. results will be reported same-day). For confirmation of positives by GC-MS, LC-MS/MS or GC-FID, an additional forty-eight (48) to seventy-two (72) hours may be necessary. *Please note that this turnaround time excludes weekends and federal holidays*. Additional time may also be required if retesting is necessary for validation.

- For **specialty urine tests** such as Synthetic Cannabinoids (K2/Spice) or Designer Stimulants (Bath Salts), results will be reported within seventy-two (72) to ninety-six (96) hours after receipt of the specimen in the laboratory. Due to test complexity, specialty test results could occasionally take

longer than 5 business days to complete testing and reporting. *Please note that this turnaround time excludes weekends and federal holidays.* Additional time may also be required if retesting is necessary for validation.

Redwood Toxicology Laboratory will notify the Courts if there is an issue causing substantial delay for a significant number of specimens and will attempt to provide an estimated date for resolution. However, it is not part of the laboratory's standard operating process to document each individual specimen in real time and report back to the agency with an estimate of when each final result might be available.

2.7.4 If requested by the treatment court, the contractor may report test results by telephone to be followed by either electronic or hard copy results.

If desired, we will report positive test results by telephone with hard copy results to follow. However, we request that this service is utilized sparingly. All results will be available electronically, and we can easily set up automatic email notifications to authorized users when results are ready so they may be obtained quickly by the Courts.

2.7.5 GC/MS or LS/MS confirmation results should be provided within two (2**)** business days after initial screening and in no event later than five (5) business days. Liquidated damages shall apply for confirmation results submitted later than five (5) business days after initial screening.

As described above, confirmation results for standard drugs are generally provided within 48 to 72 hours of receipt of the specimen at the laboratory or of receipt of request to perform the test. Please note that this turnaround time excludes weekends and federal holidays.

Please note that, due to test complexity, results for specialty drug tests could occasionally take longer than 5 business days to complete testing and reporting. This includes results from our Comprehensive Panel, which provides results for a high number of specialty drug tests.

2.8 **Test Order Forms and Billing Forms**:

2.8.1 The contractor must provide the treatment court with order forms for test kits and/or testing services which must, at a minimum, be formatted as follows:

a. Sufficient space at the top for an addressograph stamp, enabling the treatment court to provide client identification including, the client's full name and chart number;

b. Spaces to accommodate treatment court type/location, date ordered, date of specimen collection, and time of specimen collection.

c. A section to record the treatment court telephone number, extension and name of the individual designated to receive results;

d. Sufficient number of pages to enable the treatment court to retain two (2) copies and any additional pages the contractor deems necessary to accommodate the contractor's internal needs;

e. The forms must be non-carbon and the subsequent pages must be legible.

f. Must be coded to indicate specimen requirements.

We can provide the Courts with an order form to assist in ordering test devices. However, it may be against our policies to include the donor name or other identifying information on a form that would be utilized merely to purchase devices. Instead, we assume this information is being requested only when the Courts order a test for a donor that would be performed using a rapid test device. This kind of donor-specific test request may be performed using our ToxAccess system to document the collection and log the rapid test device result.

In terms of laboratory test ordering, we will offer the Courts preprinted forms for handwritten collections (available as multi-page forms for retention of copies) or web-based test requisition/chain of custody forms through the ToxAccess site (which will be saved electronically in the system and replaced with a scanned copy of the form received at the laboratory when results are reported). The forms will include areas for collection date and time, but not the date ordered. Information about who may be contacted for "problem specimens" and the authorized contacts for each account will be maintained in our internal databases. Information regarding who may access results in the ToxAccess system may be controlled by your designated ToxAccess administrator, who will be able to activate and inactivate users at their discretion. For more nuanced results control, you may also use the "responsible parties" feature to limit users to receiving results for only specific donors. These features are only available when web-based collections are utilized.

2.9 **ON SITE DRUG TESTING DEVICES**

2.9.1 : Testing devices should be available in both single and multi-drug combinations.

We are offering testing devices available in single and multi-drug combinations.

2.9.2 Laboratory and/or testing devices should be available for the following drugs: Amphetamines, Methamphetamines, Cocaine, Opiates, PCP, cannabinoids, Methadone, Barbiturates, Benzodiazepines, Oxycodone, synthetic cannabinoids, MDMA (Ecstasy) and EtG/EtS. Testing for additional items may be requested during the contract period. If requested, pricing shall be mutually agreed upon between the contractor and OSCA prior to delivery.

On our attached pricing schedule, we have provided a selection of testing devices including options for all of the above drugs. We are willing to add additional items during the contract period and negotiate prices as necessary to meet the Courts' needs.

2.9.3 Each device shall contain all elements necessary to complete the test in the field.

The rapid test devices offered in this bid response contain all elements necessary to complete the test in the field.

Abbott

2.9.4 Devices shall not require electricity, special plumbing, instrumentation, calibration, laboratory environment or refrigeration of reagents. The devices must be able to be stored at room temperature.

All rapid test devices offered in this bid response meet the above specification.

2.9.5 All testing devices shall have an expiration date clearly marked. Any device received with an expiration date less than twelve (12) months from date of receipt will be rejected at the contractor's expense.

Expiration dates are clearly marked. We will provide testing devices with a minimum of 12 months' shelf life. If any devices are offered with less than 12 months' shelf life, it will be communicated to the Courts, offered at a discounted rate, and mutually agreed upon in writing prior to shipment.

2.9.6 The testing devices must be self-contained, completely portable and packaged for field use.

All rapid test devices offered in this bid response meet the above specification.

2.9.7 The drug testing devices and/or initial urine screening must meet or exceed the current Substance Abuse and Mental Health Services Administration (SAMHSA) cut-off levels for detection of positive drug screens, except for the following:

Opiates 300/2000 ng/mL
Benzodiazepines and Barbiturates 300 ng/mL
Amphetamines/Methamphetamines 1000 ng/mL
Cocaine 300 ng/mL

Redwood Toxicology Laboratory offers a wide variety of testing devices—some of which correspond to older SAMHSA cut-off levels (such as Amphetamines/Methamphetamines 1000 ng/mL and Cocaine 300 ng/mL, as shown and allowed above) or other industry standards, some of which meet current SAMHSA cut-off levels, and some of which exceed SAMHSA cut-off levels (such as Opiates 300 ng/mL, shown above, which exceeds the 2000 ng/mL SAMHSA cut-off by allowing for more sensitivity). We know that many of the courts we currently serve are satisfied with these devices, their ease of use, and their accuracy. On the attached pricing schedule, we have included devices that include a variety of cutoff levels for the Courts to choose at their discretion and preference.

We have also included devices that include standard drugs and specialty drugs not mentioned in the list in section 2.9.2 above. Please see the cutoff levels included in our section regarding "Method of Performance," or in the product inserts provided with each device shipment. Please inquire with the bid analyst if you wish to review the product inserts for any of our offered devices during the award process.

2.9.8 Testing devices for urinalysis shall include the collection cup with an ID label and temperature strip, a tamper evident seal for maintaining chain of custody, and a bag for the easy, clean disposal of a urine sample once testing is complete.

All of our offered devices either include a spot on the device to write in the ID and date and/or include security seals that may be used to include this information. We will send additional security seals upon request at no additional charge if desired by the Court. All cup devices, as well as our 90 mL bottle, include a

temperature strip. For panel-dip devices, we will include a collection cup at no additional charge with the purchase of these devices.

Baggies will be provided at no additional charge for the purpose of shipment of specimens to the lab. They may be provided upon request for disposal use.

2.9.9 Testing devices must not require any pretreatment of the urine sample prior to testing and must be able to test the sample immediately upon collection. The tests must not require the samples to reach room temperature unless it has been refrigerated. The tests must not be affected by abnormal pH levels.

The testing devices offered do not require pretreatment or other modification of the specimen prior to testing. The tests offered in this bid response are not affected by abnormal pH levels.

2.9.10 The testing devices must be available for reading results in ten (10) minutes or less.

All testing devices will have results available for reading within ten (10) minutes or less.

2.9.11 The test results must be stable for a minimum of thirty (30) minutes.

Many Abbott-manufactured devices produce results that are stable for at least thirty (30) minutes. However, many rapid test devices in the industry that are allowed for forensic use do not indicate a stability window and instruct that they be read at a certain time following cup activation. Please inquire with the bid analyst if you wish to review the product inserts for any of our offered devices during the award process.

2.9.12 The test results must be easy to read, with test result interpretation of positive or negative clearly defined on the device.

Our provided devices all are easy to read with test result interpretation of positive/negative clearly defined on the device.

2.9.13 The testing devices must be highly accurate and reliable. Performance data should be included with product packaging

Our devices are highly accurate and reliable with performance data included in the product insert. Please inquire with the bid analyst if you wish to review the product inserts for any of our offered devices during the award process.

2.9.14 The testing devices shall minimize false positive results caused by over-the-counter medications.

Product inserts contained with our devices typically include a list of cross reactivity and/or non-cross-reacting compounds/interfering substances on the product insert to identify which known compounds should not cause false positives. Please inquire with the bid analyst if you wish to review the product inserts for any of our offered devices during the award process.

2.9.15 Test results must be able to be photocopied or scanned creating either a paper or an electronic permanent file copy for retention.

Many of our offered devices have flat test panels for easy photocopying or scanning. For the OrAlert and iScreen Round Cup/T-Cup and iScreen Slim Cup devices, the County may take a photo of the device for electronic retention.

2.10 **Training & Support:**

2.10.1 Training Materials: The contractor must provide training materials for end users on the proper use of testing devices to achieve accurate test results. Training may be in various forms, such as video, DVD or webinar, for each treatment court at no additional cost to the state of Missouri. The training shall include, but not be limited to, basic drug testing training and training on current drug testing issues such as sample tampering, passive inhalation, drug detection periods and drug cross-reactivity.

As mentioned previously in our Method of Performance section, Redwood Toxicology Laboratory offers a number of training materials for our clients. Many of these are available on our website or upon request at no charge.

For agencies interested in web-based training, Redwood Toxicology Laboratory is able to offer Learning XChange, a complete system designed for on-demand training. The in-depth training procedures available through this online system will ensure that members of an organization are trained to perform drug screens in a manner consistent with manufacturer recommendations. When a course is completed, users may test their knowledge by successfully completing a quiz. If the quiz is passed, the user will receive a Certificate of Completion to print or save as a PDF document.

Our website currently includes information materials about urine collection; specimen verification; problematic collections; and proper labeling, packaging and shipping procedures. We will also offer the Courts information about specific drug information, drug detection windows, specimen collection, labeling, shipping protocols, and other frequently asked questions.

For any questions not addressed in our training materials, we offer access to our Toxicology Support Services team and to our certified toxicologists via our toll-free telephone number or by email. Webinar options are also available for training; we have toxicologists on staff and other toxicology subject matter experts available under our Toxicology division in Abbott who can speak to current trends, frequently asked toxicology questions, and other topics with sufficient advance notice and agreed-upon content parameters.

Of potential interest to the Courts, Abbott's Toxicology division also offers a Comprehensive Answers Webinar Series designed to connect industry experts and deliver educational and relevant content to our customers. We invite the Courts to attend any of these webinar events to hear directly from experts about the concerns and trends that the industry faces today. Past topics have included segments on alcohol markers, fentanyl, electronic cigarette and cannabis industries and the rise of Delta-8, novel psychoactive substances, roadside oral fluid testing, and a well-received general "Drug Testing 101" webinar that addresses many frequently asked questions about toxicology and related laboratory concepts.

2.10.2 Technical Support: The contractor must be able to provide technical support Monday through Friday, 7 AM to 7 PM Central Time Zone, excluding U.S. holidays, at no additional cost to the state of Missouri.

Redwood Toxicology Laboratory provides technical support via our toll-free telephone number and via email. Representatives are available to answer questions by phone from 6:00 a.m. to 4:00 p.m. Pacific Time from Monday through Friday. Outside of regular business hours, we can offer access to an emergency contact number. These options are available at no additional cost.

2.10.3 Manufacturer's Legal Support: The contractor must be able to provide the manufacturer's legal support should the testing devices identified herein be challenged in court, at no additional cost to the state of Missouri.

Redwood Toxicology Laboratory shall reasonably cooperate in the defense of any claims that challenge the testing devices identified herein.

2.11 **Electronic Monitoring:**
1. The contractor shall provide a service, including all necessary equipment, for electronic monitoring of approved court participants. The system shall use web-based software to allow remote electronic monitoring and supervision. The monitoring may be offered in a variety of options. The following are approved electronic alcohol monitoring systems for this purpose: In-home breath alcohol testing systems such as iSecure Trac or Smart Start, or 2. transdermal alcohol monitoring – such as SCRAM or Transdermal Alcohol Detector (TAD)

2.11.1 Any system proposed shall have a proprietary secure web-based software to allow random monitoring of participants by the court.

2.11.2 Alcohol testing shall be accurate to within +/- .005% of actual blood alcohol levels and be acceptable as court admissible evidence. Results generated by the system shall stand on their own without secondary or backup testing needed. All electronic alcohol monitoring systems shall meet the Daubert standard of scientific evidence admissibility.

Redwood Toxicology Laboratory is not offering Electronic Alcohol Monitoring as part of this bid response.

EXHIBIT E

EMPLOYEE BIDDING/CONFLICT OF INTEREST

Offerors who are employees of the state of Missouri, a member of the General Assembly or a statewide elected official must comply with sections 105.450 to 105.458 RSMo regarding conflict of interest. If the offeror and/or any of the owners of the offeror's organization are currently an employee of the state of Missouri, a member of the General Assembly or a statewide elected official, please provide the following information.

Offeror Name		
Name of State Employee, General Assembly Member, or Statewide Elected Official:		None - Not applicable
	In what office/agency are they employed?	
	Employment Title:	
Percentage of ownership interest in offeror's organization:		_____ %

PRICING PAGE

The offeror shall provide the firm, fixed pricing information for each product and/or service to be provided in accordance with the provisions and requirements specified herein. All costs associated with providing the products and/or services required herein shall be included in the prices.

PRICE: The offeror shall provide a listing of each product and/or service with a firm, fixed price for each product and/or service.

Effective Date: The effective date for contracts awarded as a result of this RFP shall be from date of award through June 30, 2024.

More lines/additional pages may be added, if needed.

OFFEROR NAME: Redwood Toxicology Laboratory, Inc.

Please see our attached pricing schedule for descriptions and pricing of our laboratory tests and rapid test devices offering. Product/Service $_____ firm, fixed price per each unit

_____ Product/Service $_____ firm, fixed price per each unit

_____ Product/Service $_____ firm, fixed price per each unit

_____ Product/Service $_____ firm, fixed price per each unit

_____ Product/Service $_____ firm, fixed price per each unit

_____ Product/Service $_____ firm, fixed price per each unit

_____ Product/Service $_____ firm, fixed price per each unit

Electronic Monitoring

Pricing per participant

per day: *N/A - not offering electronic monitoring*

per week: _____

per month: _____

Is there a minimum number of days? Yes_____ No_____

If yes, please indicate number of days:_____

Deposit or Start Up fee required? Yes_____ No_____

If yes, what is the cost?_____

Please list system requirements, such as single land phone line, water resistance, range of coverage etc.:

_____

Please list counties for which you will provide this service:

Pricing Page, cont.

COLLECTOR SERVICES PRICING

OFFEROR NAME: Redwood Toxicology Laboratory, Inc.

The offeror should quote a price per hour **or** per test. Only one will be accepted.
The price shall not change during the contract period.

Firm, fixed price for collector services performed: $ N/A per hour, or

$ N/A per test

For the following county and circuit:

Redwood Toxicology Laboratory is not offering collection services as part of our bid response. However, we are highly experienced in partnering with third party collection sites to provide a robust testing program, as we have for the Courts under the current contract. We will continue to work with providers such as Tomo Drug Testing, or other third-party collectors chosen by the Courts, to provide a seamless drug testing program.

County:_____ Circuit: _____

County:_____ Circuit: _____

County:_____ Circuit: _____

County:_____ Circuit: _____

County:_____ Circuit: _____

County:_____ Circuit: _____

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
RFP #OSC 23-01792 for Drug/Alcohol Testing Equipment, Monitoring Equipment & Services

URINE LABORATORY SERVICES

Urine Lab Tests - Standard Drugs & Panels

***Standard drugs include** : Alcohol (Ethanol), Amphetamines/Methamphetamines, Barbiturates, Benzodiazepines, Cocaine, Carisoprodol, Ecstasy (MDMA), Marijuana (THC), Methadone, Opiates, Oxycodone, PCP, Propoxyphene. May substitute drug with adulteration test such as Creatinine, pH, or Specific Gravity. Creatinine is automatically included as a drug on every urine panel.*

TEST CODE	DESCRIPTION	PRICE PER SPECIMEN
Various	One Drug Standard Urine Lab Panel - Screen Only (Standalone)	$ 5.50
Various	Six Drug Standard Urine Lab Panel - Screen Only	$ 6.00
Various	Seven Drug Standard Urine Lab Panel - Screen Only	$ 6.00
Various	Eight Drug Standard Urine Lab Panel - Screen Only	$ 6.25
Various	Nine Drug Standard Urine Lab Panel - Screen Only	$ 6.25
Various	Ten Drug Standard Urine Lab Panel - Screen Only	$ 6.35
Various	Eleven Drug Standard Urine Lab Panel - Screen Only	$ 6.50
Various	Twelve Drug Standard Urine Lab Panel - Screen Only	$ 6.50
069	Creatinine Level - Specimen Validity Check - *when requested separately*	$ 5.50
330	pH - Specimen Validity Check - *when requested separately*	$ 5.50
331	Specific Gravity - Specimen Validity Check - *when requested separately*	$ 5.50
P69	Specimen Validity Panel - Creatinine, pH & Specific Gravity - *when requested separately (i.e. not built into panel)*	$ 5.75
Various	GC-MS, LC-MS/MS or GC-FID Standard Urine Confirmation - cost per drug	$ 14.00

Screening and confirmation methodologies, as well as cutoff levels, vary by drug or analyte and are subject to change at Redwood Toxicology Laboratory's discretion. Panel codes and testing equipment are also subject to change. Drugs available in the standard panels vary by panel code.

Urine Lab Tests - Specialty Drug Panels

***Add-Ons** : The Courts may request creation of routine panels that include a mixture of standard drugs and specialty drugs. Specialty drugs may be included in your routine panels using the "Add-On" prices below. The price of the specialty drug will be added on and applicable only when a specialty drug is built into a routine panel. Below, we have also included test panels currently utilized by the Courts and corresponding pricing.*

TEST CODE	DESCRIPTION	PRICE PER SPECIMEN
N/A	Buprenorphine - Add-On Screen Only	$ 1.50
N/A	Ethyl Glucuronide (EtG) Alcohol Metabolite - Add-On Screen Only	$ 0.50
N/A	Fentanyl - Add-On Screen Only	$ 1.50
N/A	Heroin Metabolite (6-MAM) - Add-On Screen Only	$ 0.50
N/A	Kratom - Add-On Screen Only	$ 1.50
N/A	Nitrites Adulteration Check - Add-On	$ 3.50
N/A	Tramadol - Add-On Screen Only	$ 0.50
R87 or R88	Urine 13 Panel with Bup, EtG & Tramadol - Screen Only ALC, AMP, BAR, BUP, BZO, COC, CR, ETG, MTD, OPI, OXY, THC, TRA	$ 8.85
M29	Urine 13 Panel with Bup, EtG, Fentanyl & Tramadol - Screen Only AMP, BUP, BZO, COC, CR, ETG, FEN, MDMA, MTD, OPI, OXY, THC, TRA	$ 10.10
B03	Urine 14 Panel with Bup, EtG & Fentanyl - Screen Only AMP, BAR, BUP, BZO, COC, CR, ETG, FEN(1ng), MTD, OPI, OXY, PH, SG, THC	$ 9.85
B142	Urine 14 Panel with Bup, EtG & Fentanyl - Screen Only AMP, BAR, BUP, BZO, COC, CR, ETG, FEN(2ng), MTD, OPI, OXY, PH, SG, THC	$ 9.85

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
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Urine Lab Tests - Specialty Drugs

TEST CODE	DESCRIPTION	PRICE PER SPECIMEN
5210	Ambien (Zolpidem) - Confirmation Only	$ 29.50
092	Buprenorphine - Screen Only	$ 5.50
5292	Buprenorphine - Confirmation Only	$ 25.00
5200	Bupropion - Confirmation Only	$ 25.00
2267	Carisoprodol (Soma) - Screen Only	$ 5.50
5271	Carisoprodol (Soma) - Confirmation Only	$ 29.50
1273	Cotinine (Nicotine metabolite) - Screen Only	$ 5.50
5273	Cotinine (Nicotine metabolite) - Confirmation Only	$ 25.00
1243	Dextromethorphan - Screen Only	$ 5.50
5243	Dextromethorphan - Confirmation Only	$ 18.00
049 or 050	Ethyl Glucuronide (EtG) Alcohol Metabolite - Screen Only	$ 5.50
5647 or 5747	Ethyl Glucuronide (EtG) Alcohol Metabolite - Confirmation Only	$ 14.00
646 or 647	Ethyl Glucuronide/Ethyl Sulfate (EtG/EtS) Alcohol Metabolite - Screen with Automatic Confirmation of Positives	$ 11.50
2101	Fentanyl - Screen Only	$ 5.50
5504	Fentanyl - Confirmation Only *11 analytes detected*	$ 29.50
5560	Gabapentin - Confirmation Only	$ 30.00
5503	GHB - Confirmation Only	$ 30.00
094	Heroin Metabolite (6-MAM) - Screen Only	$ 5.50
5094	Heroin Metabolite (6-MAM) - Confirmation Only	$ 25.00
5501	Ketamine - Confirmation Only	$ 30.00
2106	Kratom - Screen Only	$ 7.00
5960	Kratom - Confirmation Only	$ 30.00
1163	LSD - Screen Only	$ 15.00
090	Meperidine - Screen Only	$ 5.50
5757	Meperidine - Confirmation Only	$ 30.00
1332	Nitrites Adulteration Check - Standalone Screen	$ 5.50
5211	Selective Serotonin Reuptake Inhibitors (SSRIs) - Confirmation Only	$ 30.00
5483	Tianeptine - Confirmation Only	$ 45.00
5213	Tradodone/Nefazodone - Confirmation Only	$ 30.00
091	Tramadol - Screen Only	$ 5.50
5212	Tramadol - Confirmation Only	$ 15.00
5483	Tricyclic Antidepressants (TCAs) - Confirmation Only	$ 25.00

Urine Lab Tests - Specialty Panels

TEST CODE	DESCRIPTION	PRICE PER SPECIMEN
P40 or P45	Comprehensive Panel - Screen Only / Confirmation for additional fee of $20.00 per drug. *Detects over 600 brand name prescription drugs, ilicit drugs, and alcohol.*	$ 50.00
P80	Designer Stimulants (Bath Salts) - Expanded Panel *21 analytes*	$ 30.00
P81	Designer Stimulants (Bath Salts) - Short Panel (MDPV, Mephedrone, Methylone, PVP)	$ 18.00
5551	Diuretics Panel - Screen with Confirmation	$ 55.00
5966 or V193	Expanded Cannabinoids Confirmation - *includes Delta-8 and Delta-9 analyte differentiation*	$ 17.00
5554	Fentanyls - Premium Panel *29 analytes detected*	$ 40.00
6473	Synthetic Marijuana (K2/Spice) - Standard Panel *19 analytes detected*	$ 18.00
8474	Synthetic Marijuana (K2/Spice) - Premium Panel *37 analytes detected*	$ 35.00
5550	Steroid Testing	$ 35.00

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
RFP #OSC 23-01792 for Drug/Alcohol Testing Equipment, Monitoring Equipment & Services

ORAL FLUID LABORATORY SERVICES

Oral Fluid Lab Tests - Standard Drugs

***Standard drugs include** : Alcohol (Ethanol), Amphetamines/Methamphetamines (includes MDMA), Barbiturates, Benzodiazepines, Cocaine, Marijuana (THC), Methadone, Opiates, Oxycodone, PCP.*

TEST CODE	DESCRIPTION	PRICE PER SPECIMEN
2101001	Quantisal Oral Fluid Collection Device - *purchase required prior to testing*	$ 2.20
Various	Six Drug Standard Oral Fluid Lab Panel - Screen Only	$ 10.00
Various	Seven Drug Standard Oral Fluid Lab Panel - Screen Only	$ 10.40
Various	Eight Drug Standard Oral Fluid Lab Panel - Screen Only	$ 10.65
Various	Nine Drug Standard Oral Fluid Lab Panel - Screen Only	$ 10.95
Various	Ten Drug Standard Oral Fluid Lab Panel - Screen Only	$ 11.20
Various	Eleven Drug Standard Oral Fluid Lab Panel - Screen Only	$ 11.35
Various	Twelve Drug Standard Oral Fluid Lab Panel - Screen Only	$ 11.50
Various	GC-MS, LC-MS/MS or GC-FID Standard Oral Fluid Confirmation - cost per drug	$ 18.00
9501	Five Drug Standard Oral Fluid Lab Panel - Screen with Auto Confirm of Positives AMP, COC, OPI, PCP, THC	$ 20.00
9528	Seven Drug Standard Oral Fluid Lab Panel - Screen with Auto Confirm of Positives ALC, AMP, BZO, COC, OPI, OXY, THC	$ 22.50
9582	Eleven Drug Standard Oral Fluid Lab Panel - Screen with Auto Confirm of Positives ALC, AMP, BAR, BUP, BZO, COC, MTD, OPI, OXY, PCP, THC	$ 25.00

Oral Fluid Lab Tests - Specialty Drugs

TEST CODE	DESCRIPTION	PRICE PER SPECIMEN
N/A	Buprenorphine - Add-On Screen Only	$ 1.50
F32	Buprenorphine - Confirmation Only	$ 25.00
F901 or F58	Fentanyl - Screen Only	$ 12.50
9595	Fentanyl - Confirmation Only *5 analytes detected*	$ 29.50
O86	Methdone - Confirmation Only	$ 18.00
F25	Synthetic Cannabinoids (K2/Spice)	$ 18.00
F55	Tramadol - Confirmation Only	$ 18.00

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
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LABORATORY SUPPLEMENTARY SERVICES

Problematic Specimen and Additional Service Charges

TEST CODE		PRICE PER OCCURRENCE
QNS	Insufficient Volume	No charge
PROB	Chain of Custody (COC) and/or Specimen Label Errors	No charge
	Product and/or Supply Shipping Errors due to Incorrect Address Provided	No charge
ADS	Accidental Delivery Specimen - Specimen Sent to RTL in Error	No charge
FEDEX	Charge for Fewer Than 5 Specimens in FedEx or UPS Package	$7.00
PULL	Specimen Retrieval from Storage for Follow-Up Testing	No charge

Court Support / Expert Witness Services

TEST CODE		PRICE PER OCCURRENCE
AFFD	Affidavits	No charge
INTP	Interpretations	No charge
CORT	Telephonic or Webinar Court Testimony *including preparation time*	No charge
	In-Person Court Testimony *Courts to pay travel, lodging, per-diem, and other related travel costs*	$800 per day + travel

COMPLIMENTARY SERVICES INCLUDED

Services Included at No Additional Charge

DESCRIPTION	PRICE PER OCCURRENCE
ToxAccess Web-Based Drug Testing Management System, including the following optional features: - Online Results Viewing, including designated Responsible Parties - Automated Randomization / Test Scheduling with IVR Call-In and Web Check-In - Web-Based Collections - Desktop and Mobile Device Compatible - Compliance Monitoring Alerts and Score - Statistical Reporting Tools	No charge
Toxicology Support Services - *customer service and access to toxicologists via toll-free phone or email*	No charge
Training - *web-based training via Learning xChange or scheduled webinar*	No charge

COLLECTION & SHIPPING SUPPLIES

Redwood Toxicology Laboratory provides all necessary urine specimen collection and shipping supplies to its clients at no additional cost. For urine testing, these supplies include:

- Urine specimen collection containers: 90mL bottles with lids and built-in temperature strips. Beakers also available.
- Specimen baggies with absorbent material
- Preprinted chain of custody forms/labels & security seals
- Pre-paid FedEx or UPS lab packs or pre-paid U.S. mailer boxes.

Lab Supply Shipping and Handling: Outbound lab supply orders will be shipped at no charge for ground service delivery. Expedited shipping of supplies will be charged on an 'at cost' basis. FOB Destination per RFP specifications.

Specimen Shipment to Lab: Next day air service of inbound specimens sent to the laboratory for testing is provided at no charge when five (5) or more urine and/or oral fluids specimens are sent in each FedEx overnight shipment. Any combination of urine and/or oral fluids devices may be shipped together via FedEx overnight service. Fewer than five (5) specimens sent to the lab by next day air service will be assessed a seven dollar ($7.00) charge per shipment.

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
RFP #OSC 23-01792 for Drug/Alcohol Testing Equipment, Monitoring Equipment & Services

RAPID ON-SITE TEST DEVICES - URINE DIPS

Panel-Dip Test Devices

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
Various	Single Drug Dips Choose from: AMP 1000, BAR 300, BZO 300, COC 150, COC 300, MAMP 500, MTD 300, MOP 300, OPI 2000, OXY 100, PCP 25, TCA 1000, THC 50	$ 0.68	$17.00
01 102 0173	PANEL DIP 01 Buprenorphine (BUP 10)	$ 0.68	$17.00
01 102 1910	One Step Validity Test (Seven Parameter) - CR, NI, GL, PH, SG, OX/PCC	$ 0.68	$17.00
01 568 0008	PANEL DIP 01 EtG 500 ***- For Forensic Use Only****	$ 2.00	$50.00
01 568 0009	PANEL DIP 01 FENTANYL 20 ***- For Forensic Use Only****	$ 1.55	$38.75
01 501 0073	PANEL DIP 01 K2 SPICE 50 ***- For Forensic Use Only****	$ 1.50	$37.50
01 546 0001	PANEL DIP 01 Mitragynine (Kratom 300)	$ 2.75	$68.75
Various	Two Drug Standard Panel-Dip	$ 0.86	$21.50
Various	Three Drug Standard Panel-Dip	$ 0.90	$22.50
Various	Four Drug Standard Panel-Dip	$ 1.13	$28.25
Various	Five Drug Standard Panel-Dip	$ 1.39	$34.75
Various	Six Drug Standard Panel-Dip	$ 1.62	$40.50
Various	Seven Drug Standard Panel-Dip	$ 1.60	$40.00
Various	Eight Drug Standard Panel-Dip	$ 1.60	$40.00
Various	Nine Drug Standard Panel-Dip	$ 1.65	$41.25
Various	Ten Drug Standard Panel-Dip	$ 1.65	$41.25
Various	Eleven Drug Standard Panel-Dip	$ 1.65	$41.25
Various	Twelve Drug Standard Panel-Dip	$ 1.75	$43.75
ABTDOAF113401A	PANEL DIP 13 AMP1000, BUP10, BZO300, COC300, ETG, FTY20, MAMP1000, MDMA500, MOP300, MTD300, OXY100, THC50, TRA200 ***- FFUO****	$ 3.95	$98.75

RAPID ON-SITE TEST DEVICES - URINE CUPS

iCup Integrated Test Cup Devices - without adulteration

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 102 2203	Expanded iCup 07 AMP500, COC150, MAMP500, MOP300, OXY100, PCP25, THC50 ***- FFUO****	$2.50	$62.50
01 102 2206	***FFUO****	$2.50	$62.50
01 102 2020	iCup 10 AMP1000, BAR, BZO, COC300, MAMP1000, MDMA, OPI2000, OXY, PPX, THC	$3.00	$75.00
01 102 2055	iCup 10 AMP1000, BAR300, BZO300, COC300, MAMP1000, MTD300, OPI2000, PCP25, TCA1000, THC50	$3.00	$75.00
01 102 2207	Expanded iCup 12 AMP1000/BAR300/BUP10/BZO300/COC300/ETG500/MAMP1000/ MTD300/OPI2000/ OXY100/PCP25/THC50 ***- FFUO****	$3.50	$87.50
01 102 2028	iCup 13 AMP1000/BAR300/BUP10/BZO300/COC300/MAMP1000/MTD300/OPI2000/OXY100/ PCP25/PPX300/TCA1000/THC50	$3.50	$87.50
01 102 2208	Expanded iCup 13 AMP1000/BUP10/BZO300/COC300/ETG500/FTY20/MAMP1000/ MDMA500/MTD300/MOP300/OXY100/THC50/TRA200 ***- FFUO****	$3.50	$87.50

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
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iCup Integrated Test Cup Devices - with adulteration

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 102 2022	iCup 06 AMP1000, BZO300, COC300, MAMP1000, OPI2000, THC 50 w/adulteration (OX, PH, SG)	$2.50	$62.50
01 102 2069	iCup A.D. 08 AMP1000, BZO300, COC300, MAMP1000, MOP300, OXY100, PCP25, THC50 w/adulteration (CR, OX, PH)	$2.88	$72.00
01 102 2039	iCup A.D. 09 AMP1000, BAR300, BZO300, COC300, MAMP1000, MTD, OPI2000, PCP25, THC50 w/adulteration (OX, SG, PH)	$3.00	$75.00
01 102 2204	Expanded iCup 09 BUP10, BZO300, COC150, ETG500, MAMP500, MOP300, PCP25, THC50 w/adulteration (CR, OX, PH, SG) - ***FFUO****	$3.50	$87.50
01 102 2205	Expanded iCup 09 AMP1000, BUP10, BZO300, COC300, ETG500, MAMP1000, MOP300, OXY100, THC50 w/adulteration (CR, OX, PH, SG) - ***FFUO****	$3.50	$87.50
01 102 2074	iCup 10 AMP1000, BAR300, BZO300, COC300, mAMP1000, MTD300, OPI2000, OXY100, PPX300, THC50 w/adulteration (CR, OX, PH)	$3.50	$87.50
01 102 2027	iCup A.D. 12 AMP1000/BAR300/BZO300/COC300/MAMP1000/MTD300/OPI2000/OXY100/ PCP25/PPX300/TCA1000/THC50 w/adulteration (OX, SG, PH)	$3.50	$87.50
01 102 2209	Expanded iCup 14 AMP1000/BUP10/BZO300/COC300/ETG500/FTY20/K2/MAMP1000/ MDMA500/MTD300/MOP300/OXY100/THC50/TRA200 w/adulteration (CR, OX, PH, SG) - ***FFUO****	$3.95	$98.75
01 102 2210	Expanded iCup 15 AMP500/BUP10/BZO300/COC150/ETG500/FTY20/K2/MAMP500/ MDMA500/MTD300/MOP300/OXY100/THC50/TRA200/6-AM w/adulteration (CR, OX, PH, SG) - ***FFUO****	$3.95	$98.75

E-Z Split Key Cup Test Devices

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 102 2096	EZ CUP II 12 AMP1000/BAR300/BUP10/BZO300/COC150/MAMP1000/MDMA500/MOP300/ MTD300/OXY100/PPX300/THC50	$2.90	$72.50

T-Cup Test Devices (Round Cups)

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 501 0014	T-CUP 12 AMP1000/BAR300/BUP10/BZO300/COC300/ETG500/MAMP1000/MTD300/ OPI2000/ OXY100/PCP25/THC50 - ***FFUO****	$5.00	$125.00
ABTDUAW112702B	USS CUP 12 AMP1000/BAR300/BUP10/BZO300/COC300/MAMP1000/MDMA500/MOP300/ MTD300/ OXY100/PCP25/THC50 w/adulteration (CR, SG, OX) - ***CLIA Waived***	$5.00	$125.00
ABTDUAF112701A	Compact Round Cup 12 AMP500/BUP10/BZO300/COC150/EtG500/FTY20/MAMP500/ MDMA500/ MOP300/MTD300/OXY100/THC25 w/adulteration (CR, PH, SG) - ***FFUO****	$3.60	$90.00
ABTDOAF113701A	Round Cup 13 AMP1000/BUP10/BZO300/COC300/ETG500/FTY20/MAMP1000/MDMA500/ MOP300/MTD300/OXY100/THC50/TRA200 - ***FFUO****	$5.25	$131.25
ABTDOAF114701A	Round Cup 14 AMP1000/BUP10/BZO300/COC300/ETG500/FTY20/K2/MAMP1000/ MDMA500/ MOP300/MTD300/OXY100/THC50/TRA200 - ***FFUO****	$5.35	$133.75
ABTDUAF114701A	Round Cup 14 AMP500/BAR300/BUP10/BZO200/COC100/ETG500/FTY20/MAMP500/ MDMA500/ OPI100/MTD300/OXY100/THC40/TRA200 w/adulteration (CR, NI, OX, pH, SG) - ***FFUO****	$5.35	$133.75
ABTDUAF114702B	Round Cup 14 AMP1000/BUP10/BZO300/COC300/ETG500/FTY20/K2/MAMP1000/ MDMA500/ MOP300/MTD300/OXY100/THC50/TRA200 w/adulteration (CR, NI, OX, pH, SG) - ***FFUO****	$5.35	$133.75
ABTDUAF116701A	Compact Round Cup 16 AMP500/BAR300/BUP10/BZO300/COC150/ETG500/FTY20/ K2-50/MDMA500/MAMP500/MOP300/MTD300/OXY100/PCP25/THC25/TRA200 w/adulteration (CR, NI, OX, pH, SG) - ***FFUO****	$5.25	$131.25

iScreen Urine Test Drug Screen Slim Cups

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
ABTDUAF117701A	Slim Cup 17 AMP500, BAR300, BUP10, BZO300, COC150, EtG500, FTY20, K2 25, MDMA500, MAMP500, MOP300, MTD300, OXY100, PCP25, THC metab 50, TRA200, KRA2500 + OX,CR,PH - ***FFUO**** **(Coming Soon)**	$4.65	$116.25
ABTDUAF120701A	Slim Cup 20 AMP500, BAR200, BUP5, BZO200, COC150, EtG500, FTY20, K2 25, MDMA500, MAMP500, MOP300, MTD300, OXY100, PCP25, TCA1000, THC metab 50, TRA200, KET100, KRA250, 6-MAM10 + OX,CR,PH - ***FFUO**** **(Coming Soon)**	$5.10	$127.50

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PRICING SCHEDULE

Missouri Office of State Courts Administrator
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RAPID ON-SITE TEST DEVICES - URINE CASSETTES

Cotinine & Pregnancy Cassette Devices

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 102 0140	Urine Cotinine (Nicotine Metabolite) 200 Cassette Device - *FOR DETERMINATION OF SMOKING STATUS ONLY*	$0.85	$21.25
01 094 1940	Generic Cotinine Test (40/box)	$0.85	$34.00
01 102 1950	Urine Pregnancy Cassette (40/Box)	$1.00	$40.00

RAPID ON-SITE TEST DEVICES - ORAL FLUID

Oral Fluid Devices

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 102 2024	iScreen Oral Fluid Device 5 AMP50/COC20/MAMP50/OPI40/THC12 - ***FFUO****	$3.15	$78.75
01 102 2025	iScreen Oral Fluid Device 6 AMP50/COC20/MAMP50/OPI40/PCP10/THC12 - ***FFUO****	$2.85	$71.25
01 102 1960	OrAlert 6 Oral Fluid Device AMP50/COC20/MAMP50/OPI40/PCP10/THC100 - ***FFUO****	$2.75	$68.75
01 102 2083	OrAlert 6 Oral Fluid Device AMP50/BZO10/COC20/MAMP50/OPI40/THC100 - ***FFUO****	$2.85	$71.25
ABTOFCUBF1001A	T-Cube 10 AMP50/BZO30/BUP5/COC20/FTY100/MAMP50/OPI40/OXY20/PCP10/THC25 - ***FFUO****	$6.95	$173.75
ABTOFCUBF1002B	**Coming Soon!** Click Cube 10 AMP50/ BAR50/BZO10/COC20/OPI40/PCP10/THC25/ FTY10/ K2 5 + ALC0.02% - ***FFUO****	$4.75	$118.75
ABTOFCUBF1601A	**Coming Soon!** Click Cube 16 AMP50, BAR50, BZO10, BUP5, COC20, MET50, MTD30, OPI40, OXY 40*, PCP10, THC 25 , COT30, KET50, K2 5, FYL10 + ALC0.02% - ***FFUO****	$4.99	$124.75

Alcohol Devices

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	BOX PRICE (25/BOX)
01 532 0020	ACON Breath Alcohol Device .02 (20/box)	$1.35	$27.00
01 094 0055	Alco-Screen Test (24/box)	$1.55	$37.20
01 094 0056	Alco-Screen .02 DOT Approved Alcohol Saliva (24/box)	$1.85	$44.40
01 581 7000	AlcoMate Kit - AL 7000 F Kit (DOT Approved) - *not EBT Approved*	$325.00	N/A
01 581 7001	AlcoMate PRISM Sensor Module Replacement	$33.33	N/A
01 581 7001	AlcoMate Mouthpieces	$22.75	N/A

Collection Supplies

PART NUMBER	CONFIGURATION	PRICE PER DEVICE	
031246	90 mL bottle	$0.00*	$0.00*
031380	6.5 oz/ Graduated Beaker	$0.00*	$0.00*
031007	Wax Cups	$0.00*	$0.00*
031258	Temperature Strip	$0.00*	$0.00*

**Free only with purchase of panel-dip or cassette device*

Device Order Shipping & Handling: Device orders will be shipped at no charge for ground service delivery. Expedited shipping of device orders will be charged on an 'at cost' basis. FOB Destination per bid specifications.

****Forensic Use Only (FFUO)** devices are intended for use only in drugs of abuse testing for law enforcement purposes. Appropriate users of such devices include, for example, court systems, police departments, probation/parole offices, juvenile detention centers, prisons, jails, correction centers and other similar law enforcement entities, or laboratories or other establishments performing forensic testing for these entities. Forensic Use Only devices are not designed, tested, developed, or labeled for use in other settings, such as clinical diagnostic or workplace settings.

APPENDIX

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D. C. 20549

FORM 10-K

(MARK ONE)

x **ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

OR

o **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2022 **Commission file number 1-2189**

Abbott Laboratories

An Illinois Corporation
100 Abbott Park Road
Abbott Park, Illinois 60064-6400

36-0698440
(I.R.S. employer identification number)
(224) 667-6100
(telephone number)

Securities Registered Pursuant to Section 12(b) of the Act:

Title of Each Class	Trading Symbol(s)	Name of Each Exchange on Which Registered
Common Shares, Without Par Value	ABT	New York Stock Exchange Chicago Stock Exchange, Inc.

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.

Yes x **No o**

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act.

Yes o **No x**

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes x **No o**

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).

Yes x **No o**

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large Accelerated Filer x **Accelerated Filer o** **Non-Accelerated Filer o** **Smaller reporting company o**
Emerging growth company o

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

Indicate by check mark whether the registrant has filed a report on and attestation to its management's assessment of the effectiveness of its internal control over financial reporting under Section 404(b) of the Sarbanes-Oxley Act (15 U.S.C. 7262(b)) by the registered public accounting firm that prepared or issued its audit report. x

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act).

Yes o **No x**

The aggregate market value of the 1,712,885,837 shares of voting stock held by nonaffiliates of the registrant, computed by reference to the closing price as reported on the New York Stock Exchange, as of the last business day of Abbott Laboratories' most recently completed second fiscal quarter (June 30, 2022), was $186,105,046,190. Abbott has no non-voting common equity. Number of common shares outstanding as of January 31, 2023: 1,737,946,233

DOCUMENTS INCORPORATED BY REFERENCE

Portions of the 2023 Abbott Laboratories Proxy Statement are incorporated by reference into Part III. The Proxy Statement will be filed on or about March 17, 2023.

ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

Abbott Laboratories and Subsidiaries

Consolidated Statement of Earnings
(in millions except per share data)

	Year Ended December 31		
	2022	2021	2020
Net Sales	$ 43,653	$ 43,075	$ 34,608
Cost of products sold, excluding amortization of intangible assets	19,142	18,537	15,003
Amortization of intangible assets	2,013	2,047	2,132
Research and development	2,888	2,742	2,420
Selling, general and administrative	11,248	11,324	9,696
Total Operating Cost and Expenses	35,291	34,650	29,251
Operating Earnings	8,362	8,425	5,357
Interest expense	558	533	546
Interest income	(183)	(43)	(46)
Net foreign exchange (gain) loss	2	1	(8)
Other (income) expense, net	(321)	(277)	(103)
Earnings from Continuing Operations Before Taxes	8,306	8,211	4,968
Taxes on Earnings from Continuing Operations	1,373	1,140	497
Earnings from Continuing Operations	6,933	7,071	4,471
Net Earnings from Discontinued Operations, net of taxes	—	—	24
Net Earnings	$ 6,933	$ 7,071	$ 4,495
Basic Earnings Per Common Share --			
Continuing Operations	$ 3.94	$ 3.97	$ 2.51
Discontinued Operations	—	—	0.01
Net Earnings	$ 3.94	$ 3.97	$ 2.52
Diluted Earnings Per Common Share --			
Continuing Operations	$ 3.91	$ 3.94	$ 2.49
Discontinued Operations	—	—	0.01
Net Earnings	$ 3.91	$ 3.94	$ 2.50
Average Number of Common Shares Outstanding Used for Basic Earnings Per Common Share	1,753	1,775	1,773
Dilutive Common Stock Options	11	14	13
Average Number of Common Shares Outstanding Plus Dilutive Common Stock Options	1,764	1,789	1,786
Outstanding Common Stock Options Having No Dilutive Effect	3	—	9

The accompanying notes to consolidated financial statements are an integral part of this statement.

Abbott Laboratories and Subsidiaries

Consolidated Statement of Comprehensive Income
(in millions)

	Year Ended December 31		
	2022	2021	2020
Net Earnings	$ 6,933	$ 7,071	$ 4,495
Foreign currency translation gain (loss) adjustments	(894)	(980)	65
Net actuarial gains (losses) and prior service cost and credits and amortization of net actuarial losses and prior service cost and credits, net of taxes of $330 in 2022, $340 in 2021 and $(79) in 2020	1,177	1,201	(331)
Net gains (losses) on derivative instruments designated as cash flow hedges, net of taxes of $11 in 2022, $63 in 2021 and $(87) in 2020	40	351	(215)
Other Comprehensive Income (Loss)	323	572	(481)
Comprehensive Income	$ 7,256	$ 7,643	$ 4,014
Supplemental Accumulated Other Comprehensive Income (Loss) Information, net of tax as of December 31:			
Cumulative foreign currency translation (loss) adjustments	$ (6,733)	$ (5,839)	$ (4,859)
Net actuarial (losses) and prior service (cost) and credits	(1,493)	(2,670)	(3,871)
Cumulative gains (losses) on derivative instruments designated as cash flow hedges	175	135	(216)
Accumulated other comprehensive income (loss)	$ (8,051)	$ (8,374)	$ (8,946)

The accompanying notes to consolidated financial statements are an integral part of this statement.

Abbott Laboratories and Subsidiaries

Consolidated Statement of Cash Flows
(in millions)

	Year Ended December 31		
	2022	2021	2020
Cash Flow From (Used in) Operating Activities:			
Net earnings	$ 6,933	$ 7,071	$ 4,495
Adjustments to reconcile earnings to net cash from operating activities —			
Depreciation	1,254	1,491	1,195
Amortization of intangible assets	2,013	2,047	2,132
Share-based compensation	685	640	546
Investing and financing losses, net	215	55	425
Trade receivables	(68)	(383)	(924)
Inventories	(1,413)	(456)	(493)
Prepaid expenses and other assets	(75)	(312)	(627)
Trade accounts payable and other liabilities	420	1,288	1,766
Income taxes	(383)	(908)	(614)
Net Cash From Operating Activities	9,581	10,533	7,901
Cash Flow From (Used in) Investing Activities:			
Acquisitions of property and equipment	(1,777)	(1,885)	(2,177)
Acquisitions of businesses and technologies, net of cash acquired	—	(187)	(42)
Proceeds from business dispositions	48	134	58
Purchases of investment securities	(185)	(173)	(83)
Proceeds from sales of investment securities	152	77	10
Other	22	26	19
Net Cash From (Used in) Investing Activities	(1,740)	(2,008)	(2,215)
Cash Flow From (Used in) Financing Activities:			
Proceeds from issuance of (repayments of) short-term debt, net and other	47	(204)	2
Proceeds from issuance of long-term debt and debt with maturities over 3 months	7	4	1,281
Repayments of long-term debt and debt with maturities over 3 months	(753)	(48)	(1,333)
Purchases of common shares	(3,795)	(2,299)	(403)
Proceeds from stock options exercised	167	255	245
Dividends paid	(3,309)	(3,202)	(2,560)
Other	—	—	(11)
Net Cash From (Used in) Financing Activities	(7,636)	(5,494)	(2,779)
Effect of exchange rate changes on cash and cash equivalents	(122)	(70)	71
Net Increase (Decrease) in Cash and Cash Equivalents	83	2,961	2,978
Cash and Cash Equivalents, Beginning of Year	9,799	6,838	3,860
Cash and Cash Equivalents, End of Year	$ 9,882	$ 9,799	$ 6,838
Supplemental Cash Flow Information:			
Income taxes paid	$ 1,864	$ 1,941	$ 970
Interest paid	563	544	549

The accompanying notes to consolidated financial statements are an integral part of this statement.

Abbott Laboratories and Subsidiaries

Consolidated Balance Sheet
(dollars in millions)

	December 31	
	2022	2021
Assets		
Current assets:		
Cash and cash equivalents	$ 9,882	$ 9,799
Investments, primarily bank time deposits and U.S. treasury bills	288	450
Trade receivables, less allowances of — 2022: $500; 2021: $519	6,218	6,487
Inventories:		
Finished products	3,805	3,081
Work in process	680	694
Materials	1,688	1,382
Total inventories	6,173	5,157
Other prepaid expenses and receivables	2,663	2,346
Total current assets	25,224	24,239
Investments	766	816
Property and equipment, at cost:		
Land	511	525
Buildings	4,053	4,007
Equipment	14,164	13,528
Construction in progress	1,484	1,304
	20,212	19,364
Less: accumulated depreciation and amortization	11,050	10,405
Net property and equipment	9,162	8,959
Intangible assets, net of amortization	10,454	12,739
Goodwill	22,799	23,231
Deferred income taxes and other assets	6,033	5,212
	$ 74,438	$ 75,196

Abbott Laboratories and Subsidiaries

Consolidated Balance Sheet
(dollars in millions)

	December 31	
	2022	2021
Liabilities and Shareholders' Investment		
Current liabilities:		
Trade accounts payable	$ 4,607	$ 4,408
Salaries, wages and commissions	1,556	1,625
Other accrued liabilities	5,845	5,181
Dividends payable	887	831
Income taxes payable	343	306
Current portion of long-term debt	2,251	754
Total current liabilities	15,489	13,105
Long-term debt	14,522	17,296
Post-employment obligations and other long-term liabilities	7,522	8,771
Commitments and contingencies		
Shareholders' investment:		
Preferred shares, one dollar par value Authorized — 1,000,000 shares, none issued	—	—
Common shares, without par value Authorized — 2,400,000,000 shares Issued at stated capital amount — Shares: 2022: 1,986,519,278; 2021: 1,985,273,421	24,709	24,470
Common shares held in treasury, at cost — Shares: 2022: 248,724,257; 2021: 221,191,228	(15,229)	(11,822)
Earnings employed in the business	35,257	31,528
Accumulated other comprehensive income (loss)	(8,051)	(8,374)
Total Abbott Shareholders' Investment	36,686	35,802
Noncontrolling interests in subsidiaries	219	222
Total Shareholders' Investment	36,905	36,024
	$ 74,438	$ 75,196

The accompanying notes to consolidated financial statements are an integral part of this statement.

Abbott Laboratories and Subsidiaries

Consolidated Statement of Shareholders' Investment
(in millions except shares and per share data)

	Year Ended December 31		
	2022	2021	2020
Common Shares:			
Beginning of Year			
Shares: 2022: 1,985,273,421; 2021: 1,981,156,896; 2020: 1,976,855,085	$ 24,470	$ 24,145	$ 23,853
Issued under incentive stock programs			
Shares: 2022: 1,245,857; 2021: 4,116,525; 2020: 4,301,811	72	173	181
Share-based compensation	687	642	548
Issuance of restricted stock awards	(520)	(490)	(437)
End of Year			
Shares: 2022: 1,986,519,278; 2021: 1,985,273,421; 2020: 1,981,156,896	$ 24,709	$ 24,470	$ 24,145
Common Shares Held in Treasury:			
Beginning of Year			
Shares: 2022: 221,191,228; 2021: 209,926,622; 2020: 214,351,838	$ (11,822)	$ (10,042)	$ (10,147)
Issued under incentive stock programs			
Shares: 2022: 4,980,202; 2021: 5,650,168; 2020: 6,290,757	269	271	298
Purchased			
Shares: 2022: 32,513,231; 2021: 16,914,774; 2020: 1,865,541	(3,676)	(2,051)	(193)
End of Year			
Shares: 2022: 248,724,257; 2021: 221,191,228; 2020: 209,926,622	$ (15,229)	$ (11,822)	$ (10,042)
Earnings Employed in the Business:			
Beginning of Year	$ 31,528	$ 27,627	$ 25,847
Impact of adoption of new accounting standards	—	—	(5)
Net earnings	6,933	7,071	4,495
Cash dividends declared on common shares (per share — 2022: $1.92; 2021: $1.82; 2020: $1.53)	(3,365)	(3,235)	(2,722)
Effect of common and treasury share transactions	161	65	12
End of Year	$ 35,257	$ 31,528	$ 27,627
Accumulated Other Comprehensive Income (Loss):			
Beginning of Year	$ (8,374)	$ (8,946)	$ (8,465)
Other comprehensive income (loss)	323	572	(481)
End of Year	$ (8,051)	$ (8,374)	$ (8,946)
Noncontrolling Interests in Subsidiaries:			
Beginning of Year	$ 222	$ 219	$ 213
Noncontrolling Interests' share of income, business combinations, net of distributions and share repurchases	(3)	3	6
End of Year	$ 219	$ 222	$ 219

The accompanying notes to consolidated financial statements are an integral part of this statement.

Report of Independent Registered Public Accounting Firm

To the Shareholders and Board of Directors of Abbott Laboratories

Opinion on the Financial Statements
We have audited the accompanying consolidated balance sheets of Abbott Laboratories and subsidiaries (the Company) as of December 31, 2022 and 2021, the related consolidated statements of earnings, comprehensive income, shareholders' investment and cash flows for each of the three years in the period ended December 31, 2022, and the related notes (collectively referred to as the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2022 and 2021, and the results of its operations and its cash flows for each of the three years in the period ended December 31, 2022, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2022, based on criteria established in Internal Control — Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework), and our report dated February 17, 2023 expressed an unqualified opinion thereon.

Basis for Opinion
These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

Critical Audit Matter
The critical audit matter communicated below is a matter arising from the current period audit of the financial statements that was communicated or required to be communicated to the audit committee and that: (1) relates to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective, or complex judgments. The communication of the critical audit matter does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matter below, providing a separate opinion on the critical audit matter or on the accounts or disclosures to which it relates.

	Income taxes – Unrecognized tax benefits
Description of the Matter	As described in Note 14 to the consolidated financial statements, unrecognized tax benefits were approximately $2.0 billion at December 31, 2022. Unrecognized tax benefits are assessed by management quarterly for identification and measurement, or more frequently if there are any indicators suggesting a change in unrecognized tax benefits. Assessing tax positions involves judgment including interpreting tax laws of multiple jurisdictions and assumptions relevant to the measurement of an unrecognized tax benefit, including the estimated amount of tax liability that may be incurred should the tax position not be sustained upon inspection by a tax authority. These judgments and assumptions can significantly affect unrecognized tax benefits.
How We Addressed the Matter in our Audit	We obtained an understanding, evaluated the design and tested the operating effectiveness of controls over the Company's identification and measurement of unrecognized tax benefits, as well as its process for the assessment of events that may indicate a change in unrecognized tax benefits is warranted. For example, we tested controls over management's review of the completeness of identified unrecognized tax benefits, as well as controls over management's review of significant assumptions used within the measurement of unrecognized tax benefits. With the support of our tax professionals, among other audit procedures performed, we evaluated the reasonableness of management's judgment with respect to the interpretation of tax laws of multiple jurisdictions by reading and evaluating management's documentation, including relevant accounting policies, and by considering how tax law, including statutes, regulations, and case law, affected management's judgments. We tested the completeness of management's assessment of the identification of unrecognized tax benefits and possible outcomes related to it including evaluation of technical merits of the unrecognized tax benefits. We also tested the appropriateness and consistency of management's methods and significant assumptions associated with the measurement of unrecognized tax benefits, including assessing the estimated amount of tax liability that may be incurred should the tax position not be sustained upon inspection by a tax authority.

/s/ Ernst & Young LLP

We have served as the Company's auditor since 2013.

Chicago, Illinois
February 17, 2023

Report of Independent Registered Public Accounting Firm

To the Shareholders and Board of Directors of Abbott Laboratories

Opinion on Internal Control over Financial Reporting
We have audited Abbott Laboratories and subsidiaries' internal control over financial reporting as of December 31, 2022, based on criteria established in Internal Control—Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) (the COSO criteria). In our opinion, Abbott Laboratories and subsidiaries (the Company) maintained, in all material respects, effective internal control over financial reporting as of December 31, 2022, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the consolidated balance sheets of the Company as of December 31, 2022 and 2021, the related consolidated statements of earnings, comprehensive income, shareholders' investment and cash flows for each of the three years in the period ended December 31, 2022, and the related notes and our report dated February 17, 2023 expressed an unqualified opinion thereon.

Basis for Opinion
The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects.

Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Definition and Limitations of Internal Control Over Financial Reporting
A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ Ernst & Young LLP

Chicago, Illinois
February 17, 2023

Report of Independent Registered Public Accounting Firm

To the Shareholders and Board of Directors of Abbott Laboratories

Opinion on the Financial Statement Schedule

We have audited the consolidated financial statements of Abbott Laboratories and subsidiaries (the Company) as of December 31, 2022 and 2021, for each of the three years in the period ended December 31, 2022, and have issued our report thereon dated February 17, 2023 (included elsewhere in this Annual Report on Form 10-K). Our audits of the consolidated financial statements included the financial statement schedule listed in Item 15(a)(2) of this Annual Report on Form 10-K (the "schedule"). This schedule is the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's schedule, based on our audits.

In our opinion, the schedule presents fairly, in all material respects, the information set forth therein when considered in conjunction with the consolidated financial statements.

/s/ Ernst & Young LLP

Chicago, Illinois
February 17, 2023

CENTERS FOR MEDICARE & MEDICAID SERVICES

CLINICAL LABORATORY IMPROVEMENT AMENDMENTS

CERTIFICATE OF COMPLIANCE

LABORATORY NAME AND ADDRESS
REDWOOD TOXICOLOGY LABORATORY, INC
3650 WESTWIND BLVD
SANTA ROSA, CA 95403-1066

CLIA ID NUMBER
05D0707588

EFFECTIVE DATE
10/14/2020

LABORATORY DIRECTOR
HENRY TSAI M.D.

EXPIRATION DATE
10/13/2022

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.

CMS
CENTERS FOR MEDICARE & MEDICAID SERVICES

Monique Spruill

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

359 Certs2_041321

If you currently hold a Certificate of Compliance or Certificate of Accreditation, below is a list of the laboratory specialties/subspecialties you are certified to perform and their effective date:

LAB CERTIFICATION (CODE)	EFFECTIVE DATE
VIROLOGY (140)	06/01/2020
GENERAL IMMUNOLOGY (220)	06/01/2020
TOXICOLOGY (340)	10/14/1994

LAB CERTIFICATION (CODE)	EFFECTIVE DATE

CMS
CENTERS FOR MEDICARE & MEDICAID SERVICES

FOR MORE INFORMATION ABOUT CLIA, VISIT OUR WEBSITE AT WWW.CMS.GOV/CLIA
OR CONTACT YOUR LOCAL STATE AGENCY. PLEASE SEE THE REVERSE FOR
YOUR STATE AGENCY'S ADDRESS AND PHONE NUMBER.
PLEASE CONTACT YOUR STATE AGENCY FOR ANY CHANGES TO YOUR CURRENT CERTIFICATE.

State of California—Health and Human Services Agency
California Department of Public Health

TOMÁS J. ARAGÓN, M.D., Dr.P.H
Director and State Public Health Officer

GAVIN NEWSOM
Governor

October 31, 2022

Henry Tsai, Laboratory Director
REDWOOD TOXICOLOGY LABORATORY, INC
3650 WESTWIND BLVD
SANTA ROSA, CA 95403

RE: VERIFICATION OF CERTIFICATION
CLIA Number: 05D 0707588

Dear Dr. Tsai,

The entity listed at the above address is currently certified under the Clinical Laboratory Improvement Amendments of 1988 (CLIA) program with a Certificate of Compliance and continues to meet all the appropriate regulatory requirements until a survey is completed.

This letter is proof, until such time that all other appropriate documents are issued, that the above stated entity continues to participate in the CLIA program.

If you have any questions regarding this letter, please call Donna McCallum at (213) 620-6570.

Sincerely,

Donna McCallum
Section Chief, CLIA
Department of Public Health
Laboratory Field Services

CLINICAL AND PUBLIC HEALTH LABORATORY LICENSE

In accordance with the provisions of Chapter 3, Division 2 of the Business and Professions Code, the persons named below are hereby issued a license authorizing operation of a clinical laboratory at the indicated address.

REDWOOD TOXICOLOGY LABORATORY, INC.

3650 WESTWIND BLVD,
SANTA ROSA, CA 95403-1066

STATE ID: CLF-00003738
SCAN QR CODE TO VERIFY LICENSE
OR VISIT: www.cdph.ca.gov/LFS

EFFECTIVE DATE: 02/27/2023
EXPIRATION DATE: 02/26/2024

LICENSE TYPE:
CLINICAL LABORATORY LICENSE

OWNER/S:
MCCOY, JOHN
KAESEBIER, TARA
OOSTERBAAN, BENJAMIN
KUNKLER, ROBERT
ABBOTT LABORATORIES

DIRECTOR/S:
SINGH ARORA, JASBIR
TSAI MD, HENRY

DISPLAY: State law requires that the clinical laboratory license shall be conspicuously posted in the clinical laboratory.

CHANGE OF LABORATORY NAME, DIRECTOR, OWNER AND/OR ADDRESS:
State law requires that the laboratory owner and/or the director notify this office within 30 days of any change in ownership, name, location, or laboratory directors.
If this office is not notified, your license may be revoked 30 days after major Owner and/or Director change.
If your license is revoked, you must cease engaging in clinical laboratory practice and apply for a new laboratory license.
To make these changes or to submit a new application, visit our website: https://www.cdph.ca.gov/LFS *(Go to Laboratory Facilities)*

Robert J. Thomas
ROBERT J. THOMAS
BRANCH CHIEF
LABORATORY FIELD SERVICES

LAB CERT 300 (02-2022)

AMERICAN ASSOCIATION OF BIOANALYSTS

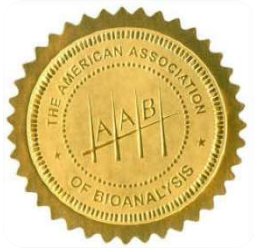
2021

CERTIFICATE OF PARTICIPATION

This certifies that

REDWOOD TOXICOLOGY LABORATORY

is a participant in a continuous program for quality control for laboratory testing.



AAB

Director

COLLEGE of AMERICAN PATHOLOGISTS

CERTIFICATE OF PARTICIPATION

2022 Proficiency Testing/External Quality Assessment

Redwood Toxicology Laboratory

CAP Number: 7182400-01

This certificate recognizes your participation in the College of American Pathologists' Proficiency Testing and/or Anatomic Pathology Education Programs for the 2022 program year.

MD PhD

Bradley S. Karon, MD, PhD, FCAP
Chair, Council on Scientific Affairs

Emily E. Volk, MD, FCAP
President , College of American Pathologists

Redwood Toxicology Laboratory Organizational Chart