

# Cordant

## Health Solutions™

**Webb County 406&341**  
1110 Victoria St.  
Laredo, TX 78040

Flagstaff Laboratory

Contact: Guadalupe Palomo Phone:956-523-4331 E-Mail: gpalomo@webbcountytx.gov Fax: N/A

### SCOPE OF SERVICES & PRICING SCHEDULE

#### PRICING ASSUMPTIONS

For the time period of September 30th 2020- September 29th, 2021

Volume per month: 240

FedEx Pickup Frequency: 12

Positivity Rate: 17%

#### Lab Testing: Urine

**URINE: LAB SCREEN PLUS AUTOMATIC CONFIRMATION\***- Automatic confirmations will be conducted on ALL positive drugs at NO additional charge.

DESCRIPTION (Please circle desired drugs)	PRICE PER TEST
<b>6 Drug Panel</b> Panel 545: Benz, COC, THC, MTHD, OPI, ETG/ETS	<b>\$7.85</b>
<b>10 Drug Panel</b> Panel 442: METH/AMP, BAR, BENZ, COC, THC, MDMA, MTHD, OPI, ETG/ETS	<b>\$9.00</b>
<b>12 Drug Panel</b> Panel 3712: ETG/ETS, BAR, BEN, COC, THC, MTHD, OPI, PCP, PPX, OXY, MDMA, BUP, SOMA, MEPE, ZOLP, FENT, K2, TRAM, 6-AM, METH/AMP, ALC	<b>\$60.00</b>

\*Positivity Rate estimate: (17%). We can review your actual positivity rate after 90-120 days and price may be adjusted accordingly.

**ORAL: LAB SCREEN PLUS AUTOMATIC CONFIRMATION\***- Automatic confirmations will be conducted on ALL positive drugs at NO additional charge.

DESCRIPTION (Please circle desired drugs)	PRICE PER TEST
<b>6 Drug Panel Oral Fluid</b> Panel 33: Ethanol, METH/AMP, BENZ, COC, THC, OPI	<b>\$12.75</b>
<b>Oral Fluid collection kits would be included in the price of the panel</b>	<b>\$0.00</b>

\*Positivity Rate estimate: (9%). We can review your actual positivity rate after 90-120 days and price may be adjusted accordingly.

## Additional Services

### *COURT REPRESENTATION AND TESTIMONY*

DESCRIPTION	FEES
In-person (1 <sup>st</sup> day of testimony)	\$150/hr. (8 hour minimum)
In-person (2 <sup>nd</sup> day of testimony)	\$150/hr.
Telephonic	No Charge
Skype or video-conferencing	No Charge
Litigation Packet	\$75.00
Affidavit	\$25.00

### **Cordant SENTRY™**

#### EVIDENCE BASED SUBSTANCE ABUSE MANAGEMENT PROGRAM

Web-based randomization  
Local telephone line for clients to call into daily  
Call log reports date, time, phone # and caller ID  
Electronic chain of custody  
Real-time test results  
Non-compliance alerts and reports  
Full customization and on-going support of SENTRY and all features

**\*IMPORTANT NOTE:** A screened positive result is considered presumptive. A small percentage of screen only positive results will not confirm by an alternative method. Therefore, for the protection of all involved parties, no punitive action should take place without the donor being afforded the opportunity to have positive screen result(s) confirmed by GC/MS, GC, or LC/MS/MS.

### **SERVICES/SUPPLIES INCLUDED**

#### GC/MS & LC/MS/MS Confirmation:

Cordant utilizes GC/MS (Gas Chromatography / Mass Spectrometry) and LC/MS/MS (Liquid Chromatography double Mass Spectrometry) as our confirmation methods providing the most definitive and accurate results.

#### Quantitation:

Included on all GC/MS & LC/MS/MS confirmed positives unless otherwise specified.

#### Adulterant Test:

Cordant offers a full adulterant test: pH, Oxidants, Specific Gravity and Uric Acid, as requested, at additional charge. Creatinine is automatically run on every urine specimen to ensure validity of the sample.

#### Specimen storage in Flagstaff:

Negative specimens are held for 7 days.

Screened positive specimens are held for 6 months in freezer storage.

Confirmed positive specimens are held for 12 months in freezer storage.

#### Provided Specimen Collection & Transport Supplies:

- Specimen Container with Temperature Strip

- Specimen Security Bag
- Courier Bag, FedEx Supplies, or USPS Mailers

Specimen Transport: FedEx or Courier (select locations) pick-ups Monday through Friday with next day delivery to Cordant Health Solutions \* A FedEx surcharge may apply when shipping less than 5 samples per bag or fewer pickup days can be chosen to help reduce your price.

**ELECTRONIC TEST RESULTS:**

Secure Online web portal through our standard web results portal or SENTRY. Results can also be delivered via fax or web. We provide results within a 24-48 hour turn-around time (not including weekends and holidays). We pride ourselves on providing quality test results within the fastest turn around times in the industry.

Confirmed positive test results for common substances are typically provided within 48-72 hours after receipt of specimens by the laboratory. Negative screen results are reported within twenty-four to forty-eight (24-48) hours of receipt by the laboratory. On average, Cordant Health Solutions Laboratory delivers over 40% of confirmed positive results on common substances on the same day as receipt of specimen, with the balance reported the following day. Results are noted individually as positive or negative.

**TURNAROUND TIME (TAT):**

**Upon receipt at laboratory:**

**Urine**

- ◆ Negative results are reported within 24 hours – 48 hours.
- ◆ Positives are reported within 48 – 72 hours.

**Oral Fluid**

- ◆ Negative results reported within 24 - 48 hours.
- ◆ Positive results available within 48 - 72 hours.

**Hair Testing (sent to Cordant – New York)**

- ◆ Negative results reported within 3-5 business days.
- ◆ Confirmed positive results reported within 5-7 business days.

**BILLING:** Cordant Health Solutions monthly invoicing for direct bill customers can be invoiced net 15 Days or Net 30 Days. You will be invoiced at Net 30 unless otherwise specified.

\*\*This service agreement must be signed within 90 days of delivery or it can be void and a new service agreement will be created.

# TERMS AND CONDITIONS

The prices listed in this schedule will remain in effect for one (1) year from the execution of this pricing schedule, subject to revision based on changes to pricing assumptions as set forth above. After the initial one (1) year period, upon thirty (30) days' written notice, Cordant retains the right to make adjustments, including price adjustments (due to cost changes) and change in methodology (due to advances in technology).

The customer, \_\_\_\_\_, agrees to remit payment to Cordant, following receipt of invoice, per the payment terms shown. At Cordant's discretion, services may be terminated for late and/or non-payment. With respect to all payments received more than fifteen (15) days after the Payment Due Date, a late charge of one- and one-half percent (1.5%) per month or the maximum permissible amount permitted under the law, may be charged at Cordant's sole discretion on payments due to Cordant from the Payment Due Date until the date the payment is received by Cordant.

Laboratory Services shall only be rendered by Laboratory with a valid order, on Cordant's electronic or hard-copy requisition form, entered by a person authorized under applicable law to order the requested laboratory testing. Under no circumstances shall Cordant's liability to Client for any loss related to the provision of laboratory services pursuant to this pricing schedule exceed the value of payments made to Cordant by Client for such services. Nothing in this Agreement shall require Client to refer laboratory tests to Cordant. Cordant may, at its sole discretion, terminate the provision of laboratory services to client upon fifteen (15) days' notice for nonpayment or violation of the Terms and Conditions.

On behalf of the organization listed below, I hereby understand and agree to the above services and terms.

\_\_\_\_\_  
Client Name & Address

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

## **Cordant Representative**

\_\_\_\_\_  
*Cordant Representative (Print Name)*

\_\_\_\_\_  
**Signature**

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
**Date**