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Section 5.1-Vendor Response-Reference: RFP#21-17-HEA-01

Hello Mrs. Coppola, TestNow and Embry Health would like to present Cochise County Health and Services Department the subject proposal in response to # RFP 21-17-HEA-01 for COVID-19 testing services. When the COVID-19 pandemic struck, Embry Women’s Health, which began as an OG/BYN clinic in 2014, stepped up to the plate by partnering with Governor Doug Ducey’s and Dr. Cara Christ’s offices by launching COVID-19 testing blitzes that maintained three simple but very important goals: mobile testing that is convenient to the patient, safe to the patient, and completely zero-cost to the patient.

After seeing the successful impact from and response to these testing blitz’s, Embry Women’s Health decided to take COVID testing to the next level by launching 24/7 drive-thru testing sites. Our first drive thru testing site began in June of 2020 at Mesa Community College, which opened the door for us to partner with other community colleges in the Phoenix metropolitan area including Chandler Gilbert Community College, Scottsdale Community College, and Estrella Mountain Community College.

Our testing network has grown to 50 plus active drive-through testing sites - eight of which operate 24/7. We also have our Off-Site Testing division who partners with various businesses to test their employees or residents. In September, we also launched three sites in Mohave County, our first expansion north of Maricopa County. We also have efforts in place to expand into Pima, Coconino, & now have 7 testing locations in Cochise counties because of our partnerships with the local community colleges and businesses.

To keep every testing site fully supplied, we have our own network of reliable drivers and a fleet of vehicles. The primary goal of the couriers is to keep all sites fully stocked with various PPE & testing supplies. We also have a mobile maintenance team who supports all IT and facilities needs for every site. These teams work concurrently to ensure that all sites remain at optimal operational efficiency to meet their high demand. With our existing Covid-19 testing infrastructure in place, we are very confident that we can successfully meet and exceed the Cochise County Health and Services Department Covid-19 testing requirements.

Embry Health TestNow would like to provide Cochise County Health and Services Department a comprehensive full turnkey Covid-19 testing solution.

Thank you for considering TestNow | eMBRY HEALTH,


Jeffrey Hoekstra

Section 5.1.1.B Attachment #2-Scope of Work

Our approach is simple, yet hyper-effective utilizing our current Covid-19 testing infrastructure and workflow methodology designed to meet the specific needs of the Cochise County Health and Services Departments.

- **Task 1- Staff Coordination and Training:**
 - a. Provide licensed clinician(s) and/or other appropriate healthcare workers to perform or oversee sample collection. **Yes**
 - b. Supervise support staff to support licensed clinician(s) in sample collection and intake of registered patients. **Yes**
 - c. Ensure site staff conduct themselves with a high level of professional and culturally respectful behavior in all public interactions. **Yes**
 - d. Make efforts to engage community members from targeted areas in their staffing and testing efforts. **Yes**

- **Task 2- Set up Stationary Testing Sites:**
 - a. Set up outdoor, walk-through, or drive-up testing sites at community-based site locations and partner-based properties. **Yes**

- **Task 3- Set up Mobile Testing Sites:**
 - a. Provide mobile RV unit(s) that can be rapidly deployed within the Cochise County communities to areas with COVID outbreaks including workplaces, congregate living settings, communities and neighborhoods, and other settings as determined by the County. **Yes**
 - b. Mobile Units to be rapidly deployed within one to two days' notice. **Yes**
 - c. Mobile Units to be available for walk-up or drive through modality. **Yes**
 - d. Mobile Units will be made available six (6) days a week. **Yes**
 - e. Mobile Units will be available on weekends. **Yes**
 - f. Mobile Units may need to be available on Holidays. For Ex: Memorial Day- **Yes**

- **Task 4- Oversee Testing Site Logistics:**
 - a. Partner with identified sites to set up for high-throughput- up to 300-1,000+ per day. **Yes**
 - b. Arrange for access to Wi-Fi as needed- **Yes**
 - c. Arrange for access to electricity as needed- **Yes**
 - d. Manage all logistics and rental (if needed) of: **Yes**
 - i. safety vests
 - ii. traffic cones set up to assist in safe social distancing and traffic/workflow
 - iii. signage
 - iv. distancing tape
 - v. canopy
 - vi. chairs
 - vii. porta-potty(s)
 - viii. garbage waste storage and pick up
 - ix. biohazard storage and disposal
 - x. All ancillary supplies necessary to provide service. For Ex: Office supplies

- **Task 5- Provide Digital Platform for Registration, scheduling, and intake including phone support options.** **Yes**-Testnow.com
- **Task 6- Assess cognitive ability of individuals to provide consent and/or confirming medical power of attorney.** **Yes**
- **Task 7- Monitor self-collection Mid-Turbinate/Anterior Nares.** **Yes**
- **Task 8- Conduct nasopharyngeal, oropharyngeal, Anterior Nares, or other methods as agreed upon.** **Yes**
- **Task 9- Achieve indicator goal of testing ~500 per week-** **Yes**
- **Task 10- Detect cases through testing.** **Yes**
- **Task 11- Transport test samples to lab daily.** **Yes**
- **Task 12- Dispose of all waste including biowaste generated by sites in accordance with all local, state, and federal regulations.** **Yes**

- **Task 13-** Submit daily Report reporting of results to Arizona Department of Health Services (ADHS). **Yes**
- **Task 14-** Connect affected cases to care. **Yes**
- **Task 16-** Coordination with municipal leaders located throughout the County: **Yes**
(Coordinate all outreach, publicity, media, and public communications. Per compliance Standard #7)
- **Task 17-** Communication with Public: **Yes**
 - a. Provide linkage and follow-up to individuals of the public in the following categories: **Yes**
 - b. COVID-positive with no PCP- **Yes**
 - c. COVID-positive with PCP- communication of results plan- **Yes**
 - d. No Health Insurance- **Yes**
 - e. Report non-identifiable aggregate data such as: **Yes**
 - f. Tested X number of people this week and had X% positive- **Yes**
- **Task 18-** Provide Monthly Expense Report to Cochise County by the 15th of every month that will capture the previous month's expenses. Contractor will be provided with a Cochise County approved template for use. **Yes**

Expanded Laboratory Services

- AIT/HealthtrackRX
- LabCorp
- Northwest Pathology
- Sonora Quest Laboratories

Additional Enhanced Covid-19 Testing Services

- ✓ Our goal overall is to offer zero-cost COVID-19 testing to all residents in Arizona regardless of insurance coverage.
- ✓ We also offer rapid-tests with a 24-hour turnaround time for \$100 per test
- ✓ We offer zero-cost flu shots as well
- ✓ Our Business-to-Business division partners with businesses who need weekly testing for their employees.

TestNow eMBRY Health Testing Milestones

- On our busiest day, we tested over 18,000 people.
- We were the first 24/7 testing site in the state of Arizona.
- Our site at Mesa Community College remains one of the largest testing sites in the country.

Experience and Testing Qualifications

Managing our expansive testing operation is no easy task. To accomplish this, we have a vast management structure in place. Embry Women's Health is overseen by our Medical Director, JoEllen Embry. JoEllen mentors our Director of Clinical Field Operations, Jo Ann Harris, who manages all of our Clinical Supervisors who oversee all of our providers at our testing sites.

All of our providers are trained in various medical licenses and certifications. Here is a list summarizing all of those backgrounds:

- Certified Nursing Assistants (CNAs)
- Emergency Medical Technicians (EMTs)
- Licensed Nursing Assistants (LNAs)
- Licensed Practical Nurses (LPNs)
- Licensed Vocational Nurses (LVNs)
- Medical Assistants (MAs)
- Nurse Practitioners (NPs)
- Paramedics
- Phlebotomists
- Registered Nurses (RNs)
- State Testing Nursing Assistant (STNAs)

All of these various credentials for our providers listed above are verified before they are hired with Embry Women's Health. We currently have over 100+ providers on staff and are hiring more weekly.

All of these licenses & certifications cover the requirements listed in Task#1 of the Scope of Work. Honoring the requirement called out in section 2.1.1 of the Scope of Work will not be an issue. We have many providers who are fluent on English and Spanish.

Resumes for JoEllen Embry & Jo Ann Harris are attached at the end of this proposal.