

**RFP 21-67284
BUSINESS PROPOSAL
ATTACHMENT E**

INSTRUCTIONS

- Please supply requested information ***in the blue-shaded areas*** and indicate any attachments that have been included.
- Document all attachments with which section and question they pertain to.

2.3.1 General (optional) - Please introduce or summarize any information the Respondent deems relevant or important to the State's successful acquisition of the products and/or services requested in this RFP.

TestAmerica Laboratories, Inc. (dba) Eurofins TestAmerica, (working as the prime laboratory under Eurofins NDSC Environment Testing America, Inc) has an unparalleled history with working with Indiana Department of Environmental Management (IDEM). For over 20 years, our facilities, procedures and reports are familiar to many at IDEM. This relationship makes Eurofins the best choice for the new contract.

Eurofins provides our clients innovative technical expertise and comprehensive analytical testing services. Through continued investment in people, technology, capital equipment and infrastructure, Eurofins is well positioned to support clients in both the public and private sector. Whether it is the Department of Defense, Department of Energy, Industry or the consulting and engineering firms that support them, Eurofins has unique and innovative solutions to address the most challenging opportunities. Specialty services include emerging contaminants (PFAS, 1,4-Dioxane and others); dioxins; explosives; specialty organics; air (source/ambient/indoor) and water quality (drinking/surface/groundwater) monitoring; emergency response, decommissioning, sediment and tissue program support; industrial hygiene; aquatic toxicity; desalination; radiochemistry and mixed waste testing; state-specific UST methods; treatability studies and many others.

Eurofins maintains leadership positions with a variety of environmental trade associations, regulatory review boards, and lab industry steering committees. Eurofins' leadership helps to shape how analytical solutions are brought to market, sets the standard for quality and ethics, and challenges conventional wisdom to drive an industry culture of continuous improvement. Eurofins holds active leadership positions in each of the following organizations:

- ◆ NELAC - National Environmental Laboratory Accreditation Conference
- ◆ ACIL - American Council of Independent Laboratories
- ◆ SAME - Society of American Military Engineers
- ◆ A&WMA - Air & Waste Management Association
- ◆ ASTM International
- ◆ ITRC - Interstate Technology & Regulatory Council
- ◆ U.S. EPA – Organic & Inorganic Method Work Groups

The Eurofins companies are committed to a common business principle: leading through expertise, beyond providing the basic services or products. We believe that we deliver the greatest value when our experts can support our clients with insights on the test methods and products that can best help their project to be successful. Eurofins has backed this commitment by investing in the skilled people, systems and equipment that truly define leadership.

2.3.2 Respondent's Company Structure - Please include in this section the legal form of the Respondent's business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other

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components of the organization. Please enter your response below and indicate if any attachments are included.

Eurofins Environment Testing America (EETA) (and contracting body Eurofins NDSC) works continually to deliver advanced technical expertise and analytical services to clients from our 35 laboratories and 40 service centers across the US.

Eurofins TestAmerica's immediate owner is TestsAmerica Holdings, Inc. Eurofins TestAmerica is a division of EETA. The proposal is being submitted by Eurofins TestAmerica Chicago as the primary laboratory with support from Eurofins TestAmerica St. Louis, Pittsburgh, Cedar Falls, Knoxville and Eurofins Eaton Analytical and Eurofins Air Toxics.

TestAmerica Laboratories, Inc. was Incorporated in the state of Delaware 8/27/97
Tax ID: 23-2919996

Ownership Hierarchy

TestAmerica Laboratories, Inc. ☐ 100% owned by
TestAmerica Holdings, Inc. ☐ 100% owned by
TestAmerica Environmental Services LLC ☐ owned 100% by
Eurofins Lancaster Laboratories, Inc. ☐ owned 100% by
Eurofins Pharma US Holdings, Inc. ☐ owned 100% by
Eurofins Pharma Services Lux Holding SARL ☐ owned 100% by
Eurofins International Holdings LUX SARL ☐ owned 100% by
Eurofins Scientific S.E. (ultimate parent)

EETA provides our clients innovative technical expertise and comprehensive analytical testing services. Through continued investment in people, technology, capital equipment and infrastructure, Eurofins is well positioned to support clients in both the public and private sector. Whether it is the Department of Defense, Department of Energy, Industry or the consulting and engineering firms that support them, Eurofins has unique and innovative solutions to address the most challenging opportunities. Specialty services include emerging contaminants (PFAS, 1,4-Dioxane and others); dioxins; explosives; specialty organics; air (source/ambient/indoor) and water quality (drinking/surface/groundwater) monitoring; emergency response, decommissioning, sediment and tissue program support; industrial hygiene; aquatic toxicity; desalination; radiochemistry and mixed waste testing; state-specific UST methods; treatability studies and many others.

Attachments: Certificate of Incorporation Appendix 1, Organizational Charts Appendix 2

- 2.3.3 Company Financial Information** - This section must include documents to demonstrate the Respondent's financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

The Dunn & Bradstreet numbers are provided for each entity providing services.
TestAmerica Laboratories, Inc. 03-8040759 (dba) Eurofins TestAmerica
TestAmerica Holdings, Inc. (Parent) 09-1254896
Eurofins TestAmerica Chicago 07-6866727

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Eurofins TestAmerica Canton – 03-8040759
Eurofins TestAmerica Cedar Falls 61-2433136
Eurofins TestAmerica Knoxville 03-9088679
Eurofins TestAmerica Pittsburgh 78-4868846
Eurofins TestAmerica Savannah – 85-9398187
Eurofins TestAmerica St. Louis 78-6241091
Eurofins Air Toxics 62-1102995
Eurofins Eaton Analytical 07-9406199
Eurofins Frontier Global – 10-3633744

- 2.3.4 Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

Heather Villemaire, Chief Financial Officer Environmental Testing US, takes personal responsibility for the thoroughness and correctness of all financial information

- 2.3.5 Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.5. Indicate the name of the document in the space provided.

Eurofins NDSC Contracts Department has reviewed the State of Indiana's Request for Proposal on behalf of The Indiana Department of Environmental Management for Laboratory Analytical Services for Environmental Samples, RFP Number 21-67284, and has the following comments and proposed changes which are provided as **Appendix 3 – Contract Comments and Proposed Changes**.

- 2.3.6 References** - Reference information is captured on Attachment H. Respondent should complete the reference information portion of the Attachment H which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of Attachment H should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) Attachment H's from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. Attachment H should be submitted to idoareferences@idoa.in.gov. Attachment H should be submitted no more than five (5) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

Customer 1	
Legal Name of Company or Governmental Entity	Andrews Engineering
Company Mailing Address	3300 Ginger Creek Drive
Company City, State, Zip	Springfield, IL 62711
Company Website Address	Andrews-eng.com
Contact Person	Kenneth W. Liss
Contact Title	President

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Company Telephone Number	217-787-2334
Company Fax Number	217-787-9495
Contact E-mail	kliss@andrews-eng.com
Industry of Company	Engineering Firm
Customer 2	
Legal Name of Company or Governmental Entity	Milwaukee Metropolitan Sewerage District
Company Mailing Address	260 W. Seeboth Street
Company City, State, Zip	Milwaukee, WI 53204
Company Website Address	www.mmsd.com
Contact Person	Alfredo Sotomayor
Contact Title	
Company Telephone Number	414-277-6369
Company Fax Number	
Contact E-mail	asotomayor@mmsd.com
Industry of Company	Municipality
Customer 3	
Legal Name of Company or Governmental Entity	Unilever HPC USA
Company Mailing Address	1200 Calumet Ave.
Company City, State, Zip	Hammond, IN 46320
Company Website Address	www.unileverusa.com
Contact Person	Jack Hamner
Contact Title	
Company Telephone Number	219-746-1263
Company Fax Number	
Contact E-mail	Curtis.hamner@unilever.com
Industry of Company	Manufacturing

2.3.7 Registration to do Business - Selected out-of-state Respondents providing the products and/or services required by this RFP must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent's responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

TestAmerica Laboratories, Inc. is licensed to do business in the state of Indiana. Business ID: 1999071326. See document provided from Secretary of State as **Appendix 4 – Business Information**.

2.3.8 Authorizing Document - Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

Appendix 5 - Corporate Resolution – Signature Authority

2.3.9 Subcontractors - The Respondent is responsible for the performance of any obligations that may result from this RFP and shall not be relieved by the non-performance of any subcontractor. Any Respondent's proposal must identify all subcontractors and describe the contractual relationship between the Respondent

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and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.

Any subcontracts entered into by the Respondent must be in compliance with all State statutes and will be subject to the provisions thereof. For each portion of the proposed products or services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor's related qualifications and experience.

The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State's evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.

The Respondent must list any subcontractor's name, address and the state in which formed that are proposed to be used in providing the required products or services. The subcontractor's responsibilities under the proposal, anticipated dollar amount for subcontract, the subcontractor's form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority, Women, or Veteran Owned Business under IC 4-13-16.5-1 and Executive Order 13-04 and IC 5-22-14-3.5. See Sections 1.21, 1.22 and Attachments A/A1 for Minority, Women, and Veteran Business information.

IVOSB entities (whether a prime or subcontractor) must have a bidder ID. If registered with IDOA, this should have already been provided (as with MWBEs). IVOSBs that are only registered with the Federal Center for Veterans Business Enterprise will need to ensure that they also have a Bidder ID provided by IDOA (please see section 2.3.7, Department of Administration, Procurement Division for details).

We are not proposing any subcontract labs. All proposed laboratories are part of the Eurofins Environment Testing America (EETA) network of laboratories.

While we are not a small business, Eurofins takes a leadership role in the environmental industry supporting the spirit and the letter of Small Business Administration goals. Eurofins pro-actively maintains a formal Small Business Alliance Program which is audited annually by the U.S. Small Business Administration.

Projects and service regularly purchased from Small and disadvantaged business include:

laboratory supplies; laboratory reagents, standards & chemicals; laboratory instrumentation; computer & software services; business supplies; facility services; repair & maintenance services; temporary employment services; consulting & laboratory services; couriers, shipping, and logistic services.

2.3.10 Evidence of Financial Responsibility – Not Applicable

2.3.11 General Information - Each Respondent must enter your company's general information including contact information.

Business Information	
Legal Name of Company	TestAmerica Laboratories, Inc. (dba) Eurofins TestAmerica
Federal Identification Number (FIN)	23-2919996

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Contact Name	Robin Kintz
Contact Title	Project Manager
Contact E-mail Address	Robin.kintz@eurofinset.com
Company Mailing Address	2417 Bond Street
Company City, State, Zip	University Park, IL 60484
Company Telephone Number	708-534-5200
Company Fax Number	708-534-5211
Company Website Address	www.testamericainc.com
Federal Tax Identification Number (FTIN)	23-2919996
Number of Employees (company)	~2000
Years of Experience	~ 40 plus years
Number of U.S. Offices	Eurofins US locations - 75
Year Indiana Office Established (if applicable)	1986
Parent Company (if applicable)	TestAmerica Holdings, Inc.
Revenues (\$MM, previous year)	2020 - \$162M
Revenues (\$MM, 2 years prior)	2019 - \$195M
% Of Revenue from Indiana customers	1.1%

- a. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

Yes See Appendix 6 – Disaster Recovery Plan

- b. What is your company's technology and process for securing any State information that is maintained within your company?

LIMS

Secure web-based LIMS (Laboratory Information Management System) for processing, managing and reporting analytical results.

Network

The laboratories consist of an Ethernet MPLS circuit providing connectivity to Eurofins, Voice PRI for Phone (PSTN) connectivity and Broadband Internet for Public internet access.

LAN/Wireless/Voice and Firewall equipment is all Cisco.

Servers

Virtualized Windows Server environment on a Dell Hosts.

Server/Storage Capacity

IT Capacity Management is responsible for ensuring that IT resources are planned and scheduled to provide a consistent level of service that is matched to the current and future needs of the business, as agreed and documented within SLAs. IT Capacity Management ensures that the IT Capacity of the IT Services and IT Components matches the evolving agreed demands of the business in the most cost effective and timely manner

2.3.12 Experience Serving State Governments - Please provide a brief description of your company's experience in serving state governments and/or quasi-governmental accounts.

We support thousands upon thousands of cities, municipalities and state government agencies with similar testing programs, with regulatory oversight by Federal EPA, state environmental agencies and many local government entities. With our resources, capabilities and qualifications, we consistently deliver timely, accurate and complete data in compliance with regulatory and program requirements. Eurofins laboratories collectively maintain

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laboratory certification, accreditations and/or approvals in all 50 states providing sampling and analysis testing services. Our Quality Systems are compliant with current NELAP standards.

2.3.13 Experience Serving Similar Clients - Please describe your company's experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

We are well positioned to support clients in both the public and private sectors. Whether it is government agencies, industrial applications or the consulting and engineering firms, Eurofins has the environmental industry's most unique and innovative solutions to address its most challenging opportunities.

We have provided specific client references in section 2.3.6 References above. Some specific experience is provided below.

Cleveland-Cliffs East Chicago LLC - Chicago provides weekly wastewater analyses, annual surface water analysis and occasional waste disposal and stormwater analysis. Parameters include VOCs, SVOCs, Metals, Wet Chemistry, TCLP and Waste Characterization. Field services include weekly sample pickup and bi-monthly surface water sampling. Data Deliverables are standard format with 10-day and rush turnaround time. Wastewater parameters are conducted according to test procedures approved under 40 CFR Part 136 as amended. DMR QA Performance Study results are provided annually.

Unilever HPC USA - Eurofins TestAmerica performs the sampling and analysis for the Hammond, Indiana Unilever plant. Our Field Technicians complete numerous client requirements on-site which include maintaining maintenance field logs for multiple sites on the property and complete sampling field logs for two discharge points. These tasks, as well as sample collection, are completed on a daily basis, 365 days a year. Level II reports are submitted on a monthly basis and data is summarized on excel spreadsheets for daily electronic submittal. Additionally, Eurofins TestAmerica prepares excel data reports to submit to the client to assist in the final execution of the Industrial Self-Monitoring Reports (SMR) and NPDES Monthly Monitoring Reports (MMR). The client submits the final reports to Hammond Sanitary District (HSD) and Indiana Department of Environmental Management (IDEM) on a monthly basis.

Milwaukee Metropolitan Sewerage District - Eurofins TestAmerica Chicago has provided analytical support to MMSD with the analysis of wastewater and sludge samples. Analyses include Wet Chemistry, Metals, Volatile Organics, Semi-Volatile Organics and PCBs. Deliverables consist of a hardcopy with report with QC summarized and an EDD tailored to meet MMSD specifications.

The State of Minnesota - Eurofins supports the State of Minnesota as a primary back-up laboratory. Through this relationship, Eurofins has successfully performed over 10,000 analyses.

South Carolina Department of Health and Environmental Control - Eurofins has supported South Carolina with a variety of testing for compliance to the Safe Drinking Water Act as well as the Unregulated Contaminant Monitoring Rule. These projects often include management of the sampling by working with representatives from the 12 district drinking water offices. Since August of 1994, over 20,000 samples have been analyzed and reported. Eurofins has recently won the PFAS contracts with South Carolina.

Mississippi State Department of Health - Eurofins Eaton Analytical has a long history of support with the state. Current contracts include Radionuclides and Synthetic Organic Chemicals 2013-Present Cryptosporidium and Giardia Monitoring 2017-2018, UCMR4 Testing 2021

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2.3.14 Indiana Preferences – Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. Respondent must clearly indicate which preference(s) they intend to claim. **Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Approval will be system generated and sent to the point of contact email address provided within the Bidder Registration profile. This is to be attached as a screen shot (copied /pasted) for response evaluation.

Buy Indiana

Refer to Section 2.7 for additional information.

Indicate which preference(s), if any, Respondent intends to claim.

We are not claiming any preference

2.3.15 Payment – Not applicable