

## **Workforce Health Promotion Proposal**

### **COVID-19 TESTING AND TELEMEDICINE SYSTEM PACKAGE**

**For:** First Responders and Essential Businesses

**Presented by:** CereCare Clinical Services, LLC & Specialty Diagnostics Inc Labs

#### **Introduction**

**CereCare Clinical Services, LLC (“CCS”)** in partnership with **Specialty Diagnostics Inc Labs (“SDI Labs”)** located at 12634 Hoover St., Garden Grove, CA 92840. SDI Labs has developed an end to end solution to provide critical **COVID-19** test kits and related testing services to address critical needs for state employees and private businesses to ensure the health of their employees and the population at large during the COVID-19 pandemic.

SDI Labs is a high complexity molecular diagnostics lab that is CLIA certified and CAP approved facility. SDI Labs’ profile is uniquely positioned to address Corona Virus testing to scale based on its experience in developing pathogen testing for various infectious diseases. SDI Labs provides sensitive and specific detection of the SARS COV-2 virus with rapid 24-to-48-hour turnaround time. SDI Labs has highly experienced scientific leadership led by Chief Medical Director, Dr. Sajo Beqaj, clinical lab scientists, certified medical technicians and laboratory automation tools to address COVID-19 emergency response for testing services.

SDI Labs performs testing with FDA EUA approved lab developed tests on automated RNA extraction and Rt-PCR platforms that are complimented by bioinformatics. Validated protocols and FDA EUA processes comply with federal, state and private insurance contracts, such as Medicare, MediCal, Anthem, Blue Cross of CA, Blue Shield of CA, and Humana as well as with ational level employer health plans and with independent physicians association (IPA) contracts. SDI Labs is credentialed with almost 25 IPAs in California.

#### **Overview**

##### **Coronavirus (COVID-19) Collection Kit**

CCS’s laboratory partner, SDI Labs, in Garden Grove, California <http://sdilabsinc.com> is performing **COVID-19** testing protocols that fully comply with FDA's Emergency Use Authorization (EUA) for **COVID-19** testing. The **COVID-19** test will be shipped to customers with everything needed to safely collect a sample and ship that sample to SDI Labs. Samples will be shipped to the lab with overnight delivery. Secure digital results will be available online within 48 hours of the lab receiving the sample, and telehealth consultations with an independent, board-certified physician will be available for those with positive results.

## Availability, Pricing and How It Works

The **COVID-19** test itself is now available for first responders and essential business employees. Based on the corona virus asymptomatic nature and incubation period and patient profile of age, symptoms and underlying medical condition, the automated testing ordering system will suggest to the clinician appropriate reflex tests and the necessity for any subsequent COVID-19 tests based on the CDC guidelines.

The SDI Labs’ testing protocol includes:

- Overnight sample delivery (a shipping label is included).
- Infectious disease specimen collection kit and shipping materials to safely ship the sample, using guidelines set by the CDC and the recommendations provided by the United Nations Committee of Experts on the Transport of Dangerous Goods.
- Private, secure digital results provided to all users within 24-to 48 hrs from the time sample is received at SDI Labs.
- Individuals with positive results will be offered a telehealth consult with an independent board-certified physician from MeMD Telehealth.
- Positive results will be communicated to all mandated federal and state reporting agencies.

Service Bundle Options	Pricing
<p><b>Option 1 - Test Only</b></p> <p>Includes: <b>COVID-19</b> Test Kit and test with testing performed within 72 hours of receipt of specimen.</p>	<p>5,000 tests @ \$165.00 per test ;</p> <p>Total Fee - 5,000 tests: - \$825,000</p> <p><b>Payment due in full at time of order</b></p>
<p><b>Option 2 – Test with 90 day Telemedicine coverage</b></p> <p>Includes: <b>COVID-19</b> Test Kit and test with testing performed within 72 hours of receipt of specimen. Telemedicine calls for population for 90 days</p>	<p>5,000 tests @ \$185.00 per test with 90 days unlimited telemedicine visits</p> <p>Total Fee – 5,000 tests (w/telemedicine) - \$925,000</p> <p><b>Payment due in full at time of order</b></p>
<p><b>Option 3 – Includes “Reflex” co-infection testing with #1 &amp; #2 for all positive results.</b> This allows SDI Labs to rapidly diagnose any secondary infections and recommend appropriate medication (antibiotic, antifungal, etc). We believe this option will save employers significant dollars reducing unnecessary ER visits and associated costs.</p>	<p>\$250.00 per test to be billed weekly based on Reflex tests performed the previous week. Rx drop ship option being finalized now or telemedicine physician can order and patient can pick up at local pharmacy.</p>

## Summary – Next Steps

Upon receipt of employee census (please include: name, age, gender, address, email address and phone number) and payment, we will begin shipping test kits within 72 hours of receipt of payment.

Given the urgency and supply limitations, please complete the accompanying letter of engagement and return it as soon as possible, effectively securing test kits for your group. Upon receipt of the executed service agreement and payment, we will assign an account manager to work with you throughout the entire process.

If you have any questions, please contact us at [info@CereCareClinicalServices.com](mailto:info@CereCareClinicalServices.com).

Sincerely yours,

**CereCare Clinical Services, LLC & SDI Labs**

## Respiratory Infectious Disease Test Kit



- (1) 6x9 Biohazard Bag
- (1) 90ml Sterile Urine Cup
- (2) Swab, Flock Flocked Swab Mini-Tip with Polystyrene Handle (CE, FDA)
- (1) Infectious Disease Microbe 5mL vial with 1mL Lysis Buffer
- (1) Diagnostics Requisition, 2-sided, Color Req form
- (1) Collection Instruction Form, 1-sided, Color
- (1) Matching bar code strips

100,000 Kits Created Weekly

Protects Everyone Involved with  
Handling Shipping and Processing

**Letter of Engagement**

I \_\_\_\_\_ represent \_\_\_\_\_ and have the authority to confirm our intent to proceed with implementing the **COVID-19** test.

- We wish to engage the test alone (Option 1).
- We wish to engage the test and Telemedicine (Option 2).
- We wish to include reflex testing and targeted medication recommendation (Option 3)

Company:
<p><b>Primary Contact</b></p> <p>Name:</p> <p>Phone:</p> <p>Address:</p> <p>Zip Code:</p> <p>E-mail:</p>
Number of Employees/Participants and total tests:
Broker/Consultant:
Launch Date Goal:

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

If you have questions about your order please contact us at [info@CereCareClinicalServices.com](mailto:info@CereCareClinicalServices.com).