

August 31, 2021

Stephanie Nelson  
Sr. Account Manager  
Indiana Department of Administration  
Procurement Division  
402 W. Washington St. Room W468  
Indianapolis, IN 46204

Request for Proposal 21-67284 – Laboratory Analytical Services for Environmental Samples

Dear Ms. Nelson,

Eurofins NDSC Environment Testing America, Inc. (Eurofins), contracting body for Eurofins TestAmerica is please to respond to the State of Indiana's Request for Proposal 21-67284 for consideration as a provider of analytical services to the Indiana Department of Environmental Management and Office of Land Quality. Eurofins has carefully reviewed the RFP and provides the following proposal for your consideration.

*Statement of Agreement*

Eurofins understands the general information presented in Section 1 and agrees to the requirements and conditions listed in that section.

*Summary of Ability and Desire to Perform Services*

Eurofins is equipped, staffed and willing to perform the requested products and/or services subject to the terms and conditions set forth in the RFP, including, but not limited to, the state's mandatory contract clauses indicated in RFP 21-67284, with the inclusion of our contract comments and proposed changes. Eurofins has been providing these services under contract with IDEM for over 20 years.

Eurofins is submitting a bid to perform analyses on SW-846 Protocol, Drinking Water Protocol, Indoor Air and Ambient Air Protocol, Special Analytical Services (SAS) and Additional Services. Eurofins has the capacity to perform testing on the volume of samples indicated in the Task descriptions. Documentation of Eurofins ability to perform the work required is provided in the description of the laboratory capabilities, presented in the accompanying business and technical proposals, and is included herein by reference.

Normal business hours are Monday through Friday 8:00 am to 5:00 pm (EST); however, extended hours can be arranged with 24 hours advance notice.

*Signature of Authorized Representative*

Corporate resolution for signature authority is provided in the Business Proposal as Appendix 5.

*Respondent Notification*

Donna Campbell is designated as the primary contact for IDEM concerning the Proposal submittal. Ms. Campbell can be contacted via phone at 217-519-2114 or email [donna.campbell@eurofinset.com](mailto:donna.campbell@eurofinset.com). The email address listed above for Donna Campbell can be used for all correspondence and notifications from

the Procurement Division. Project Manager Robin Kintz will serve as a secondary contact and can be reached at 708-534-5200 ext. 157 or email [robin.kintz@eurofinset.com](mailto:robin.kintz@eurofinset.com).

Eurofins understands their obligation to notify the Procurement Division of any changes in any address that may occur since the origination of this solicitation. Detailed information regarding Eurofins ability to successfully fulfill the proposed contract is included in the business and technical proposals.

Eurofins looks forward to the prospect that this response to RFP 21-67284 will result in a contract to provide the Indiana Department of Environmental Management with the services specified.

Sincerely,



Michael J. Healy  
Laboratory Director