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**MAWD Pathology Group, PA**

9705 Lenexa Drive  
Lenexa, KS 66215  
[www.mawdpathology.com](http://www.mawdpathology.com)

**Pafford Health Systems, Inc.**

3509 West 16<sup>th</sup> Street  
Hope, AR 71801  
[www.paffordems.com](http://www.paffordems.com)



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## **INTRODUCTION TO MAWD PATHOLOGY GROUP**

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MAWD Pathology Group was established in 1969 and over the past 51 years has provided professional pathology and reference lab services to over 50% of hospitals and physician practices in Kansas City and the surrounding region. MAWD is a physician owned organization committed to taking excellent care of patients. Everything in MAWD's organization – the focus on excellence in service, the accountability demanded of the staff, the collegial work environment, the insistence on ethical business, the services offered - is shaped by an underlying commitment to excellence for patients.

As the premiere independent provider of pathology and laboratory services in the region, MAWD started testing for COVID in March 2020 to support partner facilities. MAWD has never had turnaround times to regional clients of greater than 24-48 hours with over 95% of cases being reported in less than 24 hours. MAWD has maintained critical service levels while scaling lab capacity using a diversified platform strategy to up to 15,000 samples per day without pooling, and up to 60,000 per day with pooling. MAWD employs over 220 team members throughout Kansas, Missouri and Oklahoma and includes a courier network that ties the operation together.

MAWD's headquarters and COVID lab are located in different buildings, both just off interstate I-35 in Lenexa, Kansas.



## **INTRODUCTION TO PAFFORD HEALTH SYSTEMS**

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Pafford Health Systems, Inc. was established in 1967, and over the past 53 years has provided emergency and mobile health service to communities and healthcare facilities throughout the region with a strong emphasis on clinical excellence, hometown values, respect, and integrity. Since our inception we have been working with community leaders, as well as state and national agencies to improve the mobile medical services provided to the residents of the areas we proudly serve.

Pafford has established itself as an industry leader in the field of emergency, disaster, and mobile health services both regionally and nationally, with operations utilizing over 150 ground ambulances, three aeromedical helicopters, three medically configured airplanes, a fleet of support vehicles, and a team of highly skilled clinical providers.

We employ more than 1,200 team members, many of whom deliver front-line patient care onboard our ambulances and aircrafts, with approximately 650 of the personnel being licensed practitioners (*MA, EMT, AEMT, EMT-I, Paramedic, Respiratory Therapists, RN, NP, MD and DO*).

**MAWD AND PAFFORD MANAGEMENT TEAMS**

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MAWD and Pafford corporate leadership understands the people running the everyday 9-1-1 calls throughout our region of operation must be supported by experienced and skilled leaders and managers who understand the patients transport needs. This company support system has been designed to offer transition teams and local management who will support the service area's caregivers and their actions, comprehensive oversight, counseling, and training in addition to providing the most modern and technologically sound ambulances and equipment.

Pafford Health Systems, Inc. is recognized by the American Ambulance Association for providing high quality, efficient and cost-effective emergency medical services in difficult to serve rural and frontier locations, and as the industry's leader for helping patients maximize any and all third-party payors' ambulance fee reimbursements in order to minimize any out-of-pocket fees from patients and/or their families. The company has been awarded the 2017 EMS Service of the Year by the AAA.

MAWD and Pafford require that company leadership maintain a sharp focus on service excellence and foster a culture driven in equal measure by compassion and a steadfast dedication to community health. Our teams pride themselves on their transparency, clear communication, and dedication to addressing concerns in real time with lasting and positive results. These empowered leaders operate within a culture that advocates on behalf of patients, proudly supports our communities and partners, and respects local/state rules and regulations.

MAWD and Pafford have thrived and evolved during the past 50+ years providing services in healthcare. Both companies rely on leadership teams with years of experience and expertise for facilitating financially sound, clinically excellent and operationally efficient healthcare operations. Pafford serves as an industry example for privately owned rural ambulance services. MAWD's President & CEO, Samuel Caughron, MD, serves as Chair for the Association for Molecular Pathology's Economic Affairs Committee advocating for economic issues related to molecular testing, as well as a member of AMP's Board of Directors. He also serves on the regional and national Carrier Advisory Committee's for CMS and has served on numerous committees for the College of American Pathologists (CAP), including on the CAP's Board of Governors. Pafford's President & CEO, Jamie Pafford-Gresham, serves as chairperson for the American Ambulance Association's most influential national committee on governmental affairs where she advocates and rallies for EMS and ambulance needs in rural, frontier, and urban America. She has also served as the Arkansas Governor's appointed Chairperson for the Arkansas Rural Economic Development Committee.

Both MAWD and Pafford are continually updating their human resources management practices to ensure they are keeping up with national best-practice standards. They both maximize third party reimbursements for services while minimizing patients' out-of-pocket expenses through a comprehensive billing and collections operation.

MAWD and Pafford employ IT specialists who ensure the highest level of sophistication in terms of healthcare communications for centralized communications and emergency operations, as well as lab specimen tracking and reporting.

## **PROPOSAL FOR ECONOMIC HEALTH TESTING**

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This partnership proposal has been prepared by MAWD Pathology Group, PA and Pafford Health Systems, Inc. and is being presented before The State of Kansas and its counties, with whom we would like to collaborate in the mission of bringing healthcare resources and solutions as they relate to workplace, commercial, and industrial testing for SAR-CoV-2 (collectively **Economic Health Testing**). This proposal is limited in scope to the geography in The State of Kansas that includes the counties of Leavenworth, Wyandotte, Johnson and Miami.

**The overall goal of the proposal within the defined area is a solution for employers and businesses that allows them to resume economic activity with the security of knowing how to react when confronted with a potential employee or workplace COVID exposure, and limiting their financial risk in pursuing appropriate testing to identify and act on the identification of SARS-CoV-2 within employees.** The proposal has the added benefit of providing real time data on the rate of COVID infections within the general workforce in the defined area, as well as trends in infection rate over time and geography. In addition, all testing will be reported to the Kansas Department of Health and Environment (KDHE) as required under existing regulations, thereby enriching the state's data on COVID infections.

## **SERVICES DELIVERED**

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MAWD is the state's premiere clinical lab for COVID testing with an unmatched record of delivering timely results for the region throughout the pandemic. Pafford's expertise is in the delivery of exceptional operational healthcare solutions. Both organizations believe that a cooperative effort between the organizations and the State of Kansas will enhance the communities served. MAWD and Pafford propose to provide a turnkey healthcare operation for COVID testing in support of the State's economic recovery and facilitate recommended monthly testing at 15% of every employer's workforce in a defined geographic area or 3 employees, whichever is greater. The proposal also establishes resources to assist employers in dealing with COVID. Any excess testing not used would be made available to employers for additional testing of workers, or at the discretion of KDHE could be allocated to public health testing needs.

To achieve the proposal's goals, MAWD and Pafford commit the following resources to The State of Kansas or its counties, and employers and business partners:

### **24/7 Business COVID Testing Access Hotline**

- Pafford's 24/7 Call Center will act as a centralized customer service center for employers and business leaders seeking COVID19 testing;
- The COVID Testing Access Hotline will provide:
  - Single contact point for employers and business leaders for asymptomatic COVID economic health testing needs,
  - Triage of symptomatic patients to public health resources,
  - Direction and facilitation for testing performed as part of this proposal, and
  - Referral as appropriate County resources for requisite Contact Tracing
- The COVID Testing Access Hotline will facilitate identification of appropriate individuals within a business who would benefit from testing following potential exposure to a COVID index patient, as well as the collection and transport of samples to the lab for timely, high-quality PCR based testing. Test results will be provided back to decision makers and the individuals tested using modern electronic lab communications means.

## **MAWD PATHOLOGY GROUP, PA & PAFFORD HEALTH SYSTEMS, INC.**

### **SARS-CoV-2 Business COVID Testing Access Centers**

- MAWD Pathology and Pafford Health Systems' will establish four (4) locations to serve as collection sites for individuals who cannot or do not want to have samples collected at their employer.
- Sample Collection Centers will be geographically located for convenient access by all employees in the region
- Sample Collection Centers will operate a minimum of 5 days a week during regular business hours, with expansion of hours and into Saturday as needed to meet demand.
- Collection Centers will be staffed with full-time personnel qualified to collect and organize samples for transport to the Lab
- MAWD and Pafford will supply all testing equipment and PPE necessary to conduct safe and sanitary clinical services onsite.

### **SARS-CoV-2 RT-PCR Testing**

- MAWD will dedicate 50,000 SARS-CoV-2 RT-PCR tests per month (200,000 total tests during a 4 month period) for economic health testing for The State of Kansas.
- MAWD will provide timely results for testing on samples received. More specifically, results will be available within 24 hours for more than 80% of samples, within 48 hours for 95% of samples, and within 72 hours for 100% of samples. Any samples not reported within 72 hours will not be counted as having been performed for purposes of the proposal.
- MAWD will provide convenient drop sites for employers and employees to return specimens for testing
- MAWD will provide courier services necessary for the rapid turnaround of specimens at drop sites or at Collection Centers throughout this partnership. Couriers are equipped with supplies and equipment necessary to maintain specimen integrity.
- MAWD maintains an active, unrestricted, supply chain for materials and reagents necessary to perform COVID-19 testing and specimen collection. The supply chain for such material exceeds quantities necessary to fill this contract. MAWD has existing relationships with other reference labs both in the region and outside the region who can provide additional test capacity if needed.
- MAWD operates a CLIA Accredited Lab and maintains a full-time, licensed, and credentialed Laboratory Director and laboratory specialists.
- At its discretion, MAWD may expand testing of samples to include Influenza A and/or Influenza B at no additional cost.

## **OPERATIONS**

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Pafford Health Systems, Inc. and MAWD Pathology Group, PA maintain all necessary licenses, permits, certificates and other government approvals required by local, regional, state, and federal regulations.

Both Pafford and MAWD accept Medicare and Medicaid assignment and follow billing guidelines outlined by federal payors. Pafford has an immense amount of knowledge and experience in terms of ambulance transport billing, submitting over 150,000 claims annually. As a long established physician practice, MAWD has deep knowledge and experience with laboratory testing.

# MAWD PATHOLOGY GROUP, PA & PAFFORD HEALTH SYSTEMS, INC.

## COMMUNICATIONS & COORDINATION

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As part of this partnership between MAWD, Pafford and The State of Kansas, Pafford will provide full integration with its existing communications center by providing the State with access to a 24/7 Business COVID Access Testing Hotline within the Pafford's Public Safety Answering Point (PSAP). Pafford employed telecommunication specialists, working 12hr shifts, will provide dedicated scripted guidance for all COVID testing matters and public health referrals for employers throughout the geography.

Further, Pafford will provide a dedicated management professional to assist in the day-to-day operations at designated Test Access Centers. This manager will prove to be an integral part of the operations and testing team by coordinating both incoming and outgoing tests and providing guidance and assistance to allied agencies and the State on matters of mobile healthcare testing and screening concerns.

## REPORTING & QUALITY ASSURANCE

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In an effort to ensure the highest expectations are consistently met, Pafford and MAWD will provide the State of Kansas and designated agencies, with reports, activity logs and other documents deemed necessary to fulfill the terms of this contract every 24hrs Mon thru Fri, or at a frequency deemed acceptable. Furthermore, Pafford's management team will meet weekly as the system matures to assess operational efficiency and quality improvement measures. As this contract relates to sustainment of business operations through the state, Pafford will ensure full transparency with business and community stakeholders.

## COSTS

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### Call Center and Collection Centers:

Service	Description	Cost
24/7 Business COVID Testing Access Hotline	Staff: Eight (8) Telecommunicators Clinical Staff: One (1) Registered Nurse <i>(Equipment &amp; Software inclusive)</i>	\$1,500,000.00
Four (4) Business COVID Testing Access Centers	Establishment and operation of four (4) centers in convenient geographic locations for 4 months to provide sample collection in support of economic health test needs. Staff: Four (4) Clinical per site <i>(Equipment &amp; PPE inclusive)</i>	\$400,000.00

### Laboratory Costs:

Service	Description	Cost
Pre-purchase 200,000 tests	Highly sensitive and accurate RT-PCR testing in a CLIA Accredited high-complexity clinical lab Sample collection kits provided.	\$19,000,000.00

**CLOSING**

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Having the right resources available during the current pandemic crisis, including high-quality testing and support personnel, only stands to enhance economic stability within every community served. An effective, reliable and trusted resource for comprehensive asymptomatic workforce COVID testing will give decision makers critical information needed to understand disease prevalence within an economically critical subgroup and the security to move forward with resuming normal operations safely in the state of Kansas. This cooperative effort we will cultivate an environment that emphasizes excellence in operations, service delivery and a private-public partnership for our regional economy and can serve as a model for other states looking to stabilize their economic recovery. Partnering with MAWD Pathology and Pafford Health Systems ensures the businesses and economic leaders in Kansas receive the absolute best support for their workers and their families.