



## *Red Cliff Band of Lake Superior Chippewa Indians*

88455 Pike Road. Hwy 13

Bayfield, WI 54814

Phone: (715) 779-3700 Fax: (715) 779-3704

Email: [redcliff@redcliff-nsn.gov](mailto:redcliff@redcliff-nsn.gov)

## **Request for Proposal (RFP)**

The Red Cliff Band of Lake Superior Chippewa's Health Center Laboratory is seeking proposals from qualified vendors for the implementation, support, and maintenance of a Laboratory Information System (LIS). The Red Cliff Tribal Council has the right to reject any and all bids.

### **Description:**

The Red Cliff Band of Lake Superior Chippewa's Health Center Laboratory is seeking proposals from qualified vendors for the implementation, support, and maintenance of a Laboratory Information System (LIS) capable of supporting laboratory operations, instrument integration, electronic order entry import, results reporting, billing support, quality management, and regulatory compliance. The selected vendor will provide software, implementation services, interfaces, training, and ongoing support.

### **Terms:**

#### **1. Project Objectives. The LIS must:**

- Import laboratory orders electronically from Greenway EHR.
- Export finalized results electronically to Greenway EHR.
- Support multiple bidirectional analyzer interfaces.
- Improve workflow efficiency and reduce manual data entry.
- Meet CLIA, HIPAA, and applicable state requirements.
- Support future growth and expansion.
- Provide audit trails and quality management tools.

#### **2. Laboratory Profile. Vendor should assume:**

##### **Current and (Proposed) Testing Menu**

- Hematology
  - CBC with Automated Differential
  - ESR
- Chemistry
  - CMP
  - BMP
  - Lipid Panel
  - HbA1c
  - Microalbumin
  - Uric Acid (proposed)



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- Phosphorus (proposed)
- Magnesium (proposed)
- CRP (proposed)
- Iron & TIBC (proposed)
- Immunoassay
  - TSH (proposed)
  - FT4 (proposed)
  - FT3 (proposed)
  - Ferritin (proposed)
  - PSA (proposed)
  - 25-OH Vitamin D (proposed)
  - Vitamin B12 (proposed)
  - Folate (proposed)
  - HCV w/Reflex (proposed)
  - PTH Intact (proposed)
- Waived Tests
  - Abbott ID Now: COVID-19, Influenza A & B, RSV, Strep A
  - Urine Drug Screen
  - FOBT
  - Whole Blood Glucose
  - HIV 1/2 Ab
  - PT/INR
  - Urine hCG
  - Urinalysis
  - Wet Prep & KOH

### **Estimated Volume**

- Daily specimens: 5-20 (current), 20-40 (proposed)
- Annual tests: 5,000-10,000 (current), 20,000-50,000 (proposed)
- Providers served: 5

### **Days/Times Operational**

- Mon-Fri, 8:00am-4:00pm

### **3. Required Interface Capabilities: Greenway EHR Interface**

Vendor shall provide a complete interface solution with:

- **Order Import**  
The LIS must:
  - Receive electronic orders from Greenway.
  - Support HL7 messaging



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- Receive:
  - Patient demographics
  - Insurance information
  - Ordering provider
  - Test orders
  - Diagnosis codes
- **Results Export**  
The LIS must:
  - Transmit finalized laboratory results to Greenway.
- Support:
  - Structured discrete results
  - Corrected reports
  - Reference ranges
  - Flags
  - PDF attachments
- **Interface Requirements**  
Vendor shall describe:
  - Existing Greenway clients
  - Interface engine used
  - Validation methodology
  - Support responsibilities

#### **4. Instrument Interfaces: Multiple unidirectional and bidirectional interfaces.**

Vendor shall provide pricing for each analyzer interface.

- **Current/Planned Instruments**
  - Sysmex XN-430
  - Abaxis Piccolo Xpress (current, to be replaced by integrated system)
  - Alere Afinion AS 100 (current, to be replaced by integrated system)
  - Vitros 5600 or other Chem/IA integrated analyzer (proposed)
  - Siemens Status+
  - Abbott ID NOW™
- **Requirements**  
The LIS shall:
  - Support ASTM and HL7 communications.
  - Support true bidirectional communication.
  - Download orders to analyzers.
  - Receive results automatically.
  - Manage reflex testing.

Vendor shall identify:



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- Existing validated interfaces
- Additional interface costs
- Annual support fees

### **5. Core LIS Functional Requirements**

- **Accessioning**
  - Barcode generation
  - Specimen tracking
  - Chain of custody
  - Recollection management
- **Result Entry**
  - Manual result entry
  - Instrument result entry
  - Delta checks
  - Critical values
  - Result comments
- **Auto Verification**
  - Rule-based auto release
  - Delta check rules
  - QC-based release restrictions
- **Reporting**
  - Patient reports
  - Provider reports
  - Cumulative reports
  - PDF output
  - Electronic delivery

### **6. Quality Management**

The LIS should support:

- Quality control management
- Levy-Jennings charts
- Westgard rules
- Proficiency testing, namely API Data Direct functionality
- Corrective action documentation

### **7. Regulatory Compliance**

The system shall support:



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- CLIA compliance
- HIPAA compliance
- Audit trails
- Electronic signatures
- Data retention policies

Vendor shall describe:

- Security architecture
- User access controls
- Audit logging capabilities

### **8. Billing Support**

The LIS should support:

- CPT coding
- ICD-10 validation
- Medical necessity checking
- Billing exports
- Third-party billing interfaces

### **9. Data Migration**

Vendor shall describe:

- Historical result migration
- Patient demographic migration
- Test catalog migration
- Validation process

### **10. Implementation Services**

Vendor shall provide:

- Project management
- Interface implementation
- Validation assistance
- User training
- Go-live support

Please provide:

- Implementation timeline
- Resource requirements
- Customer responsibilities



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### **11. Hosting Requirements**

Indicate whether solution is:

- Cloud-hosted (preferred)
- Hybrid
- On premises

For cloud solutions, describe:

- Data center certifications
- Backup procedures
- Disaster recovery
- Uptime guarantees

### **12. Vendor Qualifications. Please provide:**

- Company history
- Number of laboratory clients
- Number of Greenway interfaces currently supported
- References from laboratories of similar size
- Financial stability information

### **13. Pricing Proposal**

Provide separate pricing for:

#### **Software**

- LIS license/subscription
- User licenses

#### **Interfaces**

- Greenway inbound orders
- Greenway outbound results
- Analyzer interfaces (each)

#### **Services**

- Implementation
- Training
- Validation support
- Data migration

#### **Ongoing Costs**

- Annual maintenance
- Interface support
- Hosting fees

### **14. Service Level Requirements**



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Vendor shall provide:

- Help desk hours
- Emergency support availability
- Escalation procedures
- Guaranteed response times

### **15. Requested Vendor Response**

Vendor shall provide:

1. Executive summary
2. Detailed compliance matrix
3. Technical architecture
4. Interface specifications
5. Implementation plan
6. Training plan
7. Pricing proposal
8. Client references

### **Recommended Additional Requirement**

"Describe your experience interfacing with Greenway Health. Provide the number of active Greenway interfaces currently supported and three customer references using Greenway bidirectionally for laboratory ordering and resulting."

**Bids must be received by July 1, 2026, no later than 4:30 P.M.**

### **Email Proposal to:**

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