Thank you Chairman Lipps, Vice Chair Manning, Ranking Member Boyd and committee members for allowing me the opportunity to speak to you today on House Bill 433. My name is Troy Evans. I have been a resident of the great state of Ohio for many years. I attended the University of Cincinnati on a football scholarship, graduated with a finance degree and went on to a 10-year NFL career, playing in two Super Bowls and being a Captain of the World Champion New Orleans Saints in Super Bowl 44. After my playing days ended my wife, who is also a University of Cincinnati graduate and I moved our family back to Ohio. I started a bus business employing over 35 people in West Chester, Ohio. During that same time, I started Medkinect/Orthokinect a medical marketing and supply company. In 2017 I was awarded the 40 under 40 award in Cincinnati being recognized as a top business man in the metro area under the age of 40. I am currently the President of Medkinect/Orthokinetic, and we now employ or contract with over 25 Ohioans in that business. In 2014, myself and two business partners started ILDP, a toxicology and molecular pathology laboratory. We currently have two locations. One in Nashville, TN and one in Mason, Ohio employing over 50 people in the state of Ohio.

I stand in front of you today as a strong proponent of this bill. We are a great example of an Ohio business who needs this legislation. Although we have a laboratory in the state of Ohio and our corporate offices are in Mason, Ohio, we have continuously been denied participation in Caresource of Ohio as well as several of the state MCO’s, including Paramount and Buckeye since our inception in 2014. Our lab continues to offer molecular pathology and drug testing services to over 30 healthcare clinics in the state of Ohio even after being forced, due to participation denials and thus loss of reimbursement, to drop at least 10 Ohio clinics in the last year. We have to continually turn away requests from Ohio providers whom wish to use our services, due to the refusal of the insurers mentioned to allow us in their network.

It confounds me how entities such as Caresource, Buckeye or Paramount, whose insured population statistically is made up of those most at risk for Substance use disorder, will not allow an Ohio business the ability to provide an essential drug testing service to our state’s populace, while forcing health care providers to send samples to national labs outside of the state. How invested or passionate are those labs in the fight against Opioids in our state? We are an Ohio business who has a division dedicated to assisting in the fight against this epidemic which has swept across our state. The MCO’s pontificate about cost saving, when in reality they predetermine the rates they pay per test, as well as the rules for lab testing. Other than being told the panel is closed at this time or check back in 6 months each of the numerous times we have attempted to contract with Caresource, we receive no explanation why we are denied.

Ensuring cell phone access to our scientists 24/7, our lab allows providers unfettered personal service in real time to treat at risk patients appropriately. Whether calling to determine what pathogen a patient may have or to discuss a drug test finding, providers are able to speak with someone at the lab capable of answering scientific questions at the time the patient is in their office. The number one complaint we hear from providers using other mandated labs is not being able to speak with a live person at the time the patient is in the office. Our turnaround time is within 48 hours from the time we receive the specimen or sample, which is above industry standard. We are also both a COLA and CLIA certified laboratory.

This bill will allow existing businesses such as ours to grow and increase tax revenue in our state. It will enable us to employee more Ohio citizens, and it will enable us to stay on the front lines of the opioid epidemic. Mr. Chairman, thank you for the opportunity to testify on House Bill 433. I will be glad to take any questions.

Side note:

We also presented a self-funded study to Caresource Ohio for high risk patients and a specific test we offered in the past. We understand the costs and burdens on tax payers, patients, providers, and insurers every time a patient overdoses or abuses opioids and wanted Caresource and other MCO’s to be armed with real data in Ohio to make informed decisions on services provided to their patient population. This request was denied.