



Agenda Report Form

Open Session Item

SUBJECT: Contract Award (PUR-1612) Physical Examination Services

PRESENTATION DATE: June 13, 2023

PRESENTATION BY: Brandi Naugle, CPPB, Buyer, Purchasing Department; Tracy McCammon, Risk Management Coordinator

RECOMMENDED MOTION: Move to award the contract for physical examination services and various services to be performed on employees and candidates for County employment vacancies and for Washington County Volunteer Fire & Rescue Association of Maryland, Inc. (WCVFRA) personnel, to the responsive, responsible sole proposer, Health@Work of Hagerstown, MD (incumbent) for its total sum proposal dated May 5, 2023, of \$417,157.40 per year based upon estimated quantities (no guaranteed min/max) at per its unit prices for the indicated services.

REPORT-IN-BRIEF: The Invitation to Bid (ITB) was advertised in the local newspaper, on the County's website, and on the State's "eMaryland Marketplace" (eMMA) website. Nineteen (19) firms/individuals downloaded the bid document from the County website, one (1) firm was represented at the pre-proposal conference and one (1) bid was received. The sole proposal was received on May 10, 2023, from the incumbent medical firm. The County reserves the right to accept or reject any request for renewal by the Bidder and any increase in costs.

The recommended firm shall provide physical examination services and various other services to be performed on employees and candidates for County employment vacancies and WCVFRA personnel. This contract is for a one (1) year period tentatively commencing July 1, 2023, with an option to renew for up to four (4) additional one-year periods.

DISCUSSION: N/A

FISCAL IMPACT: For these services (Medical Fees) in FY'24, the Health and Human Services Department has budgeted \$116,450; Sheriff's Department-Detention has budgeted \$8,760; and the County has budgeted a portion of the required costs associated with the WCVFRA personnel at \$115,000. Utilization may be less than the recommended award amount; payment will be made at the unit costs for only the actual services rendered.

CONCURRENCES: Deputy County Attorney/Interim Director of Human Resources

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

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Physical Examination Services

Health@Work Hagerstown, MD

SECTION I: <u>TESTS FOR WASHINGTON COUNTY EMPLOYEES</u>				
Item No.	Unit Item Description	Estimated Annual Qty./ Each	Unit Price	Total Price
1a	Pre-Placement Physical	85	\$80.00	\$6,800.00
1b	Pre-Placement Physical Testing	85	\$80.00	\$6,800.00
2	Pre-Placement Physical (Including CDL requirements)	45	\$80.00	\$3,600.00
3	Pre-Placement Physical (Sheriff uniformed officers)	25	\$80.00	\$2,000.00
4	Pre-Placement Physical Fitness Screening (Sheriff uniformed officers)	25	\$90.00	\$2,250.00
5	Pre-Placement Annual Physical (Firefighter/Paramedic)	25	\$80.00	\$2,000.00
6a	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) CBC	50	\$20.00	\$1,000.00
6b	Pre-Placement Annual Lab Testing (Firefighter/Paramedic) CMP	50	\$23.00	\$1,150.00
6c	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) Lipid Panel	50	\$30.00	\$1,500.00
6d	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) Urinalysis	50	\$11.00	\$550.00
6e	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) PSA (Males over 40)	30	\$37.00	\$1,110.00
6f	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) Chest X-ray	55	\$50.00	\$2,750.00
6g	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) HIV 1 & 2 Antibody/HIV-1 Antigen	55	\$90.83	\$4,995.65
6h	Pre-Placement/Annual Lab Testing (Firefighter/Paramedic) TB Gold	25	\$80.00	\$2,000.00
7	Drug and Alcohol Testing for CDL Holders and Safety Sensitive Positions	84	\$70.00	\$5,880.00
8	DOT Pre-Employment Drug Test	45	\$40.00	\$1,800.00

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Item No.	Unit Item Description	Estimated Annual Qty./ Each	Unit Price	Total Price
9	Non-DOT (Panel 8/Panel 10) Pre-Employment Drug Test	85	\$35.00	\$2,975.00
10	DOT Examinations	175	\$80.00	\$14,000.00
11	Fitness for Duty/Consultation Services	10	\$150.00	\$1,500.00
12	Return to Work Examination	10	\$90.00	\$900.00
13	Return to Work Drug Screen Testing	30	\$45.00	\$1,350.00
14	On the Job Injury - Office Visit	75	\$97.00	\$7,275.00
15a	Hearing Test - Initial Baseline	30	\$25.00	\$750.00
15b	Hearing Test - Annual Check	75	\$25.00	\$1,875.00
16	Respiratory Clearance Exams	25	\$85.00	\$2,125.00
17	Respiratory Annual Evaluation	85	\$15.00 *	\$1,275.00
18	Spirometry Testing	50	\$51.00	\$2,550.00
19	Hepatitis B Shots	20	\$65.00	\$1,300.00
20	Hepatitis A Shots	40	\$90.00	\$3,600.00
21	Hepatitis C Antibody	50	\$53.82	\$2,691.00
22	TB Testing	85	\$16.00	\$1,360.00
23	Flu Shots (Including H1N1 strand)	450	\$32.00	\$14,400.00

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Item No.	Unit Item Description	Estimated Annual Qty./ Each	Unit Price	Total Price
24	Lead Blood Test	15	\$55.00	\$825.00
25	Heavy Metals, Urine Test	60	\$295.00	\$17,700.00
26	EKG (for Firefighter/Paramedic)	75	\$35.00	\$2,625.00
27	Stress Test (Firefighter/Paramedic over age 40)	5	\$250.00	\$1,250.00
28	OSHA Questionnaires (Firefighter/Paramedic providers)	80	\$30.00	\$2,400.00
29	Hepatitis B Surface Antibody	75	\$30.00	\$2,250.00
30	Hepatitis A & B Combination Shots	15	\$135.00	\$2,025.00
31	Tetanus/Diphtheria Shots	5	\$55.00	\$275.00
32	Blood Sugar Finger Stick	15	\$8.00	\$120.00
33	Testing of Split Speciment	5	\$250.00	\$1,250.00
34	Per Member FTA Random Drug & Alcohol Consortium Fee	45	\$4.25	\$191.25
35	Per Member DOT Random Drug & Alcohol Consortium Fee	210	\$4.25	\$892.50
36	Per Member Safety-Sensitive Random Drug & Alcohol Consortium Fee	135	\$4.25	\$573.75
37	Per Member Safety-Sensitive (Sheriff's Office) Random Drug & Alcohol Consortium Fee	275	\$0.50	\$137.50
38	Per Member FAA Random Drug & Alcohol Consortium Fee	10	\$11.25	\$112.50
39	Per Member Safety-Sensitive (Firefighters) Random Drug & Alcohol Consortium Fee	75	\$4.25	\$318.75

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SECTION II: <u>TESTS FOR WASHINGTON COUNTY VOLUNTEER FIRE & RESCUE ASSOCIATION PERSONNEL</u>				
Item No.	Unit Item Description	Estimated Annual Qty./ Each	Unit Price	Total Price
1	Fire and Rescue Physical Level I	125	\$191.50	\$23,937.50
2	Fire and Rescue Physical Level II	400	\$315.55	\$126,220.00
3	Return to Work Examination	15	\$90.00	\$1,350.00
4	Spirometry Test	400	\$51.00	\$20,400.00
5	Hepatitis B Shots	100	\$60.00	\$6,000.00
6	EKG	400	\$35.00	\$14,000.00
7	Stress Test (ALS providers over 40)	5	\$250.00	\$1,250.00
8	OSHA Questionnaires (ALS providers)	400	\$30.00	\$12,000.00
9	Hepatitis B Surface Antibody	200	\$25.00	\$5,000.00
10	Hepatitis C Test	250	\$53.82	\$13,455.00
11	Annual PPD Test	400	\$16.00	\$6,400.00
12	Hepatitis A & B Combination Shots	150	\$135.00	\$20,250.00
13	Tetanus/Diphtheria/Pertussis (tdap)	150	\$55.00	\$8,250.00
14	Fire/Rescue MVA Post-Vehicle Accident Blood Test and Urinalysis	10	\$60.00	\$600.00
15	Fire/Rescue Tracking, Testing, and Monitoring Follow-Up of Blood Borne Pathogen Exposures that may be Initially treated After Hours at a Medical Facility	80	\$225.15	\$18,012.00
16	Fire/Rescue: Review of Outside Physical Exam	65	\$15.00	\$975.00

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TOTAL SUM PROPOSAL (Sections I and II)	\$417,157.40	*
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* *Corrected calculations based on unit pricing*

Remarks / Exceptions:

6f. *Single view

8. *Written Unit Price \$40.00

9. *Panel 8, crossed off

17. *paper review

25. *blood test

31. *Pertusis

Section I - All regulated Drug Testing Consortium are per person monthly rates remaining at current rate \$4.25

Stress Test provided by Robinwood Heart.

B. Health@Work feels an hourly rate quote is not applicable. Health@Work charges based upon services performed. Special projects or extra work would be negotiated on an as needed basis.

Onsite flu clinics - no charge for personnel / time, only vaccine.

No after hours additional fee for drug testing, only cost of testing.