



**BOARD OF COUNTY COMMISSIONERS**

DATE: January 14, 2014  
AGENDA ITEM NO. 18

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature:

**Subject:**

Approval of Ranking of Firms – Medical – Employee Onsite Clinic (Rebid)  
Contract No. 123-0512-P(KF)

**Department:**

Human Resources / Purchasing

**Staff Member Responsible:**

Peggy Rowe / Joe Lauro

**Recommended Action:**

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE AN AGREEMENT WITH THE HIGHEST RANKING FIRM, BAYCARE EMPLOYEE HEALTH CLINICS, LLC (BAYCARE), CLEARWATER, FLORIDA TO PROVIDE SERVICES FOR THE MEDICAL – EMPLOYEE HEALTH CENTER (CLINIC) PROJECT.

**Summary Explanation/Background:**

On September 26, 2013 the Purchasing Department, on behalf of the Human Resources Department, released a Request for Proposal (RFP) with the intent of securing a qualified firm to provide services for an employee health center (clinic). The scope of services of the RFP required potential providers to furnish information based on their ability to provide all types of care typical for this type of employer sponsored facility. These included primary care, limited acute care, management of chronic health conditions and occupational medical services including workers compensation treatment.

An evaluation committee, consisting of two (2) members of the Human Resources Department, two (2) members from County Administrator's department, one (1) County constitutional officer along with two (2) representatives from the Purchasing Department acting as facilitators met on December 4, 2013 to evaluate, score and rank the seven (7) proposals received.

The evaluation committee evaluated the proposals in response to the following criteria:

- Programs and Services (200 points)
- Capability and Resources (350 points)
- Value Added / Best in Class (200 points)
- Fees (250 points)

On December 4, 2013 the firms were evaluated in the following rank order:

1.) BayCare	889.15 points
2.) CareATC, Inc	776.45 points
3.) Marathon Health, Inc	762.50 points
4.) HealthStat, Inc.	739.60 points
5.) WeCare TLC, LLC	688.43 points
6.) InHouse Physicians	671.25 points
7.) CareHere LLC	549.65 points

At the direction of the Board, staff will begin negotiations with the number one ranked firm BayCare in accordance with County procedures. Areas of negotiation will include the specific medical services as stipulated by the County, staffing levels to provide those services, facility build-out requirements, performance and other guarantees and final costs.

A final negotiated contract will be presented to the Board for consideration at a future date.

**Fiscal Impact/Cost/Revenue Summary:**

Operational costs for the health center are intended to replace those of services currently provided by the County group health plan, workers compensation program and other occupational medical services.

Estimated five (5) year projected fees prior to negotiation: \$4,994,456

**Exhibits/Attachments:**

1. Contract Review
2. Evaluation Criteria Tabulation



**PURCHASING DEPARTMENT  
CONTRACT REVIEW TRANSMITTAL**

CATS  
NO.:

42059

**PROJECT: PINELLAS COUNTY EMPLOYEE MEDICAL ONSITE CLINIC**

**BID NUMBER: 123-0245-P (AM)** 123-0512-P **REQ. NUMBER:**

(Rebid)

**TYPE:** ☐ Purchase Contract ☐ Other: ☐ Construction-Less than \$100,000 ☐ One Time

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

**RISK MANAGEMENT:** Please PROVIDE required liability coverage:

PRODUCT ONLY ☐

This is an annual contract. Estimated Expenditure:

HR PLEASE INSERT AMOUNT

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	Purchasing Dept. J. Lauro, Director/C. Mancuso, Asst. Director/ Amelia McFarlane, Sr. PA	4/8/13	Amelia McFarlane		
2.	Requesting Dept. Peggy Rowe/Dave Blasewitz	4/9/13	D. Blasewitz		
3. <i>Chk 4-11</i>	Risk Management Director Attn: Virginia Holscher (Check applicable box at right)	4/16/13	V. Holscher	See ins. Requirements	HIGH RISK NOT HIGH RISK
4.	BCC Finance Attn: Cassandra Williams	4/11/13	CBW		
5.	Asst. County Administrator Carl Harness	N/A	—		
6.	Legal Attn: Michelle Wallace/Carole Sanzeri	4/22/13 4/22/13	CS MW	Comments p 19+20. Agree w/ Amelia re: contract form. See reply to Amelia + Carole	
7.	Asst. County Administrator/Chief of Staff Attn: M. Woodard	4/19/13	MW	Assume detail on clinic location, size, # of annual visitors, etc... is on CD.	

**RETURN ALL DOCUMENTS TO PURCHASING**

Make all inquiries to: Amelia McFarlane, Sr. Procurement Analyst at Extension 43149

Please return your requirements to Purchasing by: - RECOMMENDED: WALK THRU

Revised 08/2010

**TENTATIVE DATES**

Bid Mail Out: N/A  
Bid Opening: N/A  
Pinellas County BCC Approval: 6/18/13



**PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET**

**RFP TITLE: Medical - Employee Onsite Clinic (Rebid)**

**RFP #:123-0512-P(CLM)**

COMPANY NAME	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	TOTAL POINTS	TOTAL AVERAGE	RANK
	<b>Dave Blasewitz</b>	<b>Pam Grabo</b>	<b>Sue Keim</b>	<b>Erin Moore</b>	<b>Cheryl Reed</b>			
BayCare Employee Health Clinics, LLC	891.15	881.15	891.15	891.15	891.15	<b>4445.75</b>	<b>889.15</b>	<b>1</b>
CareATC, Inc	768.95	778.95	778.95	768.95	786.45	<b>3882.25</b>	<b>776.45</b>	<b>2</b>
Marathon Health Inc	762.50	772.50	780.00	762.50	735.00	<b>3812.50</b>	<b>762.50</b>	<b>3</b>
HealthStat, Inc.	742.60	742.60	735.10	742.60	735.10	<b>3698.00</b>	<b>739.60</b>	<b>4</b>
WeCare TLC, LLC	688.93	686.43	716.43	678.93	671.43	<b>3442.15</b>	<b>688.43</b>	<b>5</b>
InHouse Physicians	675.25	675.25	675.25	665.25	665.25	<b>3356.25</b>	<b>671.25</b>	<b>6</b>
CareHere LLC	535.15	562.65	535.15	552.65	562.65	<b>2748.25</b>	<b>549.65</b>	<b>7</b>

Date: December 4, 2013