



## Interoffice Memorandum

February 17, 2020

TO: Mayor Jerry L. Demings  
and the Board of County Commissioners

FROM:  Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Claudia Yabrudy, Assistant Manager, Health Services Department, Fiscal and Operational Support  
(407) 836-6583

SUBJECT: Award of Invitation for Bids Y20-113-AH, Radiological Examination Services for the Orange County Medical Clinic

### ACTION REQUESTED:

Approval to award Invitation for Bids Y20-113-AH, Radiological Examination Services for the Orange County Medical Clinic, to the sole responsive and responsible bidder, OHRI, LLC dba Orlando Health Imaging Centers, in the estimated contract award amount of \$100,000, for a two-year term. Further request authorization for the Procurement Division to renew the contract for three additional one-year terms.

### PROCUREMENT:

This contract will provide radiological, neurological and ultrasound diagnostic tests at the Orange County Medical Clinic.

### FUNDING:

Funding is available in account number 1002-060-2502-3195.

### APPROVALS:

The Health Services Department and the Business Development Division concur with this request.

### REMARKS:

One bid was received in response to this Invitation for Bids (IFB) and was evaluated for responsiveness, responsibility, and price reasonableness. The references were satisfactory and did not cite any areas of concern with the vendor's performance. Award is recommended to the sole responsive and responsible bidder, OHRI, LLC dba Orlando Health Imaging Centers.

The Orange County Medical Clinic requires on-site radiologic services for in-house providers, these include Internal Medicine Residency Clinic and Special Care Volunteer Specialty Providers. Patients are also referred to the Orange County Medical Clinic by the Orange County Secondary Care Providers, as well as the Primary Care Access Network

Award of Invitation for Bids Y20-113-AH, Radiological Examination Services for the Orange County Medical Clinic

(PCAN) and its partnering agencies, such as the Orange Blossom Family Health and Florida Department of Health in Orange County. The x-ray services are also used by Shepherd's Hope, a volunteer agency within the PCAN in the evening hours and various diagnostic center locations are also available for eligible secondary care patients needing MRI, CT and PET scans.

The Orange County Medical Clinic currently spends \$100,000 per year in radiological services. The department's evaluation of the bid submitted by OHRI, LLC dba Orlando Health Imaging Centers determined that the resources proposed by the bidder, as well as the goods and services specified meet the minimum requirements of the IFB. The bid received was reasonable and realistic for this area based on 82% of the Medicare fee schedule's global billing rate. The percent discount off of Medicare Part B Prevailing Allowance is 6.4% that is 93.6% of the Global Fee Schedule. All references contacted provided very favorable recommendations with no areas of concern with the vendor's performance.

To ensure an open and competitive bid process, the IFB was posted on the Orange County website. A query from staff to potential bidders that declined to compete on this project resulting in the following:

- GLC Group – Does not provide the services required by the IFB.
- ATIMS, LLC – Works exclusively within the radiation oncology spectrum, to include testing of radiology machines, this project was not an area they work in.
- Tech Care Xray – Currently provides services at Orange County Corrections and is very interested in bidding; however, they had a turnover in staffing and the individual who handled the bidding process no longer works there. They have been trying to keep up with expiration dates, but missed the deadline for bidding.
- OSCOR, INC. – Does not provide services in this category, they only provide interventional radiology disposable products.
- Gulfcoast Ultrasound Institute, Inc. – Does not provide examination services, but instruction to ultrasound sonographers and physicians.
- Professional Imaging Group – The reimbursement rate was not enough to make it cost effective.

The bid tabulation is as follows:

Bidder	Price
OHRI, LLC dba Orlando Health Imaging Centers	6.4% Discount off of Medicare Part B Prevailing Allowance




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

December 26, 2019

TO: Alina Hernandez Fernandez, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y20-113-AH, Radiological Examination Services for the Orange County Medical Clinic**

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder** is not an Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

