




Interoffice Memorandum

June 12, 2023

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM:  Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II, Procurement Division

CONTACT: John Petrelli, Director, Risk Management Division
407-836-9636

SUBJECT: Selection of Contractor, Request for Proposals, Y23-134-KK, Occupational Medical Services

RECOMMENDATION:

Selection of Adventist Health System/Sunbelt, Inc. dba AdventHealth Centra Care, to provide Occupational Medical Services, Request for Proposals Y23-134-KK.

Request authorization for the Procurement Division to negotiate and execute a contract in the estimated amount of \$3,033,210 for a three-year term. Further request authorization for the Procurement Division to renew the contract for two additional one-year terms.

The proposal was evaluated by the Procurement Committee on May 17, 2023. Commissioner Mirabel Gomez Cordero was assigned to the Procurement Committee.

PURPOSE:

The resulting contract for occupational medical services will provide post-employment physicals and annual physicals for employees.

APPROVALS:

The Risk Management Division and Business Development Division concur with this recommendation.

REMARKS:

One proposal was received in response to this Request for Proposals (RFP). The Procurement Committee evaluated the proposal in accordance with the criteria established in this RFP. Adventist Health System/Sunbelt, Inc. dba AdventHealth Centra Care meets all specifications and other requirements of the RFP. Pricing was determined to be reasonable, as the proposed pricing reflects a 3% increase from the current contract.

To ensure an open and competitive solicitation process, the RFP was posted on the County's e-procurement platform. A query from staff to potential proposers that declined to participate in this procurement resulted in the following:

- Heart of Gold Superior Lab Services: Did not believe they had the resources to perform the scope of services.
- Aya Healthcare, Inc.: Did not submit due to their current workload.
- Quantgene, Inc.: Did not believe the services they offered fit the entirety of the scope of the RFP.
- M&S Global Services, LLC: Their model focuses on mobile, rapid-onsite testing and they did not believe their infrastructure fit the scope of the RFP.
- SPM: Did not agree with the requirements of the RFP.

The Procurement Committee's consensus scores are attached.

Procurement Committee Meeting - May 17, 2023
Y23-134-KK, Occupational Medical Services

CRITERIA	Qual. of Staff	Qual of Firm	Technical Approach	Location	M/WBE	Dislocated Workers (B)	SDV (B)	Fee Proposal	Total Weighted Points
Weighted Value	20	25	10	10	10	5	15	25	120
(B) Indicates Bonus Points (Maximums Bonus Points Above)									
Adventist Health System/Sunbelt, Inc. dba AdventHealth Centra Care	80.00	100.00	50.00	50.00	25.00	0.00	0.00	125.00	430.00



INTEROFFICE MEMORANDUM

April 27, 2023

TO: Kaitlin Kolhoff, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division M/WBE Proposal Evaluation

PROJECT: Y23-134-KK, Occupational Medical Services

APPROVED: *Aheena Ferguson*

Below are the respondents to the subject RFP with their firm's certified Minority/Women Business Enterprise (M/WBE) sub-consultants, Minority Business Enterprise Workforce and Women Business Enterprise goals:

1. Advent Health System/Sunbelt, Inc. dba Advent Health Centra Care
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
None			

Total M/WBE Participation Proposed: 0%
M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 58%
 Total WBE Workforce: 82%
***Minority Workforce and Women Workforce Weighted Score: 25**

*BDD Requested clarification on the Equal Employment Opportunity Workforce Schedule on April 27, 2023. Clarification response received in BDD on May 1, 2023.

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

* The Schedule of Sub-Contracting – SDV Participation form states “N/A” and there was not a SDV Letter of Intent (LOI) form was submitted.

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0

*Dislocated Worker(s) Proposed: 0
Dislocated Worker(s) Bonus Points: 0
 *The Dislocated Worker form states “N/A”

Total Bonus Points: 0
(Includes SDV & Dislocated workers)