




Interoffice Memorandum

December 11, 2017

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM:  Carrie Woodell, Manager, Procurement Division

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

SUBJECT: Selection of Contractor, Request for Proposals Y18-137-OW
Occupational Medical Services

RECOMMENDATION:

Approval of Contract Y18-137-OW, Occupational Medical Services, with Adventist Health System/Sunbelt, Inc. dba Florida Hospital Centra Care, at a estimated contract award amount of \$2,083,500 for a 3-year term. Further request authorization for the Procurement Division to renew the contract for two additional 1-year terms.

This item was evaluated by the Procurement Committee on December 6, 2017. Commissioner Emily Bonilla was assigned to the Procurement Committee.

PURPOSE:

The contractor will perform post-employment physicals, annual physicals, fitness-for-duty examinations, Medical Review Officer services, Medical Directorship services, and other occupational medical services for all County departments and Constitutional Officers.

DISCUSSION:

A single proposal was received in response to this Request for Proposals. To ensure an open and competitive process, the solicitation was posted on the Orange County website. A query from staff to planholders who declined to submit a proposal resulted in the following:

- Disaster Medical Response Systems – Received no response from vendor.
- Medical Doctor Associates, LLC – Indicated they are strictly a medical staffing office.
- Vista Clinical Diagnostics, LLC – Indicated they have no experience in this field.

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The expertise of providing occupation medical services relies heavily upon knowledge of Department of Transportation Commercial Driver's License standards, National Fire Protection Act Section 1582 physical standards, and other various occupational exposures such as heavy metal and blood borne pathogen exposures. These are specific and unique medical skills not possessed by many medical providers. Our research indicates that other major healthcare providers in this region do not offer occupational medical services.

The amount of the contract is considered reasonable as it represents an average reduction of approximately 2% from the previous contract.

The Procurement Committee evaluated Adventist Health System/Sunbelt, Inc. dba Florida Hospital Centra Care's proposal against the stated criteria. The Procurement Committee's evaluation is attached.

**REQUEST FOR PROPOSALS Y18-137-OW
OCCUPATIONAL MEDICAL SERVICES**

CRITERIA	QUAL OF STAFF		QUAL OF FIRM		CERTS		M/WBE		LOCATION		FEE PROPOSAL		Bonus Welfare	Bonus SDV	TOTAL
	20		30		5		10		10		25				
WEIGHT	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	RAW SCORE	
Adventist Health System/Sunbelt Inc. dba Florida Hospital Centra Care	5.0	100.0	5.0	150.0	5.0	25.0	3.0	30.0	5.0	50.0	5.0	125.0	0.0	0.0	480.0



Interoffice Memorandum

December 27, 2017

To: Ontario Washington, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJ: **RFP #Y18-137-OW, Occupational Medical Services**

Below are the respondents to the subject RFP with their firm's certified sub-consultants and M/WBE participation score on a 1 – 5 rating:

1.	Adventist Health System/Sunbelt Inc. dba Florida Hospital Centra Care		3 Points
	None	0%	
	Total MWBE Participation:	0%	
	EEO Staff	92%	
Bonus Points			
	Service-Disabled Veterans (SDV)	0	
	Welfare Recipients:	0	

Dexter Watts
for sheena ferguson