



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Date: November 4, 2020



To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Lisa Burnham, Controller
Jeanette Menig, Human Resources Director
Peter Hullinger, Assistant Fire Chief
MaryBeth Murz, Purchasing Manager

Subject: Standard Purchasing Resolution 8: Best Value Award – Medical Services

History

- The City of Troy utilizes Occupational Medical Services for pre-employment evaluations, drug screens, return to work authorizations, collection of Department of Transportation (DOT) mandated random drug and alcohol screens, other tests/evaluation and treatment of work-related injuries.
- Services also include similar evaluations prior to services as a volunteer firefighter and treatment of injuries related to the volunteer service.
- Quality Occupational Medical Services are necessary for the prevention, treatment and rehabilitation of occupational illnesses and injuries.
- Pre-employment evaluations help us assess if prospective employees are able to perform the essential functions of a job.
- *Concentra Medical Centers* have provided our primary Occupational Medical Services since the early 2000's.

Purchasing

- September 21, 2020 a Request for Proposal was issued and posted on the Michigan Inter-governmental Trade Network (MITN) website; www.mitn.info.
- 52 firms were notified of this bid opportunity.
- October 1, 2020, a bid opening was conducted and Proposals were received as required by City Charter and Code for Medical Services. Below is a summary of potential firms:

Companies notified via MITN	52
Troy Companies notified via MITN	3
Troy Companies - Active email Notification	3
Troy Companies - Active Free	0
Companies that viewed the bid	10
Troy Companies that viewed the bid	1

MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. **Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. **Active MITN non-paying members** are responsible to monitor and check the MITN website for opportunities to do business with the City. **Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.



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Purchasing (continued)

- One (1) Proposal response was received as detailed:
Ascension Michigan at Work Madison Heights, MI
- The Scope of Services in order to provide Occupational Medical Services including (but not limited to) is listed below:
 - Pre-employment physicals
 - Treatment for on the job injuries
 - Fitness for duty/return to work physicals
 - Non-DOT drug screens
 - DOT-regulated drug and alcohol screens.
 - Online OSHA Respirator Questionnaire
 - NFPA 1582 Fit for Duty Physicals
- Scoring Criteria was as follows:
 1. Experience of firm.
 2. Experience and qualifications of firm's personnel assigned to this contract.
 3. References.
 4. Depth and stability of the firm.
 5. Accessibility and responsiveness staff.
 6. Cost.
- Two (2) Committee Members reviewed and evaluated the proposal. The Committee Members were as follows:
 - Peter Hullinger, Assistant Fire Chief
 - Jeanette Menig, Human Resources Director
- Based on the Firms' qualifying conditions and pricing; the Fire Department and Human Resources Directors visited two Ascension sites.
- Based on the site visits and the scoring criteria, the Selection Committee unanimously recommends awarding a contract to *Ascension Michigan at Work of Madison Heights, MI*.
- *Ascension Michigan at Work* has 35 years of experience providing occupational medical services to the business community.
- *Ascension Michigan at Work* is supported by a network hospital facility; the City of Troy will have access to 14 clinic locations, with our primary resources centered in Rochester and Madison Heights.
- *Ascension Michigan at Work* has a wide range of Occupational Medicine accounts including several municipalities and fire departments in Southeast Michigan.
- *Ascension Michigan at Work* will assign an account executive to the City of Troy. The account executive will lead the transition to the new provider and act as a coordinator and point of contact to address any future concerns.
- *Ascension Michigan at Work* will provide timely results through a secure electronic method.
- *Ascension Michigan at Work* ensures a smooth transition by effectively communicating with the City, meeting with the City's designated representative(s), developing protocols for pre-employment testing, customizing treatment authorization forms to serve our needs, and producing/providing signage to assist us in informing employees of the new provider/where to go for treatment.
- *Ascension Michigan at Work's* references were checked and were overwhelmingly positive.



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Financial

Funds are available in the various operating departmental budgets for the 2021 Fiscal Year.

Recommendation

City management recommends awarding a two (2) year contract to *Ascension Michigan at Work of Madison Heights, MI* with the option to renew for three 3-year periods as a result of a best value evaluation process for Medical Services; at prices contained in the bid tabulation opened October 1, 2020.

VENDOR NAME:

Ascension Michigan at Work

CITY:

Madison Heights, MI

PROPOSAL: FURNISH TWO (2) YEAR REQUIREMENTS FOR MEDICAL SERVICES (On an as needed basis) FOR THE CITY OF TROY WITH THREE ONE (1) YEAR RENEWAL OPTIONS

Medical Services Cost	Proposed Fee per item/package
Audiogram	\$30.00
Breath Alcohol Test	\$35.00
Back Evaluation (no X-ray)	Included w/physical
DOT Physical Pre-Placement	\$70.00
DOT Physical Re-Certification	\$70.00
DOT Regulated Drug Screen	\$65.00
EKG Resting	\$56.00
Fitness for Duty/Return to Work Physical	\$45.00
General Health Panel 2 331393 (Chem23,CBC,UA)	CBC \$31.00, Chem \$50.00, UA \$8.00
Hepatitis B Surface Antibody Quant 8475	\$40.00
Hepatitis B Vaccine-1st Injection	\$79.00
Hepatitis B Vaccine-2nd Injection	\$79.00
Hepatitis B Vaccine-3rd Injection	\$79.00
Non-Regulated Drug Screen	\$48.00
OSHA Respirator Questionnaire	\$25.00
Physical Pre-Placement	\$50.00
Pulmonary Function Test	\$55.00
Respirator Physical	\$45.00
Stress Test – ECHO	\$350.00
TB Skin Test	\$22.00
Tetanus Toxoid Vaccine	\$50.00
Vision Titmus/Color Perception	\$23.00
X-Ray Chest - 2 View	\$88.00
X-Ray Lumbar Spine-2 View	\$122.00
NFPA 1582 Fit For Duty Physicals	\$500.00 Initial/\$200.00 Recert
Hours of Operation:	Monday-Friday, 7:30AM - 4PM
24 Hour Phone No.:	After hours injury care provided in Hospital ER's
Contact Person:	Kory Showers, Account Executive
Phone No.:	248-905-1420
References:	Y or N Y
Can meet insurance requirements:	Y or N Y
Completed Vendor Questionnaire:	Y or N Y
Terms:	Agreed as stated in RFP
Exceptions:	Y or N N
Acknowledgement:	Y or N Electronic Signature
Forms:	Y or N Y

Attest:

(*Bid Opening conducted via a Go-To Meeting)

Peter Hullinger

Kristine Kallek

Jodi Kolakowski

Jackie Ahlstrom

MaryBeth Murz,
Purchasing Manager