



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: September 11, 2024

To: Robert J. Bruner, Acting City Manager

From: Megan Schubert, Assistant City Manager
Kyle Vieth, Controller
Jeanette Menig, Human Resources Director
Jennifer Lee, Deputy Human Resources Director
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 8: Best Value Award – Occupational 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.
- *Henry Ford Health System – Department of Occupational Health, Royal Oak MI* has provided our primary Occupational Medical Services since November 1, 2022.

Purchasing

- August 5, 2024 a Request for Proposal was issued and posted on the MITN Purchasing Group website; www.bidnetdirect.com//city-of-troy-mi. 729 firms were notified of this bid opportunity.
- August 22, 2024, a bid opening was conducted and Proposals were received as required by the City Charter and Code for Occupational Medical Services. Below is a summary of potential firms.

Companies notified via MITN	729
Troy Companies notified via MITN	19
Troy Companies - Active email Notification	19
Troy Companies - Active Free	0
Companies that viewed the bid	108
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.

- Four (4) proposals were received:
 - Henry Ford Health System, Detroit MI
 - Occupational Health Centers of Michigan, P.C. dba Concentra Medical Centers, Troy, MI
 - Wellstreet Urgent Care of Michigan, P.C. dba Beaumont Urgent Care by Wellstreet, LLC, Southfield, MI
 - Ascension Michigan Employer Solutions, Warren, MI



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Purchasing (continued)

- The Scope of Services included (but not limited to) pre-placement physicals, treatment for on the job injuries, fitness for duty/return to work physicals, non-DOT drug screens, DOT regulated and alcohol screens, and electronic administrative system for viewing, monitoring and record keeping.
- Scoring criteria included experience of firm, experience and qualifications of firm's personnel assigned to this contract, references, depth and stability of firm, accessibility and responsiveness staff, cost, hours of operations, number of locations and proximity to City of Troy facilities.
- Three (3) Committee Members reviewed and evaluated the proposals. The Committee members were as follows:
 - Jeanette Menig, Human Resources Director
 - Jennifer Lee, Human Resources Deputy Director
 - Danielle Carpenter, Human Resources Specialist
- Based on the Firms' qualifying conditions, proposal and pricing scores, the top two ranked firms were interviewed by the Committee on August 29, 2024.
 - Occupational Health Centers of Michigan, P.C. dba Concentra Medical Centers
 - Wellstreet Urgent Care of Michigan, P.C. dba Beaumont Urgent Care by Wellstreet, LLC
- Based on the scoring criteria, the Committee unanimously recommends awarding simultaneously a contract to the two highest rated proposers *Occupational Health Centers of Michigan, P.C. dba Concentra Medical Centers of Troy, MI* and *Wellstreet Urgent Care of Michigan, P.C. dba Beaumont Urgent Care by Wellstreet, LLC of Southfield, MI*.
- City Management recommends awarding two contracts to enhance the services, available hours and flexibility for our employees.
- These two service providers together give the City access to service seven days a week from 8:00AM to 8:00PM, access to hub locations in the City of Troy, and over 19 service locations in and surrounding the City of Troy.
- In addition, *Wellstreet Urgent Care of Michigan, P.C. dba Beaumont Urgent Care by Wellstreet, LLC* has an established relationship with Corewell Health Systems located in the City of Troy. Corewell Health was formed as a result of the merger between Beaumont Health and Spectrum Health in 2022. This relationship between *Wellstreet Urgent Care of Michigan, P.C. dba Beaumont Urgent Care by Wellstreet, LLC* and Corewell Health Systems supports continued oversight and streamlined care of our employees.

Financial

Funds have been budgeted and are available in the operating budgets of the Human Resources Department and other departments for the 2025 Fiscal Year.

Recommendation

City Management recommends awarding a two (2) year contract to *Occupational Health Centers of Michigan, P.C. dba Concentra Medical Centers of Detroit, MI* and to *Wellstreet Urgent Care of Michigan, P.C. dba Beaumont Urgent Care by Wellstreet, LLC of Southfield, MI* with the option to renew for four (4) 1-year periods as a result of a best value evaluation process for Occupational Medical Services at prices contained in the bid tabulation opened on August 22, 2024; contract expiring October 31, 2030.

CITY OF TROY
BID TABULATION
OCCUPATIONAL MEDICAL SERVICES

VENDOR NAME:	Wellstreet Urgent Care DBA Beaumont Urgent Care	Ascension Michigan Employer Solutions	Occupational Health Centers of Michigan DBA Concentra Medical Centers	Henry Ford Health
CITY:	Southfield, MI	Warren, MI	Troy, MI	Detroit, MI

PROPOSAL: FURNISH TWO (2) YEAR REQUIREMENTS FOR OCCUPATIONAL MEDICAL SERVICES (on an as needed basis) FOR THE CITY OF TROY WITH FOUR (4) 1-YEAR RENEWAL OPTIONS

FEE PROPOSAL:				
Medical Services Cost	Proposed Fee per item/package	Proposed Fee per item/package	Proposed Fee per item/package	Proposed Fee per item/package
Audiogram – Pre-placement	\$25.00	\$40.00	\$52.00	\$35.00
Audiogram with Analysis – Annual	\$25.00	\$50.00	STS evaluation \$105.50	\$35.00/Expert Review \$66.00
Breath Alcohol Test – DOT	\$40.00	\$50.00	\$48.00	\$50.00
Breath Alcohol Test – Non-regulated	\$40.00	\$50.00	\$48.00	\$50.00
Back Evaluation (no X-ray)	Included with exam	Included with Physical	\$40.00	\$68.00, Range of Motion
DOT Random Drug & Alcohol Specimen Collection (24/7)	\$325.00 (8:00pm - 8:00am)	\$32 - 7:30am - 4:00pm	Offered at Airport-Romulus for \$70.00	\$41.00 @ clinic
DOT Random Drug & Alcohol Recordkeeping	\$0.00	Maintained via TPA	No Additional Fee	No Charge
EKG Resting	\$50.00	\$70.00	\$65.00	\$110.00
Electronic Administrative System Login (Recordkeeping)	Included with partnership (Cowork)	No Charge	No Additional Fee	Portal is No Charge
Fitness for Duty/Return to Work Physical	\$110.00	\$80.00	\$102.00	\$138.00
General Health Panel 2 331393 (Chem23,CBC,UA)	\$100.00	\$101.00	\$112.00	\$176.00
Hepatitis A Vaccine – 1st Injection	\$115.00	\$115.00	\$121.00	\$115.00
Hepatitis A Vaccine – 2nd Injection	\$115.00	\$115.00	\$121.00	\$115.00
Hepatitis B Surface Antibody Quant 8475	\$100.00	\$45.00	\$95.00	\$75.00
Hepatitis B Vaccine – 1st Injection	\$120.00	\$150.00	\$117.00	\$90.00
Hepatitis B Vaccine – 2nd Injection	\$120.00	\$150.00	\$117.00	\$90.00
Hepatitis B Vaccine – 3rd Injection	\$120.00	\$150.00	\$117.00	\$90.00
Lift Test	\$15.00-\$100.00	\$34.00	\$40.00	\$68.00
OSHA Respirator Physical	\$60.00	\$45.00	\$69.00	\$64.00
OSHA Respirator Questionnaire	\$15.00	\$40.00	\$40.00	\$19.00
OSHA Respirator Questionnaire Recordkeeping	\$0.00	Included	No Additional Fee	No Charge & Have Portal
Physical – DOT – Pre-placement	\$90.00	\$95.00	\$96.50	\$100.00
Physical – DOT – Re-certification	\$90.00	\$95.00	\$96.50	\$100.00
Physical – Non-DOT	\$65.00	\$70.00	\$83.00	\$64.00
Pulmonary Function Test	\$50.00	\$70.00	\$70.00	\$68.00, when performing
Stress Test – ECHO	\$180.00	\$360.00	Not included in bid	\$375.00
TB Skin Test	\$35.00	\$32.00	\$51.00	\$40.00
Tetanus Toxoid Vaccine	\$90.00	\$70.00	\$101.00	\$88.00
Urine Drug Screen – DOT – 10 panel	\$45.00	5 Panel DOT - 83.00	Regulated UDS \$70.00	\$66.00/5 Panel DOT
Urine Drug Screen – Non-regulated – 10 panel	\$45.00	\$65.00	\$70.00	\$47.00 instant, \$61.00 Confirmation, \$66.00 MRO, Lab Based \$59.00
Vision Titmus/Color Perception	\$40.00	\$35.00	\$40.00	Titmus-\$22.00, Ishihara- \$16.00
NFPA 1582 Fit For Duty Physicals	\$120.00 (Exam Only)	See attached NFPA recommendations	\$101 Exam Only	See above for pricing plus see attached for further pricing

CITY OF TROY
 BID TABULATION
 OCCUPATIONAL MEDICAL SERVICES

RFP-COT 24-14
 Page 2 of 2

VENDOR NAME:	Wellstreet Urgent Care DBA Beaumont Urgent Care	Ascension Michigan Employer Solutions	Occupational Health Centers of Michigan DBA Concentra Medical Centers	Henry Ford Health
OPTIONAL: Additional Pricing Requested (Volunteer Firefighters)				
Medical Services Cost	Proposed Fee per item/package	Proposed Fee per item/package	Proposed Fee per item/package	Proposed Fee per item/package
Abdominal and Testicular Exam	Included	Incl. Annual Physical \$100	NO BID	NO BID
Blood Pressure, Pulse	Included	Incl. Annual Physical \$100		
Colonoscopy	N/A	Not Specified		
Complete Blood Count	\$25.50	Not Specified		
Comprehensive Metabolic Panel	\$35.00	\$50.00		
EKG	\$50.00	\$70.00		
Exercise Stress Echocardiogram Test	\$180.00	Not Specified		
Eye and Hearing Exams	\$60.00	Not Specified		
Fasting Lipids and Blood Glucose	\$50.00	\$50.00		
Fecal Occult Blood Testing	\$100.00	Not Specified		
Heart and Lung Exam	Included	Incl. Annual Physical \$100		
Hemoglobin A1c	\$80.00	\$40.00		
Hepatitis Profile	\$170.00	Not Specified		
Liver Function Test	\$50.00(Individual tests differ)	Not Specified		
Low-dose Chest CT Scanning	N/A	Not Specified		
Mammogram	N/A	Not Specified		
Musculoskeletal Exam	Included	Incl. Annual Physical \$100		
Neurological Exam	N/A	Incl. Annual Physical \$100		
Oxygen Saturation	Included	Incl. Annual Physical \$100		
Pelvic and Pap Smear	N/A	\$90.00		
Prostate and Rectal Exam	N/A	Incl. Annual Physical \$100		
Prostate-specific Antigen	\$90.00	\$75.00		
Pulmonary Function Test	\$38.25	\$70.00		
Respiratory Rate and Temp.	Included	Incl. Annual Physical \$100		
Thorough Skin Exam	Included	Incl. Annual Physical \$100		
Throat and Thyroid Exam	Included	Incl. Annual Physical \$100		
Thyroid Panel	\$150.00	Not Specified		
Urinalysis and Urine Biomarkers	\$120.00	Urinalysis \$20		
Vascular Exam	Included	\$275.00		
Weight and Body-fat Index	Included	Incl. Annual Physical \$100		
Hours of Operation:	8:00am - 8:00pm 7 Days	M-F 7:30am -4pm	8:00am - 5:00pm	8:00am - 4:30pm
24 Hour Phone No.:	N/A	After hours injury care provided at Ascension ER's	Not Specified	734.377.5111
Contact Person:	Michelle Collick	Kory Showers	Aubrie Manis	Paula Miller
Phone No.:	248.419.0404	248.905.1420	248.417.6402	734.377.5111
More than one location: Y or N	Y	Y	Y	Y
Pricing will be standard across all locations: Y or N	Y	Y	Y	Y
References: Y or N	Y	Y	Y	Y
Can meet insurance requirements: Y or N	Y	Y	Y	Y
Completed/Signed Vendor Questionnaire: Y or N	Y	Y	Y	Y
Terms:	BLANK	Agreed as stated in RFP	Not Specified	As specified in RFP
Exceptions:	NONE	Ascension Southeast Michigan Hospitals will be entering into a joint venture with Henry Ford Health System in the near future. Information will be shared with the city as it becomes available.	Multiple exceptions detailed in Bid Proposal	NONE
Acknowledgement: Y or N	Y	Y	Y	Y
Addendums 1, 2 & 3 Signed: Y or N	Y	Y	Y	Y
Forms: Y or N	Y	Y	Y	Y

Attest:
 (*Bid Opening conducted via a Zoom Meeting)

 Jennifer Lee

 Andrew Chambliss

 Nellie Bert

 Martinique Gates

Emily Frontera
 Purchasing Manager