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

Resolution #2022-10-153-J-4k

RESOLVED, That Troy City Council hereby **AWARDS** a two (2) year contract to *Henry Ford Occupational Health of Detroit, MI* with the option to renew for two 2-year periods as a result of a best value evaluation process for Occupational Medical Services; at prices contained in the bid tabulation opened October 6, 2022, a copy of which shall be **ATTACHED** to the original Minutes of this meeting; with the contract expiring October 31, 2024.

BE IT FURTHER RESOLVED, That Troy City Council **AUTHORIZES** City Management to investigate the costs and feasibility of opportunities for on-site and mobile care models.

BE IT FINALLY RESOLVED, That the award is **CONTINGENT** upon the contractor's submission of properly executed bid documents, including insurance certificates and all other specified requirements.

PURC..ASE/SERVICE CONTRACT

Ship To
City of Troy
Human Resources
500 W BIG BEAVER RD
TROY, MI 48084

Bill To
City of Troy
Human Resources
500 W BIG BEAVER RD
TROY, MI 48084

No: 2023-90000005
Date: 12/02/2022

FOB DESTINATION

Entered By: Emily Frontera

Vendor
VENDOR NO. 167461
HENRY FORD HEALTH SYSTEM
ATTN: ACCOUNTS PAYABLE
1150 ELIJAH MCCOY
DETROIT, MI 48202

CONTRACT DESCRIPTION

Commence Date	Expiration Date	Renewal	Resolution #	Contract #	Amount
12/01/2022	10/31/2024	2 Times Annually	2022-10-153-J-4k	2023-90000005	0.00

Occupational Medical Services

CONTRACT TO:

FURNISH TWO (2) YEAR REQUIREMENTS OF MEDICAL SERVICES (On an as needed basis) FOR THE CITY OF TROY Human Resources Department and the Fire Department; WITH TWO (2) TWO-YEAR RENEWAL OPTIONS.

PRICING shall be in accordance with all RFP specifications and Scope of Work of RFP-COT 22-33 per attached price proposal.

Hours of Operation: Monday-Friday,
7:30AM - 4PM
24 Hour Phone No.: After hours injury care provided in Hospital ER's
Contact Person: Paula Miller, Account Executive
Phone No.: 734-377-5111

CITY COUNCIL AWARD DATE: 10/24/2022.
RESOLUTION# 2022-10-153-J-4k

TERMS & CONDITIONS
1. Purchases of Municipalities are exempt from State Sales and Federal Excise Taxes.
2. Prior to acceptance, vendor agrees to provide City with information under the Right-to-Know Law, P.A. 1986, No. 80, and fully comply with all terms and conditions of the Michigan Occupational Safety and Health Act, MCL 408.1001, et seq. including vendor shall provide City with an "MSDS". Vendor also agrees to be responsible for all required labeling.
3. In cases of emergency/disaster, the City can purchase up to six(6) times the order amount for a period of six(6) months at the price contained in the contract.
4. Purchase Orders are signed electronically based upon computer generated "on-line" authorized approvals. Authentic signatures are on file in the City of Troy Purchasing Department.
NOTICE: The City could put the vendor on notice that vendors will be held financially responsible for any claims or awards made against the City as a result of the vendor's action. If the City has to defend the initial lawsuit, the City will bring in the vendor as a co-defendant or sue the vendor, either as the result of settling a claim or the conclusion of the lawsuit.

I HEREBY CERTIFY THAT THIS ORDER IS PROPERLY AUTHORIZED AND APPROVED.

Emily Frontera

Emily Frontera
Purchasing Manager

ITB-COT 22-33 PRICING in accordance with all RFP specifications and Scope of Work

Audiogram (Pre-placement) $32.00
Audiogram w/analysis (Annual)
- $32.00 Audiologist review
- $60.00 STS

Breath Alcohol Test (DOT) $46.00
Breath Alcohol Test (Non-regulated) $46.00
Back Evaluation (no X-ray) Included w/exam
DOT Random Drug & Alcohol Specimen Collection (24/7) - $38.00 8am-4:30pm
DOT Random Drug & Alcohol Recordkeeping - Included in the process
EKG Resting $60.00
Fitness for Duty/Return to Work Physical $126.00
General Health Panel 2 331393
- Chem23 $110.00
- CBC $110.00
- UA $110.00

Hepatitis A Vaccine – 1st Injection $108.00
Hepatitis A Vaccine – 2nd Injection $108.00
Hepatitis B Surface Antibody Quant 8475 $69.00
Hepatitis B Vaccine-1st Injection $80.00
Hepatitis B Vaccine-2nd Injection $80.00
Hepatitis B Vaccine-3rd Injection $80.00
Life Test $62.00
OSHA Respirator Physical $57.00-exam
OSHA Respirator Questionnaire $18.00 (Record Keeping Included)
Physical DOT Pre-Placement
- $91.00 Exam
- $60.00 Drug Screen

Physical DOT Re-Certification $91.00
Physical Non-DOT $57.00
Pulmonary Function Test $62.00
Stress Test – ECHO $275.00
TB Skin Test $30.00
Tetanus Toxoid Vaccine $88.00
Urine Drug Screen DOT 5-Panel $60.00
Urine Drug Screen Non-regulated 10-Panel $54.00
Vision Titmus/Color Perception $20.00
NFPA 1582 Fit For Duty Physicals $126.00-exam only

VENDOR NAME:	Ascension Michigan Employer Solutions	Henry Ford Health System	Dee Davis Inc.
CITY:	Madison Hgts., MI	Detroit, MI	Troy, MI

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

FEE PROPOSAL:

Medical Services Cost	Proposed Fee per item/package	Proposed Fee per item/package	Proposed Fee per item/package
Audiogram – Pre-placement	$35.00	$32.00	NOT SPECIFIED
Audiogram with Analysis – Annual	$45.00	$32.00-audiologist review STS-$60.00	
Breath Alcohol Test – DOT	$45.00	$46.00	
Breath Alcohol Test – Non-regulated	$45.00	$46.00	
Back Evaluation (no X-ray)	Included with Physical	Included with Exam	
DOT Random Drug & Alcohol Specimen Collection (24/7)	Not available outside of business hours	$38.00-8am to 4:30pm	
DOT Random Drug & Alcohol Recordkeeping	Maintained via TPA	Included in the process	
EKG Resting	$60.00	$100.00	
Electronic Administrative System Login (Recordkeeping)	Portal pilot to begin 10/20/2022, no charge	TBD	
Fitness for Duty/Return to Work Physical	$50.00	$126.00	
General Health Panel 2 331393 (Chem23,CBC,UA)	CBC $31, Chem23 $50, UA $15	$110.00	
Hepatitis A Vaccine – 1st Injection	$115.00	$108.00	
Hepatitis A Vaccine – 2nd Injection	$115.00	$108.00	
Hepatitis B Surface Antibody Quant 8475	$40.00	$69.00	
Hepatitis B Vaccine – 1st Injection	$135.00	$80.00	
Hepatitis B Vaccine – 2nd Injection	$135.00	$80.00	
Hepatitis B Vaccine – 3rd Injection	$135.00	$80.00	
Lift Test	$24.00	$62.00	
OSHA Respirator Physical	$45.00	Exam-$57.00	
OSHA Respirator Questionnaire	$30.00	$18.00	
OSHA Respirator Questionnaire Recordkeeping	Included	Included with Questionnaire	
Physical – DOT – Pre-placement	$80.00	$91.00 Exam Drug Screen $60.00	
Physical – DOT – Re-certification	$80.00	$91.00	
Physical – Non-DOT	$55.00	$57.00	
Pulmonary Function Test	$60.00	$62.00	
Stress Test – ECHO	$350.00	$275.00	
TB Skin Test	$28.00	$30.00	
Tetanus Toxoid Vaccine	$60.00	$88.00	
Urine Drug Screen – DOT – 10 panel	$75.00	5 Panel DOT-$60.00	
Urine Drug Screen – Non-regulated – 10 panel	$58.00	$54.00	
Vision Titmus/Color Perception	$28.00	$20.00	
NFPA 1582 Fit For Duty Physicals	See attached NFPA recommendations	Exam Only $126.00	

VENDOR NAME:		Ascension Michigan Employer Solutions	Henry Ford Health System	Dee Davis Inc.
ADDITIONAL PRICING REQUESTED (OPTIONAL):				
Medical Services Cost		**Proposed Fee per item/package**	**Proposed Fee per item/package**	**Proposed Fee per item/package**
Abdominal and Testicular Exam		SEE ATTACHED FOR NFPA RECOMMENDATION AND PRICING	NOT SPECIFIED	NOT SPECIFIED
Blood Pressure, Pulse				
Colonoscopy				
Complete Blood Count				
Comprehensive Metabolic Panel				
EKG				
Exercise Stress Echocardiogram Test				
Eye and Hearing Exams				
Fasting Lipids and Blood Glucose				
Fecal Occult Blood Testing				
Heart and Lung Exam				
Hemoglobin A1c				
Hepatitis Profile				
Liver Function Test				
Low-dose Chest CT Scanning				
Mammogram				
Musculoskeletal Exam				
Neurological Exam				
Oxygen Saturation				
Pelvic and Pap Smear				
Prostate and Rectal Exam				
Prostate-specific Antigen				
Pulmonary Function Test				
Respiratory Rate and Temp.				
Thorough Skin Exam				
Throat and Thyroid Exam				
Thyroid Panel				
Urinalysis and Urine Biomarkers				
Vascular Exam				
Weight and Body-fat Index				
Hours of Operation:		M-F 7:30AM - 4:00PM	M-F 8:00AM - 4:30PM	NOT SPECIFIED
24 Hour Phone No.:		After hours injury care proviced in Hospital ER's	734-377-4511	
Contact Person:		Kory Showers, Accout Executive	Paula Miller	
Phone No.:		248-905-1420	734-377-5111	
References:	Y or N	Y	Y	Y
Can meet insurance requirements:	Y or N	Y	Y	Y
Completed/Signed Vendor Questionnaire:	Y or N	Y	Y	N
Terms:		Agreed as stated in RFP	As specified in RFP	NOT SPECIFIED
Exceptions:		None	None	NOT SPECIFIED
Acknowledgement:	Y or N	Y	Y	N
Addendum:	Y or N	Y	Y	Y
Forms:	Y or N	Y	Y	Missing *Legal Status of Bidder*

Attest:
*(*Bid Opening conducted via a Zoom Meeting)*
Jeanette Menig
Andrew Chambliss
Heather Chomiak

Emily Frontera
Purchasing Manager

PROPOSAL

To

The City of Troy

For

RFP-COT 22-23 Occupational Medical Services City of Troy

SUBMITTED
BY

HENRY FORD HEALTH SYSTEM

DEPARTMENT OF OCCUPATIONAL HEALTH

Paula Miller, Marketing Coordinator
734-377-5111

10-5-2022

HENRY FORD HEALTH

This information contained herein is the sole property of **Henry Ford Health System** and are **STRICTLY CONFIDENTIAL.** The contents of this packet cannot be reproduced or duplicated in any manner. The City of Troy agrees for itself and its employees not to use the information contained herein for any propose other than to evaluate a potential business relationship with **Henry Ford Health System**. If in the event this relationship does not occur the material must be returned or destroyed.

Henry Ford
HEALTH SYSTEM
Occupational Health

The undersigned proposes to *FURNISH* **TWO (2) YEAR REQUIREMENTS FOR OCCUPATIONAL MEDICAL SERVICES (on an as needed basis) FOR *THE CITY OF TROY* WITH TWO (2) 2-YEAR RENEWAL OPTIONS** in accordance with the attached specifications. The specifications are to be considered an integral part of this bid proposal, at the following prices:

COMPANY NAME: HENRY FORD HEALTH SYSTEM

FEE PROPOSAL:

Medical Services Cost:	**Proposed Fee per item/package**
Audiogram – Pre-placement	32.00
Audiogram with Analysis – Annual	32.00-audilogist review STS-60.00
Breath Alcohol Test – DOT	46.00
Breath Alcohol Test – Non-regulated	46.00
Back Evaluation (no X-ray)	Included With Exam
DOT Random Drug & Alcohol Specimen Collection (24/7)	38.00-8am to 4:30pm
DOT Random Drug & Alcohol Recordkeeping	Included in the process
EKG Resting	100.00
46.Electronic Administrative System Login (Recordkeeping)	TBD
Fitness for Duty/Return to Work Physical	126.00
General Health Panel 2 331393 (Chem23,CBC,UA)	110.00
Hepatitis A Vaccine – 1st Injection	108.00
Hepatitis A Vaccine – 2nd Injection	108.00
Hepatitis B Surface Antibody Quant 8475	69.00
Hepatitis B Vaccine – 1st Injection	80.00
Hepatitis B Vaccine – 2nd Injection	80.00
Hepatitis B Vaccine – 3rd Injection	80.00
Lift Test	62.00
OSHA Respirator Physical	Exam-57.00
OSHA Respirator Questionnaire	18.00
OSHA Respirator Questionnaire Recordkeeping	Included with Questionnaire
Physical – DOT – Pre-placement	91.00 exam Drug Screen 60.00
Physical – DOT – Re-certification	91.00
Physical – Non-DOT	57.00
Pulmonary Function Test	62.00
Stress Test – ECHO	275.00
TB Skin Test	30.00
Tetanus Toxoid Vaccine	88.00
Urine Drug Screen – DOT – 10 panel	5 Panel DOT-60.00
Urine Drug Screen – Non-regulated – 10 panel	54.00
Vision Titmus/Color Perception	20.00
NFPA 1582 Fit For Duty Physicals	Exam Only 126.00

NOTE: Complete the Fee Proposal Schedule as detailed on the Bid Proposal (page 1 of 1). If a test or service cannot be provided indicate as such on the appropriate line item and label as a "No Bid" item. **The City will consider a dual award; for example, awarding a company for pre-placement and another company for after-hour issues.**

ADDITIONAL PRICING REQUESTED (OPTIONAL):
The City is investigating a comprehensive, annual physical exam for Volunteer Firefights. This is not a required screening at this time, therefore is an optional response for this bid.

Medical Services Cost:	Proposed Fee per Item/package
Abdominal and Testicular Exam	
Blood Pressure, Pulse	
Colonoscopy	
Complete Blood Count	
Comprehensive Metabolic Panel	
EKG	
Exercise Stress Echocardiogram Test	
Eye and Hearing Exams	
Fasting Lipids and Blood Glucose	
Fecal Occult Blood Testing	
Heart and Lung Exam	
Hemoglobin A1c	
Hepatitis Profile	
Liver Function Test	
Low-dose Chest CT Scanning	
Mammogram	
Musculoskeletal Exam	
Neurological Exam	
Oxygen Saturation	
Pelvic and Pap Smear	
Prostate and Rectal Exam	
Prostate-specific Antigen	
Pulmonary Function Test	
Respiratory Rate and Temp.	
Thorough Skin Exam	
Throat and Thyroid Exam	
Thyroid Panel	
Urinalysis and Urine Biomarkers	
Vascular Exam	
Weight and Body-fat Index	

Company Name: Henry Ford Occupational Health is willing to discuss Annual Fire Firefighter exams since we customize the exams based on client needs and can often times provide a day rate and on site mobile services for those tests that can be performed on site.

INFORMATION:
For additional general information or questions concerning this project please contact **Emily Frontera, Purchasing Manager**, at **(248) 680-7291** between the hours of 8:00 a.m. and 4:00 p.m., Monday thru Friday.

DESIGNATED CITY REPRESENTATIVE:
Bridget Hefner, Human Resources Specialist, at (248) 534-9737 (bridget.hefner@troymi.gov) is the designated City Representative for this project.

CONTACT INFORMATION:

Hours of operation: 8am to 4:30 pm. M-F 24 Hour Phone No. 734-377-45111

Contact Person: Paula Miller Phone No: 734-377-5111

AWARD:
The evaluation and award of this bid shall be a combination of factors, including but not limited to: cost, professional competence, equipment, references, and the correlation of the proposal submitted to the needs of the City of Troy.

The City of Troy reserves the right to award this bid to the lowest responsible total proposer meeting specifications; to reject low bids which have major deviations from specifications; to accept a higher bid which has only minor deviations; or to award to multiple bidders; whatever is deemed to be in the City's best interest. It is the intent to seek approval for this service at the October 24, 2022 City Council Meeting.

LOCAL PREFERENCE:
The City of Troy reserves the right to award a contract to a local business, one which pays City of Troy taxes (real and/or personal), if the bid of a local vendor is within 5% of the lowest responsive and responsible non-local bidder, then the local vendor is given one chance to match the low bid.

CONTRACT FORMS:
Bidders should complete and sign the Legal Status of Bidder, Non-Collusion Affidavit, Certification regarding Debarment, the Certification regarding "Iran Linked Business" and the Familial Disclosure Forms and return with your bid proposal

PURCHASE ORDER:
After the Troy City Council has approved the award recommendation and acceptable insurance is received, the successful bidder(s) will receive a purchase order issued from the City of Troy, which will create a bilateral contract between the City of Troy and the successful bidder. The purchase order shall commit the bidder to perform the contract in accordance with the bid specifications. A contract document will not be issued.

REFERENCES:
The City of Troy requires that your company list at least three (3) clients who have recently had similar work performed by your company; specifically, at Fire Stations, Government entities or similar applications. If your company has done work for the City of Troy in the past, it is required the City be listed as one of your references.

COMPANY:	City of Detroit Fire Department A
	1301 Third Street, Suite 72B, Detroit, MI 48226
PHONE:	313-596-2805 CONTACT: Derek Hillman
EMAIL:	hillmande@detroitmi.gov
COMPANY:	City of Sterling Heights HR Department
ADDRESS:	4055 Utica Road, PO Box 8009, Sterling Heights, MI 48311
PHONE:	586-446-2316 CONTACT: Kate Baldwin
EMAIL:	kbaldwin@sterling-heights.net
COMPANY:	City of Lincoln Park HR Department
ADDRESS:	1355 Southfield Road, Lincoln Park, MI 48146
PHONE:	313-386-1800 ext. 122 CONTACT: Jennifer Richardson
EMAIL:	jrichardson@citylp.com ext. 122

IMPORTANT:
The City shall have the right to require by written order, changes in, additions to, or deductions from the work required by the bid documents provided that if changes, additions, or deductions are made, the general character of the work as a whole is not changed thereby. Adjustments in the Contract price, if any, because of any change, addition, or deduction in the work, shall be determined as hereinafter provided, and any claim for extension of time for completion shall be adjusted at the time of ordering the changes, additions, or deductions.

No claim for change, addition, or deduction, or adjusting of price, or extension of time for completion thereof, shall be made or allowed unless done in pursuance of written order from the City specifically authorizing such change, addition, or deduction. Drawings without a written order shall not be considered such authority. Written notice of such claims shall be made to the designated City representative before the commencement of the work. Where the written order diminishes the quality of work to be done, this shall not constitute a basis for a claim for damages or anticipated profits on the work that may be dispensed with.

INSURANCE

Insurance requirements shall be in accordance with the attached **SAMPLE INSURANCE CERTIFICATE** and **ENDORSEMENT**. The required Insurance Certificate and Endorsement must be submitted to the city within 5 days of the verbal/ electronic request after the bid award. The Insurance Certificate and Endorsement may be faxed to the Purchasing Office at (248) 619-7608, and is the only bid document accepted in this format.

The contractor, or any of their subcontractors, shall not commence work under this contract until they have obtained the insurance required, and shall keep such insurance in force during the entire life of this contract. All coverage shall be with insurance companies licensed and admitted to business in the State of Michigan and acceptable to the City of Troy. The requirements below should not be interpreted to limit the liability of the Contractor. All deductibles and self-insured retentions (SIR's) are the responsibility of the Contractor.

(✓) We can meet the specified insurance requirements.

( ) We cannot meet the specified insurance requirements.

( ) We do not carry the specified limits but can obtain the additional insurance coverage of $ _____, at the cost of $_____.
NOTE: Please note the amendments on a sample insurance certificate and attach it to your bid proposal.

( ) Our proposal is reduced by $_____ if we lower the requirement to $ _____.
NOTE: Please note the amendments on a sample insurance certificate and attach it to your bid proposal.

IMPORTANT: A Certificate of Insurance on an ACORD Form showing present coverage as well as the required endorsements SHALL be attached to the proposal document at the time of submission of the proposal to the Office of the City Clerk.

NOTE: Failure on the part of any bidder to contact his/her insurance carrier to verify that the insurance carried by the bidder meets City of Troy specifications may result in this proposal being completed incorrectly.

OTHER: Sole proprietors must execute a certificate of exemption from Worker's Compensation requirements or provide proof of Worker's Compensation Insurance. All coverage shall be with insurance carriers licensed and admitted to do business in Michigan in accordance with all applicable statutes of the State of Michigan and acceptable to the City of Troy.

INSURANCE VERIFICATION:

A bidder shall complete the above portion, which details additional costs that may be incurred for specified coverage without purchasing the additional coverage prior to bid submission.

WORKERS' COMPENSATION INSURANCE, including Employers' Liability Coverage, in accordance with all applicable statutes of the State of Michigan.

COMMERCIAL GENERAL LIABILITY INSURANCE on an "Occurrence Basis" with limits of liability not less than $1,000.000.00 per occurrence and aggregate. Coverage shall include the following extensions: (A) Contractual liability; (B) Products and Completed Operations; (C) Independent Contractors Coverage; (D) Broad Form General Liability Extensions or equivalent, if not already included; (E) Deletion of all Explosion, Collapse, and Underground (XCU) Exclusions, if applicable.

AUTOMOBILE LIABILITY, including Michigan No-Fault Coverages, with limits of liability not less than $1,000,000.00 per occurrence combined single limit for Bodily Injury, and Property Damage. Coverage shall include all owned vehicles, all non-owned vehicles, and all hired vehicles.

Company Name: Henry Ford Occupational Health Department

ADDITIONAL INSURED:
Commercial General Liability and Automobile Liability, as described in the attached SAMPLE shall include an Additional Insured Endorsement stating the following shall be ***Additional Insureds:*** The City of Troy including all elected and appointed officials, all employees and volunteers, all boards, commissions, and/or authorities and council members, including employees and volunteers thereof. It is understood and agreed by naming the City of Troy as additional insured, coverage afforded is considered to be primary and any other insurance the City of Troy may have in effect shall be considered secondary and/or excess.

CANCELLATION NOTICE:
All policies, as described above, shall include an endorsement stating that it is understood and agreed that Thirty (30) days, Ten (10) days for non-payment of premium, Advance Written Notice of Cancellation, Non-Renewal, Reduction, and/or Material Change shall be mailed to:

City of Troy
Purchasing Manager
500 West Big Beaver
Troy, MI 48084

PROOF OF INSURANCE COVERAGE:
The Contractor shall provide the City of Troy, at the time that the contracts are returned by him/her for execution, a Certificate of Insurance as well as the required endorsements. In lieu of required endorsements, if applicable, a copy of the policy sections where coverage is provided for additional insured and cancellation notice would be acceptable. Copies or certified copies of all policies mentioned above all shall be furnished, if so requested.

If any of the applicable coverages expire during the term of this contract, the Contractor shall deliver renewal certificates and endorsements to the City of Troy at least ten (10) days prior to the expiration date.

LETTER VERIFICATION:
The recommended bidder will be notified to submit a letter from the *insurance agent or carrier* that the insurance to be supplied will meet specifications. As an alternative, the recommended bidder may submit the certificate of insurance meeting specifications at this time at his/her option. ***The City must receive this letter or certificate within 5 business days after verbal / electronic notification has been delivered to the recommended bidder*** **or the bidder will be considered non-responsive and the bid un-awardable.** This process will occur before presentation of the award recommendation to the Troy City Council.

FINAL INSURANCE CERTIFICATE SUBMISSION:
After approval by Troy City Council, the City's Purchasing Manager will review the insurance certificates and endorsements to ensure all acceptable documents have been received and allow (5) business additional days after verbal / electronic notification to submit final insurance certificate(s) in accordance with specifications. The City of Troy reserves the right to WITHHOLD AND KEEP any bid surety for failure to comply. The company will be considered in default of contract and will be barred from doing business with the City of Troy for a minimum of three (3) years for failing to meet insurance requirements.

VENDOR QUESTIONNAIRE

DATE: 10-5-2022
Month/Date/Year

FIRM NAME: Henry Ford Health System- Occupational Health Department

OFFICE LOCATION that will service the Account: Henry Ford Royal Oak
OTHER LOCATIONS, if any: Able to use all Occupational Health Locations & Go Health Urgent Cares for After Hours Injury Management

FIRM ESTABLISHED: Oct. 15, 1915 STATE: MI Years in Business in Michigan: Over 100 years

TYPE OF ORGANIZATION: (Circle One)

a. Individual
b. Partnership
c. Corporation-X
d. Joint Venture
e. Other _____

1. **How many years has your Company been providing Medical Services? Provide historical narrative.**
Our Department of Occupational Health has been providing medical services since 1989 servicing over 350 Corporate Clients throughout Michigan. We have 3 different service models: Clinic, Mobile and On Site Clinic/Staffing services.

2. **Describe your Company's philosophy relative to Medical Services. Include how often treatment is referred outside the occupational health department of the Company.**
Should a referral need to occur outside of our Department we manage the referral process whether it be a referral within the Henry Ford System or out of the system. This seamless process is particularly relative to work related injuries and assists in achieving our case closer rate of less than 1.5 visits, far below National Average. When employees are seen at our Go Health Clinics afterhours, weekends and holidays for work related injuries we follow up with them the next business day if needed, otherwise, we receive a disposition report.

3. **How many similar clients does your Company currently serve with the type of services the City is interested in securing? Explain the capacity of the services provided.**
We currently have 25+ clients that are either Municipalities or other Governmental Agencies that we service in a similar capacity. Some are serviced thru our clinics while others we perform customized services on site thru our mobile team and have the capacity of operationalizing a clinic on site. We perform a variety of clinical/wellness services for entities of varying sizes all with the intent of engaging a healthy workforce with a variety of initiatives.

4. **<u>Medical Services:</u> Provide experience and qualifications of personnel to be assigned to the City. Include name and position title, total years' experience with current Company and other education, certifications, summary of pertinent experience and qualifications and other information regarding Medical Services experience that would assist the City in determining the qualifications of the individuals and their ability to complete the services needed.**
Please refer to samples of a variety of CV's of our staff that may be servicing your employees in one capacity or another.

HENRY FORD HEALTH

Introduction

Henry Ford Hospital first opened its doors to patients in October 1915 and since then has grown to become Henry Ford Health, one of the nation's premier leading health care providers. Henry Ford Health offers a seamless array of acute, primary, tertiary, quaternary and preventive care backed by world-renowned excellence in research and education.

Henry Ford Health, a Michigan non-profit health care enterprise governed by community leaders, records $2 billion in revenues annually while providing $82 million in uncompensated care. A 46-member board governs the system. Advisory and affiliate boards comprised of 240 trustees provide vital links to the communities served by the system. Henry Ford Health's corporate offices are located in Detroit, Michigan, and managed by President and Chief Executive Officer Robert Riney through the Office of the President, which includes key leaders in medical affairs, finance, planning, hospital affairs and managed care.

At present more than 1,000 physicians in more than 40 specialties staff the Henry Ford Hospital and 28 Henry Ford Medical Centers. These sites and 6 other hospitals, several special programs and centers, and Michigan's largest mixed model managed care plan – HAP – allow Henry Ford Health to handle 2.5 million patient visits annually. With 17, 550 employees, Henry Ford Health is the 6th largest employer in the state and provides care for least 800,000 residents of southeastern Michigan. These employees and physicians take seriously Henry Ford Health's mission to provide exceptional quality and cost effective care, strengthened by education and research, carrying on the traditions of the founder and original staff of the Henry Ford Hospital.

Henry Ford's Department of Occupational Health was established in 1989 to provide efficient and effective prevention, treatment and rehabilitation services to corporate clients. The Department manages and staffs medical and on-site locations for major employers, across all industries; establishes and operates company-wide occupational medical departments including creating provider networks; and consults with major corporations in the areas of integrate disability management and injury prevention. The Department integrates its services with the specific needs at a particular location and customizes programmatic details as appropriate. We have a proven track record of providing diagnostic interventions, clinical treatment and educational consultative services to employees of major national corporations. Our department includes occupational medicine physicians, nurse practitioners, nurses, and other allied health professionals, all specialists in the field of occupational health.

Our programs are always customized to meet the specific needs of each individual company. Service elements include:

- First aid and emergency care
- Assessment and medical care for occupational illness and injury.
- Care coordination for case management of workers' compensation illness or injury.
- Triage services for non-occupational medical conditions to patients' family physician.
- Management and staffing of medical departments/units.
- On-site Mobile Medical Services availability using *Mobile Health One*
- Drug and Alcohol Program Design and Management
- Compliance consulting on OSHA, ADA and other federal mandates.
- Ergonomic and Occupational Environmental Assessments
- Illness and accident prevention training programs.
- Health education and screening.

Henry Ford Health is fully committed to the health of the employees of our communities and has a long, rich history of providing services in comprehensive and measurable ways. As such, our Department of Occupational Health will adhere to all elements contained within this RFP and in accordance with the outlined requirements. In addition though, we would intend to exceed those expectations and partner with the City of Troy to extend our reach beyond work related medical surveillance and to promote an atmosphere of health awareness, accountability and responsibility.

Client satisfaction is a key element in our quality evaluation and improvement system. We work closely with our corporate clients to identify improvement opportunities and monitor productivity and clinical outcomes. We also provide customized reports on a scheduled basis to demonstrate program value and performance.

Henry Ford Health's Department of Occupational Health will offer unequaled access to cost effective, high quality care to your workers and will work to tailor a clinical design based on your corporate structure, resources and goals.

Thank you for the opportunity to present our services.

http://henryford.com
http://henryford.com/occupationalhealth

CURRICULUM VITAE

Kim Ford Kezlarian, M.D., M.S.A.

HOME ADDRESS

554 Wimbleton Drive
Birmingham, MI 48009
(248) 594-4917

EDUCATION

Albion College	1971	BA in Biology
Wayne State University	1973	MS in Biology
Wayne State University	1977	MD

POST GRADUATE TRAINING

Midland Hospital Center	1997- 1980	Family Practice Residency
Central Michigan University	1990- 1993	MSA in Hospital Administration
American College of Physician Executives	1993	Masters in Medical Management
University of Cincinnati	1996-1997	Certificate in Occupational Medicine

CERTIFICATION

American Academy of Family Practice	1980
Recertification	1987, 1994, 2001, 2008, 2014 (3 year extension), 2019
ACLS	2014
BLS	current until 12/2018

PROFESSIONAL EXPERIENCE

Private Group Practice	1980-1989
5 Partners (total)	
2 Offices	
25 Employees	
26,000 Patients	
Family Practice, including Obstetrics	
Medical Director VNA of Midland	1980-1987
Medical Director Hospice of Midland	1982-1987
Medical Director Weight Management	
Center- Midland Hospital Center	
For anorexia, bulimia, and obesity	1982-1987
Henry Ford Medical Group Senior Staff	2/1989-7/2004, 10/2011- present
Sterling Heights ER (Full Time)	2/1989-1/1990
(Part Time)	1/1990-7/2004
Walk-ins at Lakeside and Troy	
Section Head	1990-1992
Physician-in-Charge Troy Center	1993-1999
Medical Director Occupational	
Medicine (2 jobs held)	1996-1999
Physician-in-Charge Sterling	
Heights Center	1999-2004
Occupational Medicine Physician	1999- 2012
(Attending Physician 2004-2011)	

DocNow Urgent Care, P.C. DBA UnaSource Urgent Care DBA WellPointe Urgent Care	2004-2011
Physician-in-Charge Royal Oak Center	2012-2014
Physician-in-Charge Same Day Walk-in Clinics	2014-2018
Occupational Medicine Director	2018-present

PROFESSIONAL SOCIETIES

American Academy of Family Practice
AMA
Michigan State Medical Society (past)
Oakland County Medical Society (past)

APPOINTMENTS AND COMMITTEES

Midland Hospital
- Finance Committee
- Tumor Board

Henry Ford Medical Group
- ER Task Force
- Managed Care Committee Northeast Region
- Planning and Marketing Committee HFHS
- Northeast Region Operations Council
- Northeast Region PIC Council
- Northeast Region Care Teams Forum
- HFHS Ambulatory Pharmacy Committee
- Northeast Region Pharmacy Utilization Committee
- HFHS Opinion Leaders Forum
- HFHS Finance Committee
- HFHS Subcapitation Committee (subcommittee for Finance Committee)
- Spinal Disease Management Oversight Committee
- Editorial Board Ambulatory Rxtra (pharmacy newsletter)
- HFMG Credentials Committee
- Primary Care Leadership Forum

COMMUNITY ACTIVITIES

Leadership Macomb	1999-2000
Leadership Macomb Program Council	2001
Macomb Symphony Board of Directors	2000-2003

Updated: 3 / 2019

Katie White

586-747-9868 | katieoneill990@gmail.com

Compassionate and dependable nurse seeking position as an RN in Occupational Health.

Education

Oakland University — Rochester, MI
Bachelor of Science in Nursing (Accelerated) — *April 2021*
GPA: 3.94

Ferris State University — Big Rapids, MI
Bachelor of Science in Integrated Studies — *May 2017*
Summa Cum Laude GPA: 4.0

Experience

Wayne Health — Jan 2022-present
Registered Nurse (contingent)-Mobile Health Clinic — Detroit, MI

- *Administer COVID-19 vaccines and COVID tests at sites throughout metro detroit*
- *Educate on hypertension and provide additional resources*
- *Check blood pressures, and record accurately for research projects*
- *Perform phlebotomy and educate on blood test results*
- *Respectfully engage with a variety of people at different locations (community, manufacturing, shelters)*

Bloomfield Vein & Vascular — Jan 2022-present
Perioperative Vascular Nurse (contingent)

- *Provide education and pre-procedure documentation to surgical patients*
- *Place IV, administer conscious sedation medication, monitor VS during procedure*
- *Provide recovery care and assess for complications post op*

Beaumont Health — Troy, MI
Registered Nurse — *June 2021-Jan 2022*

- *Provide excellent and compassionate care to critically and acutely ill patients*
- *Administer medications and education as prescribed*
- *Maintain positive attitude in a face paced work environment*
- *Charting via EPIC and Mobile Heartbeat*

Detroit Receiving Hospital — Detroit, MI
Student Nurse Associate-Burn ICU — October 2020-March 2021

- Compassionately performed hydrotherapy and wound care for critical burn patients
- Administered critical care medication via NG tube, SQ, and IM with nurse cosigner
- Bathed and positioned patients to prevent pressure ulcers
- Monitored ventilators, IVs, A-lines,
- Maintained good time management while completing several tasks
- Charted burn care with PowerChart

Beaumont Health — Troy, MI
Acute Care Rehab Tech/Clinical Assistant — Jan 2019 -Oct 2020

- Assisted Physical Therapists and Occupational Therapists with prescribed therapy plans
- Communicated and coordinated with nursing staff and therapists for patient care plans

Macomb County-Public Works Department — Macomb County, MI
Soil Erosion Inspector — Sept 2017- Jan 2019

- Followed strict rules and guidelines to promote safety and maintain the health of community waterways
- Performed field inspections on soil erosion control and NPDES permit applications
- Generated reports and communicated results with property owners
- Recommended BMPs for soil erosion and stormwater issues

CLINICAL ROTATIONS

Beaumont-Botsford Hospital — Farmington Hills, MI
Med/Surg 2- Trauma and Orthopedics — Summer 2020/Hours: 84

Ascension St. John Hospital — Detroit, MI
Med/Surg 1: Elective Surgery — Summer 2020/Hours: 84

Online Clinical Experience — Summer 2020, Fall 2020
Fundamentals of Nursing, OB, and Mental Health

VOLUNTEERING/MEMBERSHIP

Ferndale Free Clinic — March 2021-present

Wayne Health- Mobile Health Clinic- COVID Vaccine — March 2021
Wayne County Community College -Vaccine Clinic — March 2021
Oakland County Vaccine Clinic — March 2021

Meals on Wheels — 2020--present
Kensington Church-General Volunteer — 2013-2020
Spring Serve, Thanksgiving Baskets, MCREST
Clinton River Watershed Council — 2017-2020

- Road stream crossing & Adopt a Stream

Alaska State Parks- Park Ranger Assistant — May 2016

SCHOLARSHIPS/AWARDS

2020-2021 Recipient of Dr. Judi M. Fouladbakhsh Complementary Integrative Holistic BSN Scholarship
2020-2021 Macomb County-Oakland University Scholarship
2019-2020 Recipient of Macomb County Annual Fast-track Scholarship
2016-2017 Outstanding Student in Integrative Studies Award

CERTIFICATIONS

Registered Nurse, Michigan Board of Nursing , License #21144024309
BLS -AHA
ACLS-AHA
CPR and First Aid Certification
Certified Storm Water Operator
Soil Erosion and Sedimentation Control Certification
Confined Space Training Certification

Christine Hounshell
23995 Romero Ave.
Flat Rock, MI 48134
734-771-7414
dukeandchris@comcast.net

Objective: To obtain a position which enables me to utilize my skills as well as enhance and expand them.

Experience:

March 2015 to March 2020 Beaumont Hospital Taylor
Contingent position. Case manager in Rehab Dept. Opening Cases, Interviewing patient and family, Obtaining precerts and recertifications, providing referrals to appropriate community resources. Verifying insurance for PT/OT clinics, obtaining prior authorization, recording benefits prior to PT/OT appointments.

June 2014 to Feb., 2018 **Med Partners Staffing** 1-813-373-7027
Clinical Documentation Specialist-DMC/Hospital (Detroit Medical Center)

- Facilitates and obtains appropriate physician documentation for any clinical conditions or procedures to support the appropriate severity of illness, expected risk of mortality, and complexity of care of the patient
- Knowledge of clinical documentation requirements, DRG assignment, and clinical conditions or procedures
- Educates members of the patient care team regarding documentation guidelines, including attending physicians, allied health practitioners, nursing, and case management
- Queries physicians regarding missing, unclear, or conflicting health record documentation by requesting and obtaining additional documentation within the health record when needed

June 30, 2011 to June 2014 **Henry Ford Hospital** Detroit, MI
Clinical Documentation Specialist

- Same duties as above.

Sept. 2006 to June 2011 **Select Specialty Hospital** Taylor, MI
Case Manager

- PPS Management.
- Utilization Review
- Auditing open charts for appropriate documentation.
- DRG coding to optimize the patients' days, know when to discharge, and optimize payment..
- Payor referral management
- Fiscal Management
- Provide referrals to appropriate community resources; facilitate access and communication when multiple services are involved.
- Maintain accurate patient records, maintain patient confidentiality.

2008 – 2010 **Henry Ford Occupational Health** Brownstown, MI
Occupational Nurse

- Providing education and instruction on Bloodborne Pathogens, TB, and Hepatitis
- Performing TB testing
- Respirator Fit testing, Flu shot clinic

2003 – 2008 **Johnson Controls, Inc.** Rockwood, MI
Occupational Nurse

- Delivering health and safety training Eye and hearing screening
- Providing first aid and medical treatment
- Maintaining employee health records and preparing accident reports.
- Open and close medical leaves.
- Conduct surveillance.
- Maintaining first-aid kits, ordering new supplies and destroying out of date items as necessary.
- Contacting doctors and/or hospitals, as necessary, to arrange further treatment.
- Keeping up to date with legal and professional changes associated with occupational health and safety.
- Providing education and instruction to new hires.

1998 – 2002 Riverside Hospital Trenton, MI
Registered Nurse

- Floor nursing on Medical/Surgical unit with telemetry

Computer Skills: Microsoft Office products, Interqual, Lotus, HMS, 3M, Allscripts
Remote Work: Henry Ford Hospital, Detroit Medical Center
Education: Wayne County Community College Taylor, MI

- Associate of Science Degree in Nursing

References available upon request.

Richard M. Levine

10045 Nadine
Huntington Woods, MI 48070
Telephone: (248) 439-7700(H) or (248) 943-0133(C)

Credentials & Education

- Taguchi Analysis Methods, Univ. of Michigan Extension, Ann Arbor, Michigan, 1990
- Introduction to Robotics, Ford Motor Company, Dearborn, MI, 1989
- Demmings Principals of Quality, Ford Motor Co., Dearborn, MI, 1988
- SPC Training, Dial Machine & Tool Co., Jackson, MI, 1986
- Accounting for Manufacturers and Non-Accountants, Michigan State University Ext., Rochester, MI, 1982
- Basic Emergency Technology - Madonna University, 1981
- Advanced Emergency Technology - Emergency Education, Inc. 1986
- State of Michigan, Certified Fire Fighter I & II
- State of Michigan, Certified Fire Officer I, II, & III
- State Certified Instructor Fire Fighter I & II
- American Red Cross – Instructor First Aid & CPR/AED
- Certified Occupational Hearing Conservationist

Various certifications relating to fire service:

- Hazardous Materials Responder and Operations
- Certified Instructor American Red Cross, First Aid & CPR
- Ice Water Rescue Specialist
- Hi Angle Rescue Specialist
- Basic Disaster Life Support
- Advanced Disaster Life Support
- Confined Space Entry

Professional Experience

Henry Ford Health Systems ***2013-present***
Paramedic

Responsible for delivery of Occupational health testing
Worked with clients to develop Hearing Conservation program per OSHA requirements
Responsible for approving and testing of respirator masks
Participated in evaluating employees for exposure to asbestos and hexavalent chromium
Responsible for site evaluation of noise levels throughout customer location
Taught OSHA approved blood borne pathogens and TB exposure classes
Certified vision testing for several aircraft manufacturing suppliers
Evaluated pulmonary function for several clients regarding respirator use

Detroit Grand Prix 2014-present
Team Leader of Fire/Rescue vehicle

Responsible for response to vehicle crashes at world renowned car racing venue

Star EMS, Pontiac, MI 2005-present
Paramedic

- Responsible for the delivery of advanced life support care in emergency medical incidents

Hart EMS Monroe, Monroe, MI 2004-2005
President and Owner

- Started business from the ground up, purchased headquarters building, rolling stock, and brought service on line in 60 days

- Established cover points for six Paramedic ambulances in Monroe County
- Hired and assigned approximately 50 employees to provide24-hour emergency service to the citizens of Monroe County
- Supervised all day to day operations

Hart Emergency Medical Service 1999-2004
Paramedic

- Member of Paramedic emergency team during large public events, i.e: Michigan State Fair, Ethnic Festivals, Thanksgiving Day Parade
- Responded as part of an ALS/BLS ambulance team to the New York WTC disaster
- Standby paramedic at various events in the metro Detroit area

Sterling Detroit Company, Royal Oak, MI 1999-2000
Purchasing Agent

- Issued purchase orders for all outgoing materials
- Negotiated pricing for raw materials and component parts
- Tracked and scheduled receipt of raw material and components
- Instituted program for the return ofunused and surplus material
- Developed a program to summarize projected costs for new machinery

Dial Machine & Tool Company, Inc., Jackson, Michigan 1968 – 1997
Vice President, Secretary/Treasurer **- 1986-1997**

- Responsible for overall administration and profitability of this automotive manufacturer
- Reduced State of Michigan Single Business Tax by 35%
- Reduced Workers' Compensation Insurance cost by 40%
- Reduced hourly work force while increasing productivity
- Worked with union management to improve empbyee participation and productivity
- Reduced tooling capital costs by utilizing technology
- Developed specifications for several large press stamping lines, and related press feeding equipment including installation
- Directed the attainment of the following Quality Awards:
  - Ford Motor Company Q-1 Quality Award
  - The Peterbilt Truck Company and the Kenworth Motor
- Certification with CAPA (Certified Auto Parts Association)
- Negotiated favorable package to buy-out stock holders
- Negotiated price increases based on strategic and budgetary requirements
- Consolidated the manufacturing operations to generatesurplus floor space, which was leased on a long-term basis, to generate additional income with no further costs to the company
- Secured and negotiated lease of excess plant area to medical supply distribution company
- Supervised building additions and improvements for tenants

Vice-President - 1984-1992

- Responsible for Sales, Purchasing, Production, Quality and Administration
- Negotiated with bank and coordinated with the state and local Governments the issuance of an Industrial Revenue Bond in the amount of $2,500,000.00
- Worked with the Sales Manager to develop strategic plans for sales development and integration into our base business
- Worked with Q.C. Department to implement SPC and dimination of traditional Inspection/sorting Q.C. methods
- Worked with CPA firm and Controller to develop strategic plan for increased profitability and cash flow
- Supervised the acquisition of new facility enabling the plant to grow from a 24,000 sq. ft. building to a 170,000 sq. ft. operation
- Negotiated labor contracts and helped to decertify the incumbent Union in favor of a company Union
- Worked together with plant management to set up fabrication and welding department

- Developed strategies and situations to focus management and labor towards cooperation in implementation of quality and productivity improvement programs

Plant Superintendent - 1980-1984

- Supervised work force of approximately 100 people including skilled and non-skilled as well as Union and non-Union employees.

Purchasing Manager - 1975-1980

- Responsible for procuring production and non-production supplies including steel, non-ferrous metals, screw machine and outsides services
- Annual purchases of approximately $5,000,000.00
- Reduced costs of items purchased through group purchases and issuance of long term, blanket purchase orders
- Charted rejections from suppliers and determined the true cost of products purchased when quality was factored into price

Tool Room Supervisor - 1971-1975

- Supervised eight die makers
- Responsible for scheduling and repairing of stamping dies including progressive dies and line dies
- Coordinated tools/dies with production department

Tool Room Apprentice - 1968- 1971

- Sharpened stamping dies
- Built stamping dies and fixtures
- Made repairs to dies as necessary

District Chief, Farmington Hills Fire Department 1994 - 2000

- Responsible for administration and emergency response to medical emergencies and fire suppression activities.
- Developed procedures for implementation of OSHA regulations relating to bloodborne pathogens
- Developed purchase specifications, procedures, and necessary training procedures for the implementation of "Semi-automatic External Defibrillators"
- Major participant in the planning and building of new fire headquarters and fifth fire station.
- Planned and participated in annual fire department open house during "National Fire Prevention Week". This event was attended by approximately 20,000 people from the Farmington Hills area and surrounding communities. It was deemed "Best in the State", by several news reporting agencies.

Awards and association memberships

- Charter Member SME Forming Technologies Association
- Farmington Hills Fire Department-Fire Fighter of the Year-1991
- Farmington Hills Fire Department- Station Member of the Year-1986
- Numerous "Life Saving", "Unit Citation", and "Certificate of Merit" Awards
- Holder of two patents for fabricated clevis and truck bumper
- Member Michigan State Medical Society Biodefense Team
- Member Oakland County Medical Reserve Team
- Member National Association of Emergency Medical Technicians
- Secretary-Harbor Village Homeowners Association
- Chairman-Huntington Woods Emergency Preparedness Committee

ERICA FELDER
20020 Gilchrist
Detroit, Michigan 48235
(313) 285-6790
ericafelder74@gmail.com

OBJECTIVE

To obtain a Medical Coordinator position that allows me to utilize my education, medical training, management skills and knowledge to the concepts of preventive healthcare.

MEDICAL SKILLS

Butterfly & Syringe Draws, Glucose Test, Urine/Hair/Oral Drug Screen, Venipuncture, Urinalysis, Vital Signs, Transfer Specimen, Medical Profile, Insurance Billing/Code, Scheduling Appointments, Microsoft (10), Medical Transcription, TB Test, PFT Test, BAT Test, Suture/Staple Removal, EPIC System Super User, CPNG System, CSR, Chart Audits, Vision Screens, EKG

EDUCATION

Henry Ford Community College, Dearborn, MI, June 2010
Certificate of Completion: Medical Assistant Program

Henry Ford Community College, Dearborn, MI, May 2010
Associate Degree: General Studies

National Institute of Technology, Southfield, MI, February 2004
Diploma & Certificate of Completion: Phlebotomy Program

CERTIFICATION

CPR & AED Certification- BLS
Hair & Oral Drug Screen Certificate
DOT Drug Screen Certificate

EXPERIENCE

09/2010 – Present HENRY FORD HEALTH SYSTEM DETROIT, MI
Medical Assistant Coordinator - Occupational Health
Vital signs, Appointment scheduling,Patient profiles, Phlebotomy, Filing, Faxing, Hair/Oral/Urine Drug Testing, Specimen transfer, Respirator Fit test, Titmus/Snelling test, PFT, BAT, Staff training, EPIC Super User, Injections, Blood draw, Chart audits, TB test, Glucose test, CSR, EKG, Interviewing, Quality/Budget meetings, HB/PB billing

01/2007 – 05/2010 HENRY FORD COMMUNITY COLLEGE DEARBORN, MI
Mail Clerk
Delivering and sorting US mail and inter-school mail on campus as a work-study student

7/2000 - 01/2008 MYKALE, LLC DETROIT, MI
Private Duty - Homecare
Administering medications, Dermal injections, Vital signs, Glucose testing, Transport to/from doctor appointments, Bathing, Cooking, Cleaning, Laundry duties

PAULA JEAN MILLER

18161 Marsha
Riverview, Michigan 48193

Cell Phone Number: 734-377-5111
Email: paulajeanmiller24@hotmail.com

CAREER SUMMARY

Dedicated and enthusiastic healthcare professional with a broad clinical background that includes achievements in all aspects of healthcare operations, relationship building and retention, new business development/sales and risk management. Reputation for identifying / developing new productive relationships based on trust, exceeding goals, increasing staff performance, and developing / implementing strategies that increase the bottom line.

PROFESSIONAL EXPERIENCE

HENRY FORD HEALTH SYSTEM, Detroit, MI — 2004-Present
A non-profit healthcare enterprise.

Supervisor Mobile Services/ Marketing Coordinator, Occupational Health

Responsible for increased revenue utilizing various sales strategies for Occupational Health. Identify target markets and new product lines for prospective and existing customers while providing excellent customer service and adapting to customer needs. Responsible for new contract implementation and account management. Assist in the development of the annual marketing plan. Provide oversight of all on-site staff including hiring, evaluations and scheduling.

- Successfully closed the deals on numerous accounts ranging from mid-size manufacturing plants to Fortune 500 companies, federal/local entities and school districts.
- Generated enough new business to justify opening a new clinic.
- Developed and operationalized new product lines increasing revenue for department while keeping up with demands of the customer.
- Consistently meet targeted projections for cold sales calls and telemarketing as proven by monthly activity reports.
- Expanded staffing model to include paramedics to decrease costs and increase coverage.
- Increased knowledge of regulatory requirements to assist in development and implementation of new services.

ST. JOHN NORTHEAST COMMUNITY HOSPITAL, Detroit, MI — 1998-2003
A 268 bed acute care facility, formerly Saratoga / Holy Cross Hospital.

Manager, Medical Affairs

With a budget of over 4 million dollars managed the Medical Staff Office and Medical Library staff including establishment of policies and procedures, creating and implementing process improvement initiatives, oversight of continuing medical education program, medical staff committees and physician leadership related issues. Directly involved with physician recruitment, retention, credentialing and strategic planning activities.

- Successfully reduced 2003-2004 Budget by 6 percent within allocated deadline by reducing on-call compensation and self pay claims programs.
- Increased productivity of staff and volunteers with reorganization of department.
- Spearheaded process improvement initiatives increasing patient and physician satisfaction and ultimately increasing revenue.

Manager, Medical Affairs-continued

- Selected to provide back up coverage for Risk Manager and established process for expediting physician related incident reports resulting in improved patient care and prompt intervention by medical staff leadership.
- Initiated, created and implemented new formalized medical staff orientation program improving utilization of hospital services and enhanced physician loyalty.
- Consistently met Joint Commission medical staff regulatory standards without any Type I recommendations contributing to hospital's reaccredidation and zero fines.
- Appointed as hospital's Corporate Compliance Officer and successfully achieved 100 percent employee training while implementing automated training modules.

SARATOGA COMMUNITY HOSPITAL, Detroit, MI 1988-1998
A 198 bed acute care facility.

Assistant Director, Physician Services 1990-1998
Responsible for developing and implementing physician recruitment and retention Plan. Tracked physician related hospital activity, both in-patient and out-patient. Traveled to physician practices for recruitment and retention purposes.

- Successfully recruited by use of cold call sales technique an average of 25 new non-employed physicians per year, resulting in increased revenue and closure of gap in specialty coverage.
- Played a key role in the successful integration of two medical staffs reducing potential conflicts and affording a smooth transition of the new medical staff.
- Developed unique hospital sponsored educational programs and assistive tools for physicians and their office staff increasing physician loyalty.
- Consistently conducted prompt intervention with current medical staff members when physician utilization statistics decreased, avoiding loss of customer satisfaction and revenue.

Director, Occupational Health 1988-1990
Responsible for designing off site out-patient rehabilitation facility. Marketed Occupational Health services to prospective customers.

- Successfully completed off site rehabilitation facility plan reducing costs to hospital by alleviating the need to retain consultants for the project.
- Consistently identified potential customers, close the deal and maintain customer satisfaction resulting in increased revenue.

EDUCATION

Masters Degree, HealthCare Administration, Central Michigan University, Mount Pleasant, MI 1995
BS, Occupational Therapy, Wayne State University, Detroit, MI 1983

COMMUNITY INVOLVEMENT

Vice President, Riverview Community School District Board of Education 2002-2008
Member, City of Riverview Parks and Recreation Commission 2001-2002

Occupational Health Centralized Scheduling and Access Center

Available M-F 8:00 a.m. - 4:30 p.m.

Toll-Free: 1-877-298-3350

Email: centralaccess@hfhs.org

One number *connecting your company and employees to business healthcare services.*

Our team of friendly, highly-trained scheduling specialists is ready to serve you with the excellent customer service and attention to detail that you have come to expect from Henry Ford Health System's Occupational Health Services

Using our new phone number or our direct email address, our intake center will be able to schedule appointments/pre-register your employees and matching them to one of our clinics located conveniently to their home or workplace. In addition, our staff can help navigate other business needs such as:

- Setting up additional services for your company
- Booking an on-site mobile healthcare event
- Connecting you to a specific Henry Ford Clinical Services
- Connecting you to a service location throughout the state
- Setting up a 24/7 clinical triage program

- LOCATIONS -

Chesterfield	**30795 23 Mile Road, Chesterfield, MI 48047**
Detroit	**3300 E. Jefferson, Detroit, MI 48207**
Fraser	**15717 15 Mile Road, Fraser, MI 48035**
Royal Oak	**616 N. Main Street, Royal Oak, MI 48067**
West Bloomfield	**6530 Farmington Road, West Bloomfield, MI 48322**

Henry Ford Health System

OCCUPATIONAL HEALTH

132894 6/19

HENRY FORD HEALTH GoHealth
URGENT CARE

Go Health Clinics

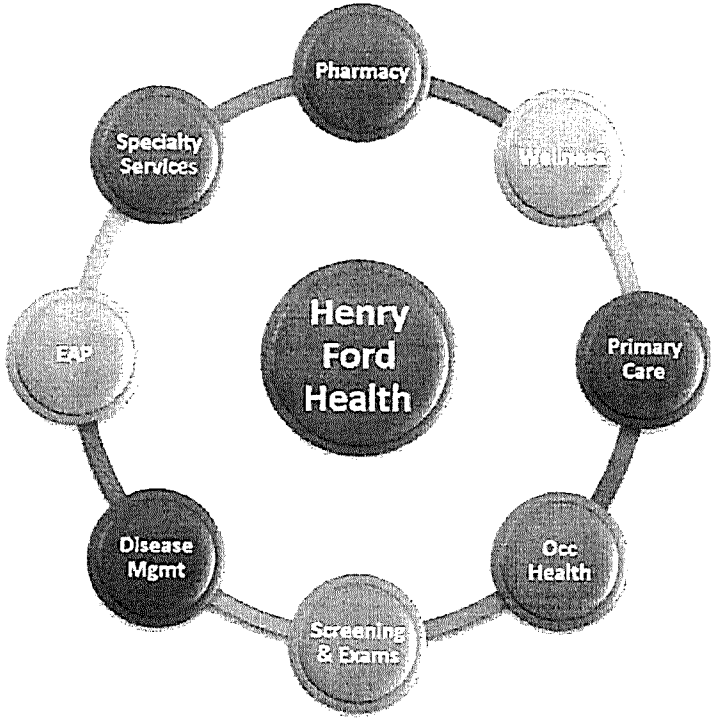
Site Name	Address	Week day hours	Weekend & Holiday Hours	Phone Number	Notes
Bruce Township	80650 Van Dyke Road. Bruce Township, MI 48065	8am-8pm	9am-5pm	(586) 277-0244	
Fraser	15717 15 Mile Road. Clinton Township, MI 48035	8am-8pm	9am-5pm	(586) 210-6923	
Chesterfield	30795 23 Mile Road. New Baltimore, MI 48047	8am-8pm	9am-5pm	(586) 277-0502	
Livonia	29601 West Seven Mile Road. Livonia, MI 48152	8am-8pm	9am-5pm	(734) 743- 2579	
Clinton Township	40463 South Groesbeck Highway. Clinton Township, MI 48306	8am-8pm	9am-5pm	(586) 300-9114	
Southgate	16258 Fort Street. Southgate, MI 48195	8am-8pm	9am-5pm	(734) 250-9062	
Bloomfield Hills	3580 West Maple Road, Bloomfield Hills, MI 48301				Opens 8/29
Canton	48321 Ford Road, Canton MI 48187				Opens 9/5
Dearborn	26763 Ford Road, Dearborn Hights, MI 48127				Opens 9/12
West Bloomfield	6901 Orchard Lake Road. West Bloomfield, MI 48322	8am-8pm	9am-5pm	(248) 671-3074	

Henry Ford @ Work
Employer Health Solutions
Presented For City of Troy

HENRY FORD HEALTH

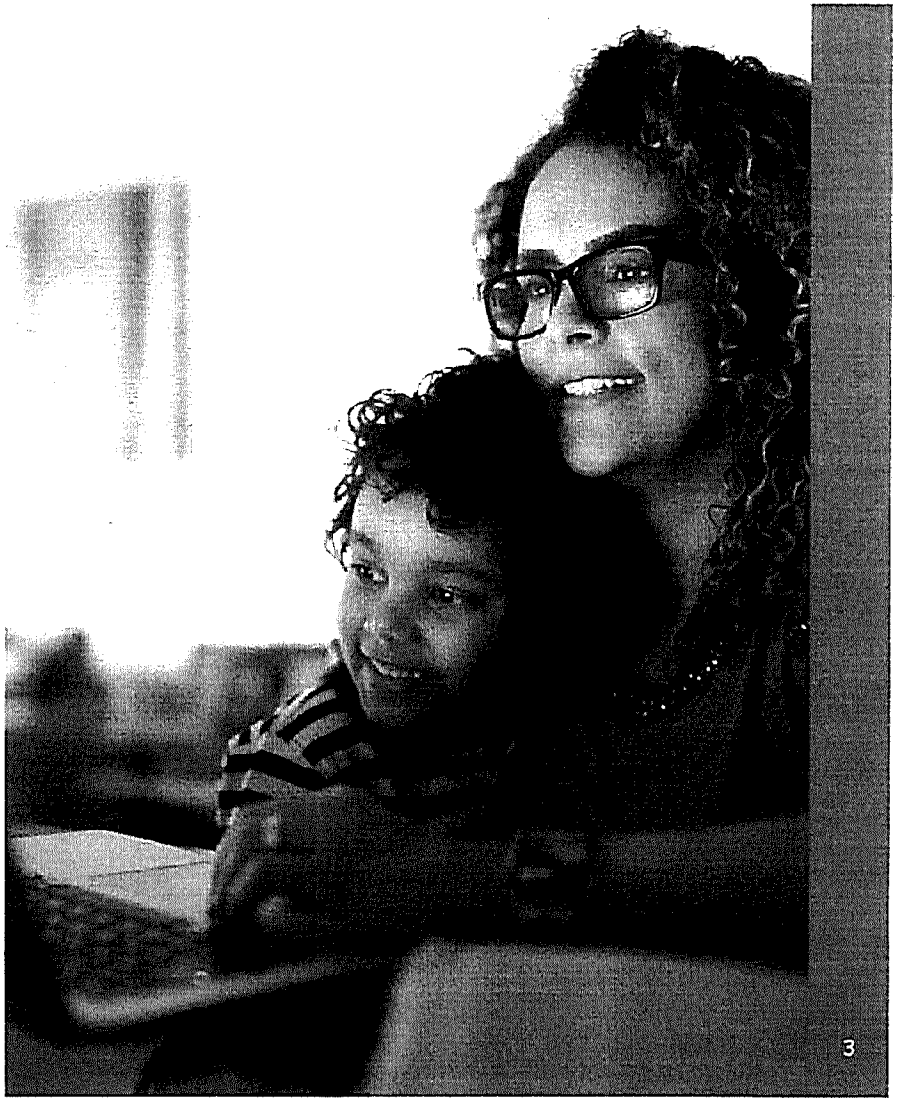
Description of Core Service Model

Henry Ford's innovative model links clinical care to prevention in one independently operated workplace health center.



Important Features

- Central location to allow employees to remain within work site for care.
- Continuity of care
- Personalized case management and support
- Reduced time away from worksite for clinical needs and follow-up visits
- Better allocation of resources
- Positive employee engagement opportunity
- Accessibility for spouses, dependents & retirees (preventative care)
- Elimination of doctor's office visit co-pays
- Improved return to work programs



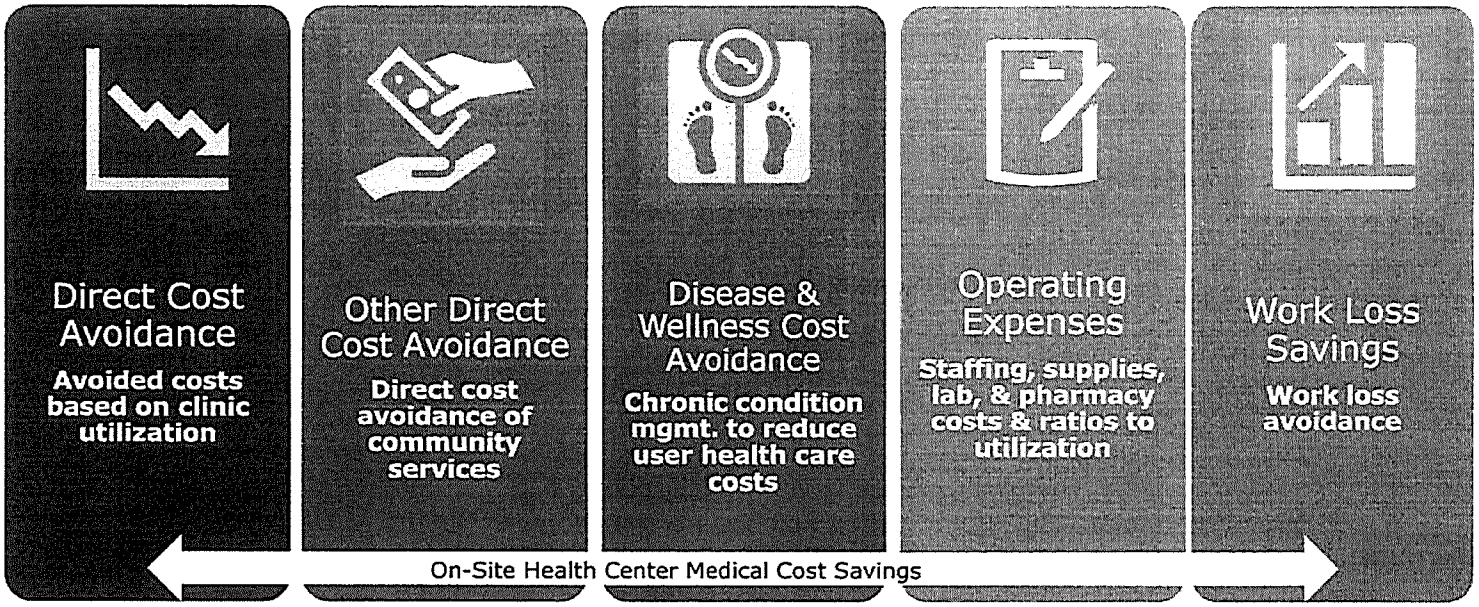
HENRY FORD HEALTH

Future Trends

Illness & Injury Treatment	→	Prevention
Disease Condition	→	Wellness Management
Medical Costs	→	Health Results
Absenteeism	→	Engaged Employee

HENRY FORD HEALTH

Typical ROI Metrics



Additional Information

- Henry Ford Health has provided customized on-site employer-based health services for over 20 years.
- We design your operations based on your specific goals for the health and welfare of your employees.
- Our health centers are a comprehensive wellness focused model that incorporates a broad based and integrated health care delivery model.
- Our focus is on engaging the employee in their wellness, disease management and prevention.

Contact Information:

Paula Miller
Business Development Executive
313-874-9470

HENRY FORD HEALTH

5. **Firefighter Services:** Provide experience and qualifications of personnel to be assigned to the City. Include name and position title, total years' experience with current Company and other education, certifications, summary of pertinent experience and qualifications and other information regarding Firefighter experience that would assist the City in determining the qualifications of the individuals and their ability to complete the services needed.

All of our staff is very experienced in working with Firefighters at various levels. We remain current in the latest versions of the NFP standard and assist our Fire Department partners with necessary medical surveillance/wellness opportunities as it relates to grant submission. Our Medical Providers stand ready to assist in consulting should a Fire Department have any unique situations needing medical guidance.

6. **DOT Drug/Alcohol Screening:** Describe the Company's experience and qualifications with DOT drug and alcohol specimen collection, recordkeeping, and Medical Review Officer tasks. Provide the list of personnel to be assigned to the City in relation to this program. Include name and position title, total years' experience with current Company and other education, certifications, summary of pertinent experience and qualifications and other information regarding DOT drug and alcohol experience that would assist the City in determining the qualifications of the individuals and their ability to complete the services needed.

Our clinical team is drug and alcohol certified to perform DOT Drug and Alcohol Testing. We have several MRO Physicians within our Department as well as a few DOT program assistants. All of our providers at our Clinics are DOT Certified and many of our Mobile Providers are as well.

7. The City is asking for a four-business day turnaround for pre-placement physical results, under regular circumstances. Please indicate the Company's average turnaround time for such results.

4 days is a reasonable turn around time for results, pending there is no outstanding circumstance with lab tests coming back for the testing Lab or a delay due to a non negative drug screen. If this is the case, we would notify the City of the delay.

8. Provide the Company's experience with special events such as annual Audiograms, PFTs, flu shots, etc. Include if on site at the customer's location, billing process, and other pertinent information.

Our Department is an all inclusive Occupational Department servicing a variety of customers and perform such clinical services as those listed above on a routine basis. In addition, we provide wellness initiatives and coaching based on the needs of a company. As mentioned previously we have over 350 clients with varying needs so every client's profile is customized. We provide our customers with an invoice on a monthly basis for services rendered.

9. The City is required to have 24/7 Workers Compensation treatment and drug and alcohol screening. Is the Company able to accommodate this request by themselves or with a partnership? Please describe below.

Currently, our Clinics are open M-F 8am to 4:30pm M-F and we have partnered with Go Health Urgent Care to provide injury management after our clinic hours and weekends/holidays. Should a drug/alcohol test be needed after hours we could either perform the testing the next business day, post accident or explore a partnership with an external drug/alcohol provider for after hours testing.

10. Describe the recordkeeping process and electronic administrative system for the requested services.

Henry Ford Occupational Health uses an electronic medical record system called EPIC. Employers may receive results in several ways for services rendered. We may create a portal for you to retrieve your results or we can email/fax to specified employer representatives identified.

11. Provide your understanding of the service and special qualifications and experience that you bring to the City if selected.

We would be providing a comprehensive variety of Occupational Services ranging from Pre-employment Physicals, Annual Exams/Testing, Vaccinations, Injury Management and drug and alcohol testing. We would be open to discuss the annual testing needs for the Fire Dept. and discuss the possibility of on site services for them.

12. Describe methods of communication with your clients.

We communicate in a variety of fashions both direct and indirect. We can meet in person, via phone, facilitate virtual calls, emails etc. At a minimum we send out email blasts to all our clients with updated helpful information. If there are certain Hot Topics we are noticing and feel beneficial in communicating with our customers we will send out the email blasts more frequently. After every work related injury initial or follow up visit our provider will call the DER for the City to communicate the findings and discuss the treatment plan.

13. What are your billing procedures?

We will invoice the City monthly using a method you prefer, email or direct mail.

14. List any EXCEPTIONS/ALTERNATES to the specifications contained in this Request for Proposal.

Nothing at this time

THE FOREGOING QUESTIONNAIRE IS A TRUE STATEMENT OF FACTS:

Signature of Authorized Firm Representative: Paula Miller

Title of Authorized Firm Representative: Marketing Coordinator

Representative's Name: Paula Miller
(print)

Firm Name: Henry Ford Occupational Health

Address: 1 Ford Place, 2 F, Detroit, MI 48202

Phone Number: 313-874-9470 or cell: 734-377-5111

Fax Number: 313-874-6037

E-mail: pmiller2@hfhs.org

Date: 10-5-2022

SIGNATURE PAGE

PRICES

Prices quoted shall remain firm for 90 days or bid award, whichever comes first, except the successful bidder whose prices shall remain firm from date of award through successful completion of all specified requirements of this contract. The two- year contract may be extended through mutual consent of both parties for two (2) additional, 2-year periods within 90 days of contract termination based upon the same terms and conditions.

The City can accept an increase at the beginning of each renewal option year not to exceed the State of Michigan, Department of Treasury Inflation Rate Multiplier. The increases are subject to review and mutual agreement of both parties.

SIGNATURE OF AUTHORIZED FIRM REPRESENTATIVE: Paula Miller

NOTE: The undersigned has checked carefully the bid figures and understands that he/she shall be responsible for any error or omission in this offer and is in receipt of all addendum as issued.

FIRM: Henry Ford Occupational Health Department

ADDRESS: 1 Ford Place, 2F CITY: Detroit STATE: MI ZIP:48193

TELEPHONE NUMBER (313) 874-9470 FAX NUMBER (313) 874-6037

REPRESENTATIVE'S NAME: Paula Miller

(Print)

SIGNATURE OF AUTHORIZED FIRM REPRESENTATIVE: Paula Miller

TERMS: As specified in RFP EMAIL: pmiller2@hfhs.org

COMPLETION: AS SPECIFIED IN BID REQUIREMENTS.

EXCEPTIONS:

Any exceptions, substitutions, deviations, etc. from City specifications and this proposal must be stated below. The reason(s) for the exception, substitution, and/or deviation are an integral part of this proposal offer:

_____

_____

_____

_____

ACKNOWLEDGEMENT: I, Paula Miller, certify that I have read the **Instructions to Bidders** (4 Pages) and that the proposal documents contained herein were obtained directly from the City's Purchasing Department or MITN Purchasing Group website, www.bidnetdirect.com//city-of-troy-mi and is an official copy of the Authorized Version.

SIGNATURE OF AUTHORIZED FIRM REPRESENTATIVE: Paula Miller

IMPORTANT: All City of Troy purchases require a **MATERIAL SAFETY DATA SHEET,** where applicable, in compliance with the **MIOSHA** "Right to Know" Law.

NOTE: The City of Troy, at their discretion, may require the bidder(s) to supply a Financial Report from an impartial Financial Credit Reporting Service before award of contract.

U.S. FUNDS: PRICES QUOTED SHALL BE IN U.S. CURRENCY.

To All Bidders:

Please be advised that the City of Troy Purchasing Department has authorized the following ANSWERS TO QUESTIONS regarding Bid Proposal **RFP-COT 22-33, Occupational Medical Services.** The CHANGES will be considered an integral part of the original proposal documents.

QUESTION:
Is there a geographic radius as to where the clinic can be located from Troy?

ANSWER:
A specific mile radius has not been set but due to injury care we wouldn't want a facility over 10 miles.

QUESTION:
Would the City entertain other delivery models?

ANSWER:
The City may entertain other or additional services if it meets the needs of the City. However, please submit proposals to meet all the requirements, scope and pricing as defined in the RFP. Information regarding optional delivery models or services may be included with your agency's proposal and may include pricing, logistics, requirements, etc. for these additional services.

I, the undersigned Bidder, have read this addendum and have integrated the changes into the Bid Proposal documents for RFP-COT 22-33, **Occupational Medical Services.** All other items in the original proposal document remain the same. This addendum should be included in the proposal packet at the time of submission on or before **Thursday, October 6, 2022** at 10:00 A.M., **EDT** on the MITN website.

COMPANY: Henry Ford Occupational Health

NAME OF REPRESENTATIVE: Paula Miller
(Print)

SIGNATURE OF AUTHORIZED REPRESENTATIVE: Paula Miller

ADDRESS: 1 Ford Place, 2F
Detroit, MI 48202

DATE: 10/5/2022

VENDOR CERTIFICATION
THAT IT IS NOT AN
"IRAN LINKED BUSINESS"

Pursuant to Michigan law, (the Iran Economic Sanctions Act, 2012 PA 517, MCL 129.311 et seq.), before accepting any bid or proposal, or entering into any contract for goods or services with any prospective Vendor, the Vendor must first certify that it is not an "IRAN LINKED BUSINESS", as defined by law.

Vendor	
Legal Name	Henry Ford Health System – Occupational Health Department
Street Address	1 Ford Place, 2F
City	Detroit
State, Zip	MI. 48202
Corporate I.D. Number/State	/Michigan
Taxpayer I.D. #	381-35-7020

The undersigned, with: 1.) full knowledge of all of Vendors business activities, 2.) full knowledge of the requirements and possible penalties under the law MCL 129.311 et seq. and 3.) the full and complete authority to make this certification on behalf of the Vendor, by his/her signature below, certifies that: the Vendor is NOT an "IRAN LINKED BUSINESS" as require by MCL 129.311 et seq., and as such that Vendor is legally eligible to submit a bid and be considered for a possible contract to supply goods and/or services to the City of Troy.

Signature of Vendor's Authorized Agent: Paula Miller

Printed Name of Vendor's Authorized Agent: Paula Miller

Witness Signature: Logan Bryer

Printed Name of Witness: Logan Bryer

Request for Proposal
Medical Services

Legal Status of Bidder:

The Bidder shall fill out the appropriate form and strike out the other two:

A **Corporation** duly organized and doing business under the laws of the State of Michigan for whom Pat Miller, bearing the office title of Marketing Coordinator whose signature is affixed to this proposal, is duly authorized to execute contracts.

A **partnership**, all members of which, with addresses, is:

AN **INDIVIDUAL**, WHOSE SIGNATURE IS AFFIXED TO THE PROPOSAL:

CITY OF TROY
OAKLAND COUNTY, MICHIGAN
NON-COLLUSION AFFIDAVIT

TO WHOM IT MAY CONCERN:

Paula Miller, being duly sworn deposed, says that he/she
(Print Full Name)
is Marketing Coordinator. ~~The~~ party making the foregoing proposal or bid,
(State Official Capacity in Company)

that such bid is genuine and not collusion or sham; that said bidder has not colluded, conspired, connived, or agree, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding and has not in any manner directly or indirectly sought by agreement or collusion, or communication or conference, with any person to fix the bid price or affiant or any other bidder, or to fix any overhead, profit, or cost element of said bid price, or that of any other bidder, or to secure the advantage against the City of Troy or any person interested in the proposed contract; and that all statements contained in said proposal or bid are true.

Paula Miller
SIGNATURE OF PERSON SUBMITTING BID

Tamara G. Hemovich
NOTARY'S SIGNATURE

Subscribed and sworn to before me this 5th day of October, 2022 in and for Wayne County.

My commission expires:
6/14/2027

Tamara G Hemovich
Notary Public of Michigan
Macomb County
Expires 06/14/2027
Acting in the County of Wayne

CERTIFICATION REGARDING
DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS

The prospective participant certifies, to the best of its knowledge and belief, that it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions under any non-procurement programs by any federal, state or local agency.

2. Have not, within the three year period preceding, had one or more public transactions (federal, state, or local) terminated for cause or default; and

3. Are not presently indicted or otherwise criminally or civilly charged by a government entity (federal, state, or local) and have not, within the three year period preceding the proposal, been convicted of or had a civil judgment rendered against it:

   a. For the commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public transaction (federal, state, or local), or a procurement contract under such a public transaction;

   b. For the violation of federal, or state antitrust statutes, including those proscribing price fixing between competitors, the allocation of customers between competitors, or bid rigging; or

   c. For the commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.

I understand that a false statement on this certification may be grounds for the rejection of this proposal or the termination of the award. In addition, the general grant of this authority exists within the City's Charter, Chapter 12, Section 12.2- Contracts.

X ***I am able to certify to the above statements.***

Henry Ford Occupational Health Department

Name of Agency/Company/Company *(Please Print)*

Paula Miller, Marketing Coordinator

Name and title of authorized representative *(Please Print)*

Paula Miller 10/5/2022

Signature of authorized representative Date

/ / ***I am unable to certify to the above statements. Attached is my explanation.***

G:\Purchasing Forms - Instructions\Certification regarding debarment (2).doc

Proposer's Sworn and Notarized Familial Disclosure

(to be provided by the Proposer)

The undersigned, the owner or authorized officer of Henry Ford Occupational Health (the "Proposer"), pursuant to the familial disclosure requirement provided in the Request for Proposal, hereby represent and warrant, except as provided below, that no familial relationships exist between the owner(s) or any employees of Henry Ford Occupational Health and any member of the City of Troy City Council or City of Troy management.

List any Familial Relationships: None

BIDDER:

By: Paula Nille

Its: Marketing Coordinator

STATE OF MICHIGAN)

)ss.

COUNTY OF Wayne)

This instrument was acknowledged before me on the 5th day of October, 2022, by Tamara G. Hemovich

Tamara G Hemovich
Notary Public of Michigan
Macomb County
Expires 06/14/2027
Acting in the County of Wayne

500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Date: October 18, 2022

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Dee Ann Irby, Controller
Jeanette Menig, Human Resources Director
Shawn Hugg, Deputy Fire Chief
Emily Frontera, Purchasing Manager

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

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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.
- Services provided has historically been conducted at the available clinic facilities.
- *Ascension Michigan at Work of Madison Heights, MI* has provided our primary Occupational Medical Services since January 2021.

Purchasing

- September 21, 2022 a Request for Proposal was issued and posted on the MITN Purchasing Group website; www.bidnetdirect.com//city-of-troy-mi. 171 firms were notified of this bid opportunity.
- October 6, 2022, 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	171
Troy Companies notified via MITN	10
Troy Companies - Active email Notification	10
Troy Companies - Active Free	0
Companies that viewed the bid	15
Troy Companies that viewed the bid	2

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.

- Three (3) proposals were received:
  - Ascension Michigan Employer Solutions — Madison Heights, MI
  - Dee Davis Inc. — Troy, MI
  - Henry Ford Occupational Health — Detroit, 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 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 Resource Director
    - Bridget Hefner, Human Resource Specialist
    - Shawn Hugg, Deputy Fire Chief

- Based on the Firm's proposal scores, the top two ranked firms were interviewed by the Committee on October 18, 2022.
    - Ascension Michigan Employer Solutions
    - Henry Ford Occupational Health

- Based on proposals, interviews and scoring criteria, the Committee unanimously recommends awarding a contract to the highest rated proposer *Henry Ford Occupational Health of Detroit, MI.*
- *Henry Ford Occupational Health* utilizes an established secure portal for retrieval of test results, allowing for Human Resources staff to monitor and collect results on-demand as available.
- *Henry Ford Occupational Health* accepts both paper and electronic submission of treatment authorization forms.
- *Henry Ford Occupational Health* is supported by a network hospital facility; the City of Troy will have access to several clinic locations, with our primary resources centered in Royal Oak and Sterling Heights.
- *Henry Ford Occupational Health* has a wide range of Occupational Medicine accounts including several municipalities and fire departments in Southeast Michigan.
- *Henry Ford Occupational Health* references were checked and were positive.

Financial
Funds have been budgeted and are available in the operating budgets of the various departments.

Recommendation
City management recommends awarding a two (2) year contract to *Henry Ford Occupational Health of Detroit, MI* with the option to renew for two 2-year periods as a result of a best value evaluation process for Occupational Medical Services; at prices contained in the bid tabulation opened on October 6, 2022. In addition, City management will continue to investigate the costs and feasibility of opportunities for on-site and mobile care models, as identified in the proposal and interview.

VENDOR NAME:	Ascension Michigan Employer Solutions	Henry Ford Health System-Occupational Health	Dee Davis Inc.
CITY:	Madison Hgts., MI	Detroit, MI	Troy, MI
PROPOSAL: FURNISH TWO (2) YEAR REQUIREMENTS FOR OCCUPATIONAL MEDICAL SERVICES (on an as needed basis) FOR THE CITY OF TROY WITH TWO (2) 2-YEAR RENEWAL OPTIONS			
FEE PROPOSAL:			
Medical Services Cost	**Proposed Fee per item/package**	**Proposed Fee per item/package**	**Proposed Fee per item/package**
Audiogram – Pre-placement	$35.00	$32.00	NOT SPECIFIED
Audiogram with Analysis – Annual	$45.00	$32.00-audiologist review STS-$60.00	
Breath Alcohol Test – DOT	$45.00	$46.00	
Breath Alcohol Test – Non-regulated	$45.00	$46.00	
Back Evaluation (no X-ray)	Included with Physical	Included with Exam	
DOT Random Drug & Alcohol Specimen Collection (24/7)	Not available outside of business hours	$38.00-8am to 4:30pm	
DOT Random Drug & Alcohol Recordkeeping	Maintained via TPA	Included in the process	
EKG Resting	$60.00	$100.00	
Electronic Administrative System Login (Recordkeeping)	Portal pilot to begin 10/20/2022, no charge	TBD	
Fitness for Duty/Return to Work Physical	$50.00	$126.00	
General Health Panel 2 331393 (Chem23,CBC,UA)	CBC $31, Chem23 $50, UA $15	$110.00	
Hepatitis A Vaccine – 1st Injection	$115.00	$108.00	
Hepatitis A Vaccine – 2nd Injection	$115.00	$108.00	
Hepatitis B Surface Antibody Quant 8475	$40.00	$69.00	
Hepatitis B Vaccine – 1st Injection	$135.00	$80.00	
Hepatitis B Vaccine – 2nd Injection	$135.00	$80.00	
Hepatitis B Vaccine – 3rd Injection	$135.00	$80.00	
Lift Test	$24.00	$62.00	
OSHA Respirator Physical	$45.00	Exam-$57.00	
OSHA Respirator Questionnaire	$30.00	$18.00	
OSHA Respirator Questionnaire Recordkeeping	Included	Included with Questionnaire	
Physical – DOT – Pre-placement	$80.00	$91.00 Exam Drug Screen $60.00	
Physical – DOT – Re-certification	$80.00	$91.00	
Physical – Non-DOT	$55.00	$57.00	
Pulmonary Function Test	$60.00	$62.00	
Stress Test – ECHO	$350.00	$275.00	
TB Skin Test	$28.00	$30.00	
Tetanus Toxoid Vaccine	$60.00	$88.00	
Urine Drug Screen – DOT – 10 panel	$75.00	5 Panel DOT-$60.00	
Urine Drug Screen – Non-regulated – 10 panel	$58.00	$54.00	
Vision Titmus/Color Perception	$28.00	$20.00	
NFPA 1582 Fit For Duty Physicals	See attached NFPA recommendations	Exam Only $126.00	

VENDOR NAME:		Ascension Michigan Employer Solutions	Henry Ford Health System	Dee Davis Inc.
OPTIONAL: **Additional Pricing Requested (Volunteer Firefighters)**				
Medical Services Cost		**Proposed Fee per item/package**	**Proposed Fee per item/package**	**Proposed Fee per item/package**
Abdominal and Testicular Exam		SEE ATTACHED FOR NFPA RECOMMENDATION AND PRICING	NOT SPECIFIED	NOT SPECIFIED
Blood Pressure, Pulse				
Colonoscopy				
Complete Blood Count				
Comprehensive Metabolic Panel				
EKG				
Exercise Stress Echocardiogram Test				
Eye and Hearing Exams				
Fasting Lipids and Blood Glucose				
Fecal Occult Blood Testing				
Heart and Lung Exam				
Hemoglobin A1c				
Hepatitis Profile				
Liver Function Test				
Low-dose Chest CT Scanning				
Mammogram				
Musculoskeletal Exam				
Neurological Exam				
Oxygen Saturation				
Pelvic and Pap Smear				
Prostate and Rectal Exam				
Prostate-specific Antigen				
Pulmonary Function Test				
Respiratory Rate and Temp.				
Thorough Skin Exam				
Throat and Thyroid Exam				
Thyroid Panel				
Urinalysis and Urine Biomarkers				
Vascular Exam				
Weight and Body-fat Index				
Hours of Operation:		M-F 7:30AM - 4:00PM	M-F 8:00AM - 4:30PM	NOT SPECIFIED
24 Hour Phone No.:		After hours injury care provided in Hospital ER's	734-377-4511	
Contact Person:		Kory Showers, Accout Executive	Paula Miller	
Phone No.:		248-905-1420	734-377-5111	
References:	Y or N	Y	Y	Y
Can meet insurance requirements:	Y or N	Y	Y	Y
Completed/Signed Vendor Questionnaire:	Y or N	Y	Y	N
Terms:		Agreed as stated in RFP	As specified in RFP	NOT SPECIFIED
Exceptions:		None	None	NOT SPECIFIED
Acknowledgement:	Y or N	Y	Y	N
Addendum:	Y or N	Y	Y	Y
Forms:	Y or N	Y	Y	Missing *Legal Status of Bidder*

Attest:
*(*Bid Opening conducted via a Zoom Meeting)*
Jeanette Menig
Andrew Chambliss
Heather Chomiak

Emily Frontera
Purchasing Manager

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
10/28/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh Management Services Cayman, Ltd. P.O. Box 1051 23 Lime Tree Bay Avenue Governors Square, Building 4, 2nd Floor Grand Cayman KY1-1102, Cayman Islands CN103050471--GL/PL-2022	**CONTACT NAME:** **PHONE (A/C, No, Ext):** **FAX (A/C, No):** **E-MAIL ADDRESS:**
	INSURER(S) AFFORDING COVERAGE — **NAIC #** **INSURER A :** Onika Insurance Co Ltd — 3770080
INSURED Henry Ford Health System c/o Risk Finance and Insurance Services 1 Ford Place - 4B Detroit, MI 48202-3450	**INSURER B :** **INSURER C :** **INSURER D :** **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** CHI-010168347-01 **REVISION NUMBER:** 1

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			OIC-4122-HSP	04/01/2022	04/01/2023	EACH OCCURRENCE	$ 6,000,000
	X CLAIMS-MADE ☐ OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$
	X Professional Liability						MED EXP (Any one person)	$
	X $500,000 SIR						PERSONAL & ADV INJURY	$
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 33,000,000
	X POLICY ☐ PRO-JECT ☐ LOC						PRODUCTS - COMP/OP AGG	$
	OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	☐ ANY AUTO						BODILY INJURY (Per person)	$
	☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	☐ UMBRELLA LIAB ☐ OCCUR						EACH OCCURRENCE	$
	☐ EXCESS LIAB ☐ CLAIMS-MADE						AGGREGATE	$
	☐ DED ☐ RETENTION $							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N						☐ PER STATUTE ☐ OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? N	N/A					E.L. EACH ACCIDENT	$
	(Mandatory in NH)						E.L. DISEASE - EA EMPLOYEE	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - POLICY LIMIT	$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Project Name: Occupational Health Services. City of Troy is included as Additional Insured on a primary and noncontributory basis. 30-day Notice of Cancellation will be provided to the Certificate Holder.

CERTIFICATE HOLDER

City of Troy
500 W Big Beaver Rd
Troy, MI 48084

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/28/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh USA Inc. One Towne Square Suite 1100 Southfield, MI 48076 Attn: detroit.certrequest@marsh.com CN103050471-hosp-Main-22-23	**CONTACT NAME:** **PHONE (A/C, No, Ext):** **FAX (A/C, No):** **E-MAIL ADDRESS:**
INSURED Henry Ford Health System c/o Risk Finance and Insurance Services One Ford Place, Suite 4B and Trusted Health Plan of Michigan 2850 W. Grand Blvd. Detroit, MI 48202	**INSURER(S) AFFORDING COVERAGE** — **NAIC #** **INSURER A :** Zurich American Insurance Co — 16535 **INSURER B :** N/A — N/A **INSURER C :** N/A — N/A **INSURER D :** **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** CHI-010189210-01 **REVISION NUMBER:** 6

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PRO-JECT ☐ LOC ☐ OTHER:						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ $ $ $ $ $
A	**AUTOMOBILE LIABILITY** ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY			BAP 5223619-13	09/01/2022	09/01/2023	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 2,000,000 $ $ $
	UMBRELLA LIAB ☐ OCCUR **EXCESS LIAB** ☐ CLAIMS-MADE DED ☐ RETENTION $						EACH OCCURRENCE AGGREGATE	$ $
A	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBEREXCLUDED? **(Mandatory in NH)** Y/N: N / N/A If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		EWS 6552552-13 SIR: $400,000 Excess WC / Employer's Liability	09/01/2022	09/01/2023	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Certificate holder is/are included as additional insured where required by written contract with respects to Auto liability. This insurance is primary and non-contributory over any existing insurance and limited to liability arising out of the operations of the named insured subject to policy terms and conditions with respects to Auto liability.

CERTIFICATE HOLDER

City of Troy
500 W Big Beaver Rd.
Troy, MI 48084

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Marsh USA Inc.

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