

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL FOR  
Medical Testing Services - RFP NO. 9349**

**COMMITTEE MEMBERS:**

- Gary Watahira, Purchasing Manager/Facilitator, City of Fresno, Finance Department–Purchasing
- Michael Payne, Risk Manager, City of Fresno, Human Relations Department
- Clark Connelly, Sr. Risk/HR Analyst, City of Fresno, Human Relations Department
- Elizabeth Watlington, Transit Operations Manager, City of Fresno, Fresno Area Express
- Bertha Najera, Personnel Manager, City of Fresno, Police Department

**BACKGROUND**

The goal of this Request for Proposal (RFP) was to solicit proposals for medical testing services.

Proposals were submitted by the Four vendors according to the Request for Proposal October 16, 2015 deadline.

<u>Vendor</u>	<u>Projected Annual Cost</u>
Firm	\$110,548
Occu-Med	\$146,805
Kaiser	\$170.834
Concentra	\$226,038

**COMMITTEE NOTES**

Evaluation committee members were in agreement that the four responsive proposers are capable of providing the City of Fresno with a medical examination and testing services. All four have experience with large diverse organizations and the resources to provide the services. The Committee's top priority was service delivery timeliness for medical testing results, physical testing results as well as appointment scheduling and waits times for the scheduled appointments.

Each member agreed that based on the proposals and interview process, Occu-Med would provide the best value based on price and ability to meet the service needs of the City in a timely manner.

**Occu-Med**

Occu-Med's proposal and interview provided the committee with most confidence that service delivery would be timely and meet the expectations of the City. Demonstrating a clear understanding of the critical need for timely results, Occu-Med offered a variety of options to provide service including on-site mobile services along with traditional office visits. Occu-Med also demonstrated their commitment to service delivery by presenting their report that tracks the time standards for their service delivery. The report would be provided to the City weekly.

**Kaiser**

Kaiser's proposal and interview provided the committee with confidence that Kaiser's staffing would be committed to providing timely service. The committee felt especially confident with the Physician in charge of the program. He was very credible in his commitment to meet the City expectations. The slight edge was given to Occu-Med based on their versatility of service delivery and Kaiser did not provide laboratory services for Emergency Services Dispatchers.

**Concentra**

Concentra does possess the expertise and resources to provide most of the services required by the City. Concentra does not provide Stress EKG, Semen analysis or after hour drug and alcohol testing. Concentra's time standards were reasonable and having three locations in the area was an attractive convenience feature. The committee was relatively confident Concentra would meet the expectations of the City. Occu-Med's edge in this case was their ability to quantify service delivery.

**Firm**

The Firm is the incumbent provider of service and does possess the expertise and resources to provide services to the City. The committee did not feel confident that the Firm would meet the City's expectation for timeliness of service delivery. Answers to committee questions were vague and no initiatives were introduced to ensure timely service was a high priority.

**RECOMMENDATION:**

The committee unanimously recommends Occu-Med to provide medical testing services. The decision was based on a competitive price as well as the versatility of service delivery and their ability to quantify time standards.