

REQUEST FOR PROPOSALS FOR OCCUPATIONAL MEDICINE SERVICES
RFP-RH-19-069 - PROPOSALS TABULATION

NAME	Crittenton Hospital	Concentra
ADDRESS	Rochester, MI	Pontiac, MI
Years in Business	35	40
Years Providing Health Care Services	Has over 35 years of experience providing occupational health and wellness services. Customize services to meet the needs of employers at a reasonable cost and are solely dedicated to working with the business community. Clients include City, County and State government agencies, School district and Fortune 500 companies. 15 Occ Med Locations located in Michigan.	36 years
Firm's Hours:	Monday-Friday, 7:30 a.m. - 4:00 p.m. 24 Hour injury care in the ER	Monday - Friday, 7:00 a.m. - 9:00 p.m.
Public Sector Clients	Provides health services for 93 public sector clients.	Has more than 178,000 clients, more than 500 medical centers, and 30+ community-based outpatient clinics nationwide.
Clients with Similar Services	Over 4,000 active clients in their database. Services provided include: Physical examinations (Executive, pre-hire, DOT, NFPA, MCOLES, Hazmat, Annual Drug and Alcohol screening, wellness program, work comp injury care.	Serves more than 178,000 clients in the provision of occupational medicine. Treats one in every five workplace injuries in the US, Treated more than 18 million injured workers since 1979, performed 1.67 million physicals and 2.16 million drug screens. Has more than 500 medical centers and 30+ community-based outpatient clinics nationwide.
Full Time Employees:	Has approximately 125 FT, PT and contingent employees.	9,185
Part Time Employees:		236
Client References	References Provided	References Provided
Staff and Credentials	Daily staff model at Ascension Rochester Clinic is: 2 Providers, 3 Nurses/Medical Assistant, 2 Receptionists, 1 Executive Health Coordinator and 1 Account Executive. Names of staff is provided in response.	Staff names and positions listed in response.
Resources	Has referral capabilities for services offered throughout their network of 7 Hospitals and more than 125 medical centers in Southeast Michigan	Medical expert panels work to identify health trends, research new treatment approaches, monitor regulatory changes and develop clinical practice guidelines and best practices. Their Clinical Advisory Board directs and oversees overall company clinical operations in all Concentra Medical centers and onsite clinics.
Worksite Evaluations	Ergonomic evaluations are priced on specific need.	Yes. When performing the job-site evaluation the Physical Therapist defines the physical abilities necessary to perform essential functions, measures all physical abilities necessary to perform essential functions of the job, verifies with employees that the functions are essential, submits job-site evaluation results.
Functional Capacity Evaluations	Ascension does not offer in-house FCE's and work hardening programs. If needed, referral will be made.	Yes, following job site evaluation, their specialists develops and ADA compliant, job specific functional test that they refer to as a human performance evaluation.
Training Sessions	Lunch and Learn programs can be provided based on specific interest and needs. Cost is \$225 for an hourly session.	Yes. Their ADapt Program is a collection of safety focused services that are delivered through a partnership with their employer base.
Emergency Treatment	Is a Level III Trauma Center providing 24/7 trauma care, orthopedic and neurosurgery coverage, and advanced lifesaving equipment and technology.	Any injuries that present to Concentra that are beyond their scope of service are triaged and referred to local emergency rooms for evaluation and treatment.
Exceptions	Four exception were listed. Please see response.	Exceptions listed. Please see response.
Basic Physical:		Height, Weight, vision, vitals and basic examination.
Total Cost for Basic Physical	\$40.00	\$60.00
Cost for DOT Physical	\$65.00	\$70.00

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Haz Mat Physical	24 Hour heavy metal urine this is an addition to pre-hire and Annual Firefighter \$150.00	Audiogram \$30.00
		Chemistry 23 screen \$80
		EKG Resting \$69
		Pulmonary Function Test \$45
		Respirator Physical \$65
		TB Skin Test \$35
		X-Ray chest 2-view \$75
Total For Haz Mat Physical	\$150.00	\$399.00
Respiratory Physical		
	Respirator Fit Test - Qualitive \$45	OSHA Respirator Questionnaire \$30
	Spirometry \$50	Respirator Clearance Form \$15
	Respirator Exam (if clinically needed) \$35	Respirator Physical* (Doctor's Discretion) \$65
	Respirator Questionnaire Review \$25	Pulmonary Function Test (PFT)* (Doctor's Discretion)
		X-Ray Chest 2 View* (Doctor's Discretion) \$75
		EKG Resting* (Doctor's Discretion) \$69
Total Cost for Respiratory Physical	\$155.00	\$299.00
Work Hardening Services		
Functional Capacity Eval	NA	No Bid
Work Hardening program	NA	No Bid
Other Pricing:		
Titmus	\$20.00	\$35.00
Tetanus	\$50.00	\$60.00
Tetanus Update, if needed	\$50.00	\$60.00
Audiogram	\$25.00	\$30.00
Spirometry	\$50.00	\$45.00
MIOSHA Respiratory Questionnaire	\$25.00	\$30.00
EBT DOT	\$35.00	\$30.00
EKG	\$56.00	\$69.00
Hepatitis B Vaccine (per injection)	\$79.00	\$98.00
Drug Screen 5 panel	\$48.00	\$45.00
Drug Screen 10 panel	\$48.00	\$47.00
DOT Drug Screen	\$24.00	\$49.00
Drug/Alcohol Screening Services		
Post Offer/Pre-Employment	\$58.00 M11A	\$45-\$47
Reasonable Suspicion (24 hr availability)	\$35.00 BAT/ \$24.00 COC	\$45-47
Random Drug Testing (DOT)	\$24 COC	\$49.00
Random Alcohol Testing (DOT)	\$35.00	\$30.00
Post Accident Drug/Alcohol Screening-DOT	\$35.00 BAT/ \$24.00 COC	See Pricing Above
Post Accident Drug/Alcohol Screening-Fire	\$35.00 BAT/ \$58.00 M11A	
Communicable Disease Monitoring, Prevention, Treatment and Other Prevention, Treatment and Other		
Hepatitis A Test	\$115.00	\$88.00
Hepatitis B Test	\$79.00	\$98.00
Hepatitis B Antibodies Test	\$40.00	\$100.00
Flu Shots	Seasonal	\$30.00
Annual Firefighter Physical		
Annual Physical	\$85.00	\$100.00
Audiogram	\$25.00	\$30.00
CBC with Differential	\$31.00	\$60.00
Chest X-ray PA and Lat (Every 5 years)	\$75.00	\$75.00
Colonoscopy	\$0.00	No Bid
Comprehensive Metabolic Panel	\$50.00	\$60.00
EKG	\$56.00	\$69.00
Echocardiograms (heart valves and function)		No Bid
Carotid (for stroke)	Authorization required and billed directly from Hospital	No Bid
Abdominal Aortic Aneurysm		No Bid
Flu Vaccine/Seasonal	Seasonal	\$30.00
Hep C Virus Antibody	\$48.00	\$115.00

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Hemocult Slide-3, slide read only Age 40 & over	\$26.00	\$50.00
Hepatitis A Vaccine	\$79.00	\$88.00
Hepatitis B Vaccination (three required)	\$79.00	\$98.00
Hep b sab Quantitative	\$40.00	\$100.00
Lipid Profile	\$46.00	\$50.00
Mammogram, bilateral Female age 40 & over	\$250.00	No Bid
Measles, mumps, & rubella virus vaccine	\$130.00	\$115.00
Mumps	\$40.00	\$110.00
Spirometry (PFT)	\$50.00	\$45.00
TB Tuberculosis Skin Test	\$22.00	\$35.00
PSA Age 40 & over unless clinically indicated	\$70.00	\$65.00
Review of OSHA Questionnaire - Respirator Clearance Forms (Suppression Personnel Only)	\$0.00	\$30.00
Rubella titre	\$40.00	\$15.00
Rubella IGG AB	\$40.00	\$80.00
Stress Test (Suppression Personnel Only)	\$300.00	\$115.00
TDAP (Tet, dt/acell pertussis)	\$75.00	\$275.00
Twin Rex	\$145.00	\$160.00
Routine Urinalysis	\$15.00	\$40.00
Varicella Immunization	\$150.00	\$95.00
Varicella titre	\$52.00	\$145.00
Vision, Special	\$20.00	\$35 Ishihara/Color
Optional Services (Please identify what testing/screening is included and performed as part of each screening)		
Bladder Cancer Screening	NA	No Bid. See PCP
Includes:		
Cancer and Cardiovascular Disease Risk Reduction	NA	No Bid. See PCP
Includes:		
Colon Cancer Screening	NA	No Bid. See PCP
Includes:		
Lung Cancer Screening	NA	No Bid. See PCP
Includes:		
Oral Cancer Screening	NA	No Bid. See PCP
Includes:		
Pelvic Cancer Screening	NA	No Bid. See PCP
Includes:		
Skin Cancer Screening	NA	No Bid. See PCP
Includes:		
Testicular Cancer Screening	NA	No Bid. See PCP
Includes:		
Thyroid Cancer Screening	NA	No Bid. See PCP
Includes:		
Others (as recommended by HealthCare Provider)	Recommended Screenings: Low Dose Coronary Calcium Score \$188 Vascular Screening (Ankle Brachial Index, Abdominal Aortic and Carotid Ultrasounds) \$225	
	Return to Work \$45	
	Lift test with physical \$15	
	Drug Screen M11A \$58	

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Emergency Service for Industrial Injury	Workers Compensation- Work comp fee schedule. *If the injury does not fall under the scope of care for occupational medicine then it will be billed as an emergency room visit by the hospital.	
Preferred Payment Method	Check	Check