

# Biometric Screening

RFP Analysis  
June 2014

Estimated Employees		1200	CareNow		Computerized Screening		Cover-Tek		In House Physicians		KC Wellness		Maxim Health Systems		OnSite Health		Quest Diagnostics		Wellness Corporate Solutions	
FEES													RECOMMENDED VENDOR							
1	Set Up Fee PER SITE or ONE TIME total cost (circle one)	1	Per Site or One Time		Per Site or One Time		Per Site or One Time		One Time	\$ 150.00	Per Site or One Time	no charge	Included in Fee				Per Site or One Time	included	One Time	\$ 1,500.00
2	Online Scheduling Cost (if applicable)	1	n/a		none		yes						Included in Fee					included	included	
3	Online Capability Fee (if applicable)	1	n/a		see attached		yes						5.00 - optional	allows access by employees to health tips, scores, year over year				included	n/a	
4	Employee Report Fee	1	NO FEE		none		yes						included					included	per report	\$ 2.50
5	City Aggregate Report Fee	1	NO FEE		\$150 qtr / \$250 annually		yes						included					included	included	
6	Travel Fees (if applicable)	1	NO FEE		none		yes										see attached		Standard federal mileage rates	
7	Additional Fees if any please note each fee individually below:	1	n/a		see attached												see attached			
Total																				
Screening			Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant	Included in Price Y or N	Additional cost if any per applicant
FEE PER PERSON FOR EACH BELOW			\$60.00		\$20.95		\$43.04		\$35.00		\$42.00		\$38.00		\$49.00		\$61.00			
8	Waist Circumference		yes		technician	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
9	HDL/LDL		yes		per test	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
10	Total Cholesterol		yes		yes	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
11	Tryglycerides		yes		yes	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
12	Blood Glucose (fasting orn non-fasting)		yes		yes	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
13	Weight		yes		yes	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
14	BMI		yes		yes	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
15	Blood Pressure		yes		yes	\$12.95	yes		yes		yes		yes		yes		yes		yes	\$48.00
16	Counseling/Coaching at conclusion of screening*		yes		yes	\$8.00	yes		no	\$2.00	yes		yes		yes		yes		no	\$90.00
17	Include City's unique ID provided by employee		yes		negotiable		yes		yes		yes		yes		yes				yes	
18	Online Registration available		n/a		yes capable		yes		yes		yes		yes		yes				yes	
19	Do you provide privacy screens		yes		yes available		yes		yes		yes		yes		yes		no	\$35.00	yes	
20	Did you provide a Sample Employee Report		yes		yes, HIPAA		yes		yes		yes		yes		yes		yes		yes	
21	Report		yes		see attached		yes		yes		yes		yes		yes		yes		yes	
22	Will you provide a year to year comparison		n/a		see attached		yes		yes		yes		yes		yes		yes		yes	
23	Are you able to provide a cohort report of aggregate person to person data on a year to year		n/a		capable		yes		yes		yes		yes		yes		yes		yes	
24	not listed				capable		see attached				yes		yes						yes	
25	Additional services NOT included in your fee that are not listed									Voucher-Screening: \$35/employee							Cotinine-Oral-Swab: \$15.00 Flu-Shot: \$23.00 Physican-Forms \$17.00		staffing coordinator: \$60.00 hr staffing screeners: \$90.00 hr Set up: \$150.00 additional privacy screens: \$15.00 ea lab-corp-voucher: \$60-ea lab-corp-voucher-w/body: \$90-ea walgreens-voucher: \$75-ea home-test-kits \$50.00	
Comments					This is a kiosk based system in which staff would have to be trained to complete the finger print on employees/spouses. This was not chosen due to liability and staff involvement who are not medical personnel.								value of bid selected primarily for online tool/portal for access by employees and employer of data, health tips, and reporting.							
26	TOTAL FEE FOR SERVICES		\$60.00		\$20.95		\$43.04		\$37.00		\$42.00		\$38.00		\$49.00		\$61.00			\$48.00
27	TOTAL ANNUAL COST (Includes any additional reporting)		\$72,000		\$25,390		\$51,648		\$44,550		\$50,400		\$45,600		\$58,800		\$75,160		\$83,700	
28	Renewal Year Quotes																			
29	Year 2 (annualized)		\$72,000		\$25,390		\$55,524		\$44,550		\$51,912		\$45,600		\$58,800		\$76,360		\$83,700	
30	Year 3 (annualized)		\$72,000		\$25,390		\$59,700		\$44,550		\$53,460		\$45,600		\$58,800		\$77,560		\$83,700	
31	Year 4 (annualized)		\$72,000		\$25,390		\$64,164		\$44,550		\$55,056		\$45,600		\$58,800		\$78,760		\$86,100	
32	Year 5 (annualized)		\$72,000		\$25,390		\$64,164		\$44,550		\$56,700		\$45,600		\$58,800		\$79,960		\$86,100	
33	Total Contract over 5 years		\$288,000		\$126,950		\$295,200		\$222,750		\$267,528		\$228,000		\$294,000		\$387,800		\$423,300	
SCORING																				
34	Services Offered (Scale of 1 - 5) - 40 pts		2		2		5		4		4		5		5		5		5	
35	References (Scale of 1-5) - 20 pts		3		3.25		4		3.5		3.66		3.75		2.75		0		4	
36	Fees (Scale of 1 - 5) - 40 pts		2		5		3		5		3		5		2		2		1	
37	OVERALL SCORE		2.20		3.45		4.00		4.30		3.53		4.75		3.35		2.80		3.20	