

## SERVICES CONTRACT

**ITEM:** 3-S  
767-4483

**Agency Contact:** Margaret Embardino (410)

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**DEPARTMENT/PROGRAM:**

Budget and Management  
Office of Personnel Services & Benefits

**CONTRACT ID:**

F10R5200145;  
State Medical Director & Occupational  
Medical Services for Maryland State  
Agencies  
ADPICS NO. F10B5200051

**CONTRACT DESCRIPTION:**

Contract to provide State agencies with a comprehensive network of professional medical services for the proper management of the medical aspects of the State's 50,000-member workforce. The contract provides for up to 20 services on a Statewide basis, as well as 2 other services that apply specifically to Maryland Department of Transportation agencies.

**AWARD:**

Concentra Medical Centers  
Elkridge, MD

**TERM:**

6/1/2005 - 5/31/2010

**AMOUNT:**

\$7,702,500 (5 Years)

**PROCUREMENT METHOD:**

Competitive Sealed Proposals

**BIDS OR PROPOSALS:**

Only one acceptable offer received

**MBE PARTICIPATION:**

15%

**FUND SOURCE:**

Agency

Various (paid by agencies, see Requesting

Remarks below)

**INCUMBENT:**

Same

**ITEM:** 3-S (Cont)

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request for Proposals (RFP) was advertised in the *Maryland Contract Weekly* and at the website

*eMarylandMarketplace.com*. Copies of the RFP were emailed to 43 vendors, 8 of which were Maryland firms and none were MBEs. While two vendors responded to this proposal, it was determined that one of the vendors did not meet specified minimum qualifications. The technical offer of the single remaining vendor was acceptable and the price was deemed fair and reasonable.

The purpose of this procurement is to provide occupational medical services for applicants and employees in all State agencies for up to 22 services. All 22 services are available during normal working hours and on a limited basis on weekends and evenings. Certain services are also available on a 24-hour-a-day, 7-day-a-week basis. The services range from pre-employment physicals to drug and alcohol tests for commercial drivers governed by US Department of Transportation regulations.

Agencies are under no obligation to use the services under this contract. They can elect to use one, all or none of the services, as their respective needs dictate. As agencies use the services under the contract, they are billed directly by the contractor.

The \$7,702,500 requested approval amount for this contract is based on fixed unit prices for each service times an estimated (but not guaranteed) number of services to be performed, as per a pricing model contained in the RFP. Under this contract, the recommended contractor is not guaranteed any amount of business. Agencies will determine not only which employees will be referred for service(s), but also whether this contract is the most appropriate means of obtaining the needed medical services.

As the incumbent vendor, Concentra Medical Centers (“Concentra”) has provided occupational medical services for State agencies for the past five years, and has done so in a professional and efficient manner. Concentra has also established itself as the dominant provider of occupational medical services in the Baltimore area and throughout much of Maryland. It operates a network of 270 owned and managed occupational healthcare centers in 84 markets in 34 states, including 9 centers in Maryland.

**RESIDENT BUSINESS:** Yes

**ITEM:** 3-S (Cont)

**MD TAX CLEARANCE:** 05-0800-0111