

Supplement B
Department Of Budget And Management
ACTION AGENDA
January 25, 2017



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2-S. DEPARTMENT OF BUDGET AND MANAGEMENT
Office of Personnel Services and Benefits (OPSB)
Services Contract

Contract ID: State Medical Director & Occupational Medical Services for Maryland State Agencies; 050B6400002; ADPICS # 050B6400002

Contract Description: Provide State agencies with a comprehensive network of professional medical services for the proper management of the occupational medical aspects of the State workforce. The contract provides for up to 22 services on a Statewide basis, as well as five other services that apply specifically to Maryland Department of Transportation agencies.

Award: PTN WorkPro Holdings LLC
 dba Workpro Occupational Health
 Newark, DE (local office in Towson, MD)

Term: 4/1/2017 - 3/31/2022

Amount: \$9,323,532 Est. (5 Years)

Procurement Method: Competitive Sealed Proposals

Proposals:

Offerors	Technical Ranking	Financial Proposal/Ranking	Overall Ranking
WorkPro Holdings LLC dba Workpro Occupational Health Newark, DE (local office in Towson, MD)	2	\$9,323,532 (1)	1
Concentra Addison, TX (local office in Elkridge, MD)	1	\$15,170,214 (3)	2
Occupational Medical Services Arbutus, MD	3	\$9,438,720 (2)	3

MBE Participation: 47% (See Requesting Agency Remarks)

Incumbent: Concentra
 Addison, TX (local office in Elkridge, MD)

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2-S. DEPARTMENT OF BUDGET AND MANAGEMENT (cont'd)

Requesting Agency Remarks: A notice of the availability of the Request for Proposals (RFP) was advertised on *eMaryland Marketplace*. Copies of the solicitation notice were sent directly to 17 prospective vendors, 12 of which are Maryland firms, and included nine MBEs. A copy was also sent to the Governor's Office of Minority Affairs.

Three proposals were received in response to the RFP; all three were determined to be reasonably susceptible of being selected for award. PTN WorkPro Holdings LLC dba WorkPro Occupational Health (WorkPro) was ranked #1 overall with the second highest ranked technical proposal and the lowest price. WorkPro was determined to have the most advantageous offer to the State and is, therefore, recommended for award.

WorkPro is a Delaware corporation and a wholly owned subsidiary of Pivot Physical Therapy (Pivot), a Maryland corporation with its headquarters in Towson, Maryland. Pivot owns several corporate-owned sites in Maryland, and WorkPro will be providing services under this contract out of Pivot-owned locations. In addition, WorkPro, through its parent company, is building new corporate sites in Western Maryland, and plans to expand its corporate presence in Maryland under the contract.

The purpose of this contract is to provide a State Medical Director and occupational medical services for employees in State agencies for up to 22 separate medical services. All 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. This contract is also available for use by county, municipal and other non-State of Maryland governments and non-profit organizations within Maryland and agencies of governments in states adjoining Maryland, including Washington, DC.

The requested approval amount for this contract is based on fixed unit prices for each service multiplied by 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.

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On June 30, 2016, the incumbent, Concentra, filed a protest against the award to PTN WorkPro Holdings LLC. DBM denied the protest on August 19, 2016. On August 29, 2016, Concentra filed an appeal with the Maryland State Board of Contract Appeals (MSBCA). Concentra filed a First, Second, Third and Fourth Supplemental Protest, all of which were denied by DBM and appealed by Concentra and consolidated for hearing by the MSBCA. The MSBCA denied all of the appeals by Order dated December 28, 2016. Therefore, DBM is moving forward with the recommended award at this time.

The contract allows for a 90-day transition period, the recommended awardee has indicated that it will be ready to go live on April 1, 2017.

A 13% MBE participation goal and 1% VSBE goal were established for this solicitation; however, WorkPro has committed to a 47% MBE participation goal.

<i>Fund Source:</i>	Various
<i>Appropriation Code:</i>	Various
<i>Resident Business:</i>	No
<i>MD Tax Clearance:</i>	16-2684-0000

The Board of Public Works deferred this Item as Item 3-S from the 9/7/2016 Agenda.

BOARD OF PUBLIC WORKS ACTION – THIS ITEM WAS:

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	