

**SUPPLEMENT B
DEPARTMENT OF BUDGET AND MANAGEMENT
ACTION AGENDA**

SERVICES CONTRACT

ITEM: 1-S **Agency Contact:** Margaret Embardino
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DEPARTMENT/PROGRAM: Budget and Management (DBM)
Office of Personnel Services & Benefits (OPSB)

CONTRACT ID: 050B0400001A;
State Medical Director & Occupational Medical
Services for Maryland State Agencies
ADPICS NO. 050B0400001

CONTRACT DESCRIPTION: Contract to 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 19 services on a Statewide basis, as well as six other services that apply specifically to Maryland Department of Transportation agencies.

AWARD: Occupational Health Centers of the Southwest, P.A.
dba Concentra Medical Centers
Addison, TX
(Local Office in Elkridge, MD)

TERM: 9/8/2011 - 9/30/2016

AMOUNT: \$10,000,000 Est. (Approx. 5 Years)

PROCUREMENT METHOD: Competitive Sealed Proposals

BIDS OR PROPOSALS: Only One Acceptable Offeror
(See Requesting Agency Remarks below)

MBE PARTICIPATION: 15.2% (See Requesting Agency Remarks below)

INCUMBENT: Same (See Requesting Agency Remarks below)

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ITEM: 1-S (Cont.)

REQUESTING AGENCY REMARKS: A notice of the availability of the Request for Proposals (RFP) was advertised on *eMarylandMarketplace.com* and the DBM website. Copies of the RFP were emailed to nine vendors, seven of which are Maryland firms and one is a MBE.

Two proposals were received in response to the RFP. One of the Offerors was determined to be not responsible and was so notified. Its financial proposal was returned unopened.

The remaining Offeror's proposal was determined to be reasonably susceptible of being selected for award. In addition, the Offeror was determined to be responsible and its financial offer was considered fair and reasonable. It was also determined that other potential offerors had a reasonable opportunity to respond to the solicitation. Therefore, award is recommended to Occupational Health Centers of the Southwest, P.A. dba Concentra Medical Centers (Concentra), the incumbent. On 12/21/2010, Concentra (pursuant to an Agreement and Plan of Merger) became a wholly owned subsidiary of Humana Inc. Concentra continues to operate in the same manner, serving patients and clients, with the same leadership team under the Concentra brand.

The purpose of this Contract is to provide occupational medical services for applicants and employees in State agencies for up to 25 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 \$10,000,000 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, rounded up to the closest million. 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.

