



**PURCHASING DEPARTMENT**

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**ADDENDUM 1**  
**QUESTIONS AND ANSWERS**

1. Please provide a zip code/geographic distribution map for the eligible population, if available.

Primarily 30161, 30165, 30105, 30124, 30147, 30149.

2. Please provide the 2019 visit volumes for the near-site services listed on page 4:

- a. Primary care
- b. Health risk assessments
- c. Immunizations
- d. New hire physicals to include public safety (police and fire department physicals)
- e. Exams and screenings including drug/alcohol testing
- f. Disease management
- g. X-Rays
- h. Workers' compensation- treatment of job-related injuries

	FLOYD COUNTY		CITY OF ROME	
	2019	2020 YTD	2019	2020 YTD
Primary Care	759	658	1013	865
HRA's	485	358	240	458
Immunizations	213	180	198	127
NH Physicals (incl POST)	96	53	247	42
Exams & Screenings (Incl UDS/BAT testing)	220	179	358	396
Disease Management	278	121	269	125
X-Rays	27	43	77	65
W/C (Tx of Injuries)	53	19	67	45

3. Please provide a sample of the current vendor's reporting package.

*Reports are compiled monthly, quarterly and annually. From the inception of services, customized reporting has been modified based on information requested. For example: length of visit reports now include more specifics for work-related injuries with details of services including x-rays, etc.*

4. What is the current participation/clinic utilization of the eligible population?

**\*Varies monthly depending on number of current employees\*** All new hire physicals and drug/alcohol screenings are performed on-site at the Wellness Center.

Both City and County HR submit a monthly eligibility roster that includes new hires and recent terminations. After receipt of eligible list, our staff updates and cross-references each patient's record to reflect their current eligibility status.

5. Has the clinic experienced a 1:1 ROI or greater with the current onsite clinic vendor?

**A ROI has not been established. It is unquantifiable at this time.**

- a. If so, how long did it take to achieve? **ANSWER: N/A**  
b. What was the ROI? **ANSWER: N/A**

6. What are your pain points with the current clinic vendor?

**None at this time.**

7. Are Health Risk Assessments and Biometric Screenings currently performed on an individual basis or in a mass event?

**Individually**

8. Are any of the associated Health Risk Assessment tests and services listed on pages 6 and 7 done on a referral basis? Are all of the tests completed at the health center or through other community providers/facilities?

**If specialty testing is required, services are performed by ancillary departments housed within the current Wellness Center or associated in-Network Providers. This protects the integrity of personal health information, comprehensive service delivery and integrated into each employee's medical record to provide continuity of service delivery.**

9. Please provide the 2019 visit volumes and pricings for each for the additional services listed on pages 6/7.

Information not available.

10. Do you own any of the equipment at the near-site clinic? If so, which pieces of equipment?

NONE

11. Is it the City/County's intention to have the near-site clinic provide x-ray services onsite?

X-ray services on or near-site are preferred.

Will the City/County support facility build out for x-ray?

NO

12. Does the City/County have any existing preferred arrangements with community providers/facilities? If so, who?

The City and the County currently have separate contracts with Redmond Regional Medical Center for our near-site Wellness Center that is expiring.

13. What is your combined annual budget for the near-site clinic?

ANSWER: Wellness fees and service payments—County - \$130,000.00, City - \$137,000.00.

What is the specific budget amount associated with the lease or buildout of the health center?

There is no budget. Any cost for the providing of equipment and facilities is at the cost of the clinic provider.

14. What is the current staffing model at the near-site clinic?

Nurse Practitioner, RN, LPN/Receptionist

15. What are the current clinic hours of operation?

M-W-F—7:30 am to 4:30 pm. T-TH 8:00 am to 5:00 pm

16. Is the near-site clinic staff the same every week or does it change?

Usually the same

17. Is there anything preventing us from keeping the current near-site clinic staff?

Cannot provide an answer, they are not City or County employees.

18. What EMR is currently being used at the near-site clinic?

*ECW - eClinicalWorks is the electronic medical record system currently utilized in the clinic.*

19. Please describe in more detail the current wellness program and the extent of services provided to participants.

\*The City of Rome partners with an external broker, Garner and Glover, for their Wellness Program. Garner and Glover communicates directly with the near-site Clinic to provide monthly wellness education, interactive programs for high risk employees and employees that have chronic health conditions. Employees that have group health coverage must have their annual blood draw during their birth month to satisfy their annual wellness group health discount. \*Floyd County has an annual Health Risk Assessment policy currently performed by the 20<sup>th</sup> day of the employee's birthday month. Appointments for fasting lab draws are scheduled in the clinic so that review of results are provided prior to the end of the employee's birth month. Each employee has an individualized health counseling session performed at the clinic with the provider. In collaboration with Floyd County's Wellness Coordinator, employees whose work schedules do not permit returning to the clinic for results can schedule their health counseling sessions with Floyd County's Wellness Coordinator.

20. Are there any incentives in place for participation in the wellness program? If so, what are the details of the incentive?

Yes - Health care premium cost reductions

21. Will there be any incentives in place for participants to utilize the health center?

Yes, several options are currently under consideration

22. When referencing 'pharmacy' in the RFP, are you referring to onsite medication dispensing?

Yes, most generic drugs are provided at the time of treatment.

23. What is the current payment arrangement/shared service agreement/interlocal agreement between the City and the County?

There is currently no agreement between the City and County.

24. Is there a Wellness Program Coordinator on staff at the near-site clinic or externally through the wellness vendor?

City of Rome program coordinator is external through Garner and Glover. Floyd County employs a Wellness Program Coordinator, LPN, separate from the near site clinic.

Thank you,

Becky Smyth  
Purchasing Director