



Procurement and Contracting Services

Request for Proposals for Occupational Health Services

ADDENDUM #1

**Please mark all proposal submission
Envelopes with the following information**

**Sealed RFP # L192507
Due on October 10, 2024 no later than 2:00 PM, MST**

The following questions were received prior to the close of the Technical Question Period close on September 20, 2024 at 12:00PM MST:

1. Are the additional sites Mandatory or Preferred?
Preferred but we will include their presence or absence in our review of the vendor.
2. Currently who is your vendor who is providing the services? Are they providing the services at the additional locations?
Banner Occupational Health Services. They are not currently providing services at these locations.
3. For scheduling and appointments, are you looking to have a contractor that has scheduled slots for you or walk-ins?
We prefer scheduled appointments.
4. Does your current vendor provide the Electronic Medical Record, and do you plan to transfer that? Does the University have access to the EMR via a portal?
Our current vendor does not provide an EMR but securely messages or faxes records to us. We have our own EMR that we plan to continue using.
5. What EMR are you currently using?
Point and Click ("PnC")
6. How is the vendor sending the records back to include in the EMR? A direct link to a point and click, encrypted email, secure sight?
Please see the answer to question 4.
7. Are there any services Banner is currently providing via telehealth? What options are you wanting to provide via telehealth?
Typical services provided this way are for allergy appointments. We would look to have the option for as many telehealth appointments as possible, given how convenient this is for those we serve.
8. Is there a space that can be used at either University sites?
There is potential space at these sites that we could coordinate. However, we would need to be considerate of our clinic space license and not violating any part of it by having outside providers.
9. What kind of educations are you looking for the vendor to provide?
Only basic education related to the service itself. We have multiple EHS teams who provide workplace education.
10. Maintain a schedule of competent specialists, can you give an example when a referral would be needed for non-injury issues.
Allergist, cardiologist, pulmonologist, ortho or sports medicine, etc.

11. Fee for service. Is there any possibility there would be a staffing plus cost service including medical supplies?

We would need a fee for service list provided to be able to compare vendors. However, we would be open to staffing costs if they are comparable.

12. Are parking permits provided by the University? If not, can costs be passed through to University?

If parking at the University, vendors could potentially have a permit through our team but we would likely not make this a routine practice. For our clients visiting sites, we would be able to reimburse them for parking costs associated with the visit or ask for validation at the respective clinic site.

13. Can the University provide utilization figures for the full scope of this RFP from the past three years?

10-15 referrals per month, typically for allergist visits or respirator clearances. This is a split between Tucson and Phoenix locations. Overall, ~500-600 referrals. We do anticipate this number to grow, particularly in Phoenix, as our facility located there is nearly doubling in staff over the next 1-3 years.

14. It seems the University's current healthcare provider is Banner Health. What is prompting the university to put this program out to bid and consider a potential change?

First, it is simply past time for our standard contracting term. Second, we are interested in prompt, diverse services that are available in more locations around the state.

15. Can you provide the annual visit volumes for each location by exam type?

Please see question 13. Additionally, we have 5-10 silica and related specialty exams in Tucson. We expect to see this number grow significantly as we service other sites around the state and increase services for our main campus.

16. How many vendors will you be adding to your list this round?

We have three vendors we reached out to specifically.

17. How many temp openings do you plan on using vendors for in the next year and five years?

Zero

18. What types of roles are you looking to utilize temp services for?

We are not looking to utilize temp services. For vendor services we need or would like, please refer to the service table provided in the RFP.

19. What pricing and bill rates are you looking for?

Anything competitive with Banner Occupational Health Services.

20. What did you like or dislike about previous vendors?

Like: convenience of location in Tucson, wide network of providers

Dislike: difficult servicing outside of Tucson, confusing billing, late billing, incorrect billing, difficult to contact or coordinate services

21. What does the process look like when a vendor is utilized? Who reaches out and what is the back-and-forth communication like?

Our clinic calls or contacts them with a referral, typically initiated by our clinic admin. This is then scheduled for the client, who then receives service. Services are then billed to our clinic and results sent back securely for any further needs or services.

22. What is your current talent budget for temp services?

No talent budget for temp services. Vendor services are billed out to end users, so there is no set budget.

23. What is the interview process for temps? How many steps?

We do not have an interview process for temps, as we do not utilize temps. For vendors, we do not have an interview process.

End of addendum, all else remains the same.