

# Exhibit to Agenda Item #2

Board Finance & Audit Committee Meeting and Special SMUD  
Board of Directors Meeting

Tuesday, June 18, 2019 scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

# Action Request

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Authorize the Chief Executive Officer and General Manager to authorize staff to negotiate a 5-year Direct Procurement contract with Sacramento Occupational Medical Center (Sac OMC) for the term of July 1, 2019, to June 20, 2024. The total contract amount is not-to-exceed \$3,500,000.

# Background Information

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- Aligning with SD-6 Safety, SMUD provides on-site medical services to minimize time away from work and provide:
  - Treatment of injured employees
  - Regulatory surveillance examinations
  - Pre-employment physical examinations
  - Fitness for Duty examinations
  - Return to Work/Modified duty coordination
  - Wellness Programs & Health Fairs

SMUD's Incumbent On-Site Medical Services Provider notified staff on March 22<sup>nd</sup> of its intent to move services off-site within 90 days.

# Procurement Strategy

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- Engaged the remaining two “Responsive Bidders” from the 2016 Medical Services solicitation process
- Re-evaluated their capabilities based on refreshed questions and in-person presentations / interviews
- Obtained pricing that is consistent with the incumbent supplier

# Key criteria for selecting

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## **Describe how your organization would provide the following services:**

- Providing and maintaining all recordkeeping, scheduling & OSHA tracking logs.
- Conducting physical/medical examinations as required by SMUD and/or State and Federal regulations.
- DOT- and SMUD-required drug and alcohol testing.

## **Education, Training, expertise of Medical Director and on-site staff.**

### **Wellness services:**

- Biometric screenings, Flu vaccines
- Physical assessments to identify mobility, strength and conditioning needs
- Health & Wellness coaching sessions, Health Fairs participation

## **On-site service hours and Medical Director's oversight**

**Ability to provide medical services for non-industrial first aid treatment & ability to prescribe and dispense medication related to industrial injuries/illness at the clinic.**

# About Sac OMC

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- Sac OMC is a leading independent occupational medicine provider in Northern California established in 2002 and has two of their own clinic locations in Sacramento.
- Sac OMC provides occupational health services to over 1,000 client companies (private- and public-sector) .
- As reflected in the prior RFP process and in a recent presentation to SMUD, Sac OMC demonstrated that they are highly qualified and able to provide the full scope of services that SMUD requires.
- Sac OMC's President & CEO, Steven A. Gest, MD, brings over 20 years of experience and technical expertise in occupational medicine.

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