COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 902234

### for

**Pre-Employment Physical Examinations and Occupational Health Services**

**Networking/Bidders Conference Held on January 23, 2023**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via email. Email addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate email address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**Alameda County Current Contracting Opportunities**](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/)**.** |

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Thank you for your participation and interest in the County of Alameda Request for Proposal (RFP) for **Pre-Employment Physical Examinations and Occupational Health Services**.

All the questions are taken verbatim from written questions emailed by potential Bidders. The County of Alameda shall be noted as “County” in the answers to these questions. The Questions and Answers are the final stances of the County. Please consider this document in preparation for your bid response.

**Questions and Answers:**

1. I did not see a sample contract in the exhibits. Was one provided via the portal? We want to make sure we did not miss an exhibit.
   1. **Please refer to pages 29-30 of the RFP, Section N (Award), Item 4 (Procedures), which states:**
2. Procedures
   * + 1. Board approval to award a contract is required.
       2. A contract must be fully executed by the recommended awardee and the County prior to any services and goods being provided or work being performed.
       3. The County uses its Standard Services Agreement terms and conditions for purchases and services. Any terms that are not acceptable to a Bidder must be identified on the Exceptions and Clarifications form in Exhibit A - Bid Response Packet. Bidder may access a copy of the Standard Services Agreement template at:

[**Alameda County Standard Services Agreement Template**](https://acgovt.sharepoint.com/:w:/s/GSADigitalLibrary/EeGBnUyJSMFBoXqtvbj7ly0BqycT5J83NKyIV19tLO6-yA?e=YwGjFP)[<https://acgovt.sharepoint.com/:w:/s/GSADigitalLibrary/EeGBnUyJSMFBoXqtvbj7ly0BqycT5J83NKyIV19tLO6-yA?e=YwGjFP>]

The template contains minimal standard language and specific contract terms, including the scope of services that may be drafted and negotiated based on this RFP and the bid proposal(s).

1. Will the County accept an image of signature via the portal submission?
   1. **Please refer to page 1 of the Exhibit A – Bid Response Packet Instructions (page 35 of the RFP document), Item 4, which states:**
2. The following pages require confirmation, declaration, and /or a signature (?). There must be either: (1) be printed and have an original signature(s); or (2) be digitally signed via a DocuSign, CongaSign, or other verifiable independent electronic signature services. All signatures must be by an individual authorized to bind the Bidder. These pages must then be uploaded through the Alameda County [**EZSourcing Supplier Portal**](https://ezsourcing.acgov.org)as part of the Bidder’s proposal.
3. Exhibit A – Bid Response Packet, [Bidder Acceptance](#_BIDDER_INFORMATION)
4. Exhibit A – Bid Response Packet, [Debarment and Suspension Certification](#Debarment)
5. Exhibit A – Bid Response Packet, [Small Local Emerging Business (SLEB) Information Sheet](#SLEB)
6. [Must be signed by Bidder](#Prime_Bidder_Signature)
7. [Must be signed by SLEB Partner](#SLEB_Sub_Signature) if subcontracting to a SLEB
8. Will you accept California-licensed Advanced Registered Nurse Practitioners to perform firefighter NFPA 1582 examination? Life Scan Wellness Centers has successfully utilized this model for 24 years in over 600 departments United States including numerous county fire departments throughout the State of California.
   1. **Yes, the firefighter NFPA 1582 physical examinations may be performed by California-Licensed Advanced Registered Nurse Practitioners.**
9. Will you accept a bid for only the annual firefighter NFPA physicals? Life Scan Wellness Centers has successfully utilized this model for 24 years in over 600 cities and counties in the United States including numerous county fire departments throughout the State of California.
   1. **Please refer to page 9 of the Bid Response Packet (Page 45 of the RFP document), which states:**

Bid pricing on all line items is required. If there are any line items that are not priced, the bid may be considered a partial bid and disqualified. Partial bids are not acceptable.

1. Will you accept bid that excludes pre-employment physicals, DOT certification and vaccinations? It is best medical practice and assists in logistics to have local occupational health groups to provide these. Life Scan Wellness Centers has successfully utilized this model for 24 years in over 600 cities and counties in the United States including numerous county fire departments throughout the State of California.
   1. **Please refer to the response to Q4.**
2. Will you accept ON-SITE services provided by your fire department and/or or county properties? Life Scan Wellness Centers has successfully utilized this model for 24 years in over 600 cities and counties in the United States including numerous county fire departments throughout the State of California.
   1. **No. On-site services are not within the scope of this RFP.**
3. Will you accept enhanced firefighter physicals incorporating ultrasound imaging for early detection of heart disease and cancer. Life Scan Wellness Centers has successfully utilized this model for 24 years in over 600 cities and counties in the United States including numerous county fire departments throughout the State of California.
   1. **No. This type of testing is not within the scope of this RFP.**
4. In your RFP, Calendar Events Start Date: July 1, 2023 as the contract start date. When do you expect initiation of services to commence?
   1. **The initiation of services will correspond with the contract start date of July 1, 2023.**
5. If you agree to accept bids for a company to provide only the Firefighter Annual examinations and Life Scan Wellness Centers is selected, will you waive the SLEB requirement as our company only hires direct clinical employees due the extensive training and licensing requirements.
   1. **The prime bidder must meet the 20% SLEB subcontracting as required in the RFP. If the requirement presents a challenge or if bidders are unable to meet the requirements, bidders can provide their justification. Bidders are to use the Exceptions and Clarifications page to provide a list and or details of their reasoning. The County will review each justification. However, the County is also under no obligation to accept any exceptions or clarifications.**
6. What accommodations do you make for a prime contractor for SLEB requirements if there are no SLEB contractors listed in your directory of approved business that meet our requirements? Life Scan Wellness Centers only hires direct clinical employees due the extensive training and licensing requirements.
   1. **Please refer to the response to Q9.**
7. Does Alameda County FD have representation on the decision making/selection process?
   1. **The County Selection Committee (CSC) is responsible for the evaluation and scoring of bid responses. Please refer to page 18 of the RFP document, Section G (Evaluation Criteria / Selection Committee), Item 2, which states:**
      1. **Evaluation by County Selection Committee.** All proposals that have passed the initial Evaluation Criteria will be evaluated by a County Selection Committee (CSC).  The CSC may be composed of County staff and other parties that may have expertise or experience related to the goods or services that are being procured. The CSC will score the proposals according to the Evaluation Criteria set forth in this RFP.  Other than the initial pass/fail Evaluation Criteria, the evaluation of the proposals will be within the sole judgment and discretion of the CSC.

VENDOR BID LIST

**RFP No. 902234 – Pre-Employment Physical Examinations and Occupational Health Services**

This Vendor Bid List is being provided for informational purposes to assist bidders in contacting other businesses as needed to develop local small and emerging business subcontracting relationships to meet the [Small Local Emerging Business (SLEB) Program](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/) requirement.

This RFP is being issued to all vendors on the Vendor Bid List; the following revised vendor bid list includes contact information for each vendor attendee at the Networking/Bidders Conferences.

| **RFP No. 902234 - Pre-Employment Physical Examinations** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Contact Name** | **Contact Phone** | **Address** | **City** | **State** | **Email** |
| Accurate C&S Services, Inc. | Regina Jones | ( 510 ) 387-0324 | 8105 Edgewater Drive, #225 | OAKLAND | CA | rjones@accurateScreens.com |
| Ahi Solutions, Inc. | Angelo Miller | ( 510 ) 835-5050 | 400 29th Street, #208B | OAKLAND | CA | angelo@rest-ez.com |
| Axis Community Health | Sue Compton | ( 925 ) 201-6005 | 4361 Railroad Avenue | PLEASANTON | CA | scompton@axishealth.org |
| Big Hands for Little Hearts | Andrew Maxwell | ( 925 ) 416-6550 | 5565 W. Las Positas Blvd. | PLEASANTON | CA | amaxwell@bh4lh.org |
| Brett V. Curtis M.D., A Professional Corporation, Inc. | Brett Curtis | ( 510 ) 647-9721 | 979 San Pablo Avenue | ALBANY | CA | bvcurtis@mcomarin.com |
| Calvin B Benton, MD | Calvin Benton | ( 510 ) 568-6743 | 13460 Skyline Blvd | OAKLAND | CA | toby01@pacbell.net |
| CareerStaff Unlimited, Inc. | Linda Reinhardt | ( 800 ) 493-2988 | 5000 Hopyard Rd Suite 220 | PLEASANTON | CA | linda.reinhardt@sunh.com |
| Christopher Chen, M.D. | Valerie Gonzales | ( 925 ) 461-2840 | 4439 Stoneridge Drive, #110 | PLEASANTON | CA | valerie@mchughchenlaw.com |
| Concentra Medical Centers | Joe Hittner | ( 510 ) 465-9810 | 384 Embarcadero West, 3rd Fl. | OAKLAND | CA | joe\_hittner@concentra.com |
| Concentra Medical Centers | Kristopher James | ( 510 ) 351-3553 | 2587 Merced St. | SAN LEANDRO | CA | kris\_james@concentra.com |
| East Bay AIDS Center Medical | Lori Landis | ( 510 ) 869-8400 | 3100 Summit St. | OAKLAND | CA | LandisL@sutterhealth.org |
| East Bay Perinatal Council | Barbara McCullough | ( 510 ) 437-8950 | 2648 E 14th St | OAKLAND | CA | bbmccullough@perinatalcouncil.org |
| Emeryville Occupational Medical Center, Inc. | Steven Gest | ( 510 ) 653-5200 | 6001 Shellmound Street, Suite 115 | EMERYVILLE | CA | dr@emeryvilleoccmed.com |
| Forensic Analytical Sciences | Richard Bernius | ( 510 ) 266-8100 | 3777 Depot Road, Suite #403 | HAYWARD | CA | cchartnett@forensica.com |
| FREMONT URGENT CARE CENTER | JOHN GIDDENS | ( 510 ) 796-1000 | 3161 WALNUT AVENUE | FREMONT | CA | JGIDDENS@FREMONTURGENT.COM |
| GREAT HAWK AIR SERVICE | ABRAHAM HENGYUCIUS | ( 360 ) 975-1866 | 1101 Marina Village Pkwy | ALAMEDA | CA | info@N95-US.com |
| Hiawatha Harris M.D., Inc. | Neisha Becton | ( 510 ) 273-4200 | 1700 Broadway, 5th Floor | OAKLAND | CA | nbecton@bhrcorp.org |
| Histo-Tec Laboratory, Inc. | Steve Avolicino | ( 510 ) 785-6324 | 2829 Depot Road, #4 | HAYWARD | CA | stevea@histoteclab.com |
| Ho-Yin Li M.D., Inc. | Ho-Yin Li | ( 510 ) 315-7196 | 215-237 Estudillo Ave, Suite 203 | SAN LEANDRO | CA | hawksight328@gmail.com |
| Integral Consultants Occupational Medicine | Ramon Terrazas | ( 510 ) 697-3757 | 1916 Tiffin Road | OAKLAND | CA | ramon\_terrazas@mac.com |
| Integrated Medical Associates of Alameda County Inc | Uchenna Okoronkwo | ( 510 ) 569-7326 | 10500 MacArthur Blvd. | OAKLAND | CA | imaoffice@att.net |
| J Glynn & Company | John Glynn | ( 510 ) 839-7226 | 1300 Clay Street - Suite 600 | OAKLAND | CA | john@jglynn.com |
| James A Watson Wellness Center | Genine Turner | ( 510 ) 444-9460 | 5709 Market Street, Suite 1B | OAKLAND | CA | genineturner@gmail.com |
| La Loma Medical Office | Esteban Lovato | ( 510 ) 261-1677 | 3022 International Blvd # 310 | OAKLAND | CA | laloma1@aol.com |
| Mayer Laboratories | David Mayer | ( 510 ) 437-8989 | 646 Kennedy St Bldg C | OAKLAND | CA | MLsalesrep@aol.com |
| Life Extension Clinics dba Life Scan Wellness Centers | Patricia Johnson | (813) 601-0285 | 1011 N. MacDill Ave. | TAMPA | FL | Patricia.johnson@lifescanwellness.com |
| Life Extension Clinics dba Life Scan Wellness Centers | Trudy Pastine | (443) 603-8796 | 1011 N. MacDill Ave. | TAMPA | FL | Trudy.pastine@lifescanwellness.com |
| Life Extension Clinics dba Life Scan Wellness Centers | Todd LeDuc |  | 1011 N. MacDill Ave. | TAMPA | FL | Todd.leduc@lifescanwellness.com |
| Medical Anesthesia Consultants | Truman Gates | ( 925 ) 543-0140 | 5555 West Las Positas Blvd. | PLEASANTON | CA | tgates@macmgi.com |
| Medical Insights Diagnostic Centers Concord P. C. | Virgil Williams | ( 510 ) 507-8528 | 120 Calvert Court | OAKLAND | CA | vwilliams@midxc.com |
| MEDICAL STAFFING NETWORK | SCOT SHORTEN | ( 510 ) 625-9129 | 2201 BROADWAY SUITE M-3 | OAKLAND | CA | SCOTSHORTEN@MSNHEALTH.com |
| National Safety Compliance Inc | David Raslowsky | ( 925 ) 484-9657 | 1048 Serpentine Ln., Suite 304 | PLEASANTON | CA | draslowsky@nsc2000.com |
| Nolli Silva Riordan MD Inc | Nolli Riordan | ( 510 ) 610-1401 | 2708 Calhoun Street | ALAMEDA | CA | NOLLIMD@GMAIL.COM |
| Northern California Drug Test. | Mersedeh Eghdami | ( 510 ) 491-5782 | 26250 Industrial Blvd., #28 | HAYWARD | CA | cdldrugtesting@aol.com |
| Okoronkwo Medical Corp of Alameda County Inc | David Ibeabuchi | ( 510 ) 569-7326 | 10500 MacArthur Blvd, Suite 102 | OAKLAND | CA | omcac@att.net |
| Orthopaedic Sports Specialists, A Medical Corporation | John Jaureguito | ( 510 ) 739-6520 | 39180 Farwell Drive | FREMONT | CA | johnjaureguito@aol.com |
| Pacific Surgical Inc | John Petlandsky | ( 925 ) 460-0798 | 1264 Stealth St | LIVERMORE | CA | jleonard@pacmedical.com |
| PeopleCare Medical Group, PC | Steven Gest | ( 510 ) 653-5200 | 6001 Shellmound Street, Suite 115 | EMERYVILLE | CA | dr@emeryvilleoccmed.com |
| Preventive Care Pathways | Genine Turner | ( 510 ) 444-9460 | 5709 Market Street, Suite 1A | OAKLAND | CA | Genineturner@gmail.com |
| Regional Pathology and Autopsy Services, Inc. | Charles Comer | ( 877 ) 330-7727 | 14796 Wicks Blvd. | SAN LEANDRO | CA | info@regional-pathology.com |
| Robert Bruce Miller MD, Inc | Robert Miller | ( 510 ) 795-7746 | 2557 Mowry Avenue, Suite 22 | FREMONT | CA | mark@medicalfce.com |
| San Leandro Surgery Center | Sheila Cook | ( 510 ) 276-2800 | 15035 E. 14th Street | SAN LEANDRO | CA | sheilacook@slsurgery.com |
| Sophy Wong M.D. Inc | Sophy Wong | ( 510 ) 842-7674 | Aileen Street | OAKLAND | CA | sophy@sophywong.org |
| Transplant Genomics, Inc. | Michael McNulty | ( 925 ) 294-6794 | 46774 Lakeview Blvd | FREMONT | CA | mmcnulty@transplantgenomics.com |
| USA Mobile Drug Testing | Kevin Wiedeman | ( 925 ) 336-1397 | 4847 Hopyard Road, Suite 4-424 | PLEASANTON | CA | kwiedeman@usamdt.com |
| Western Laboratories Medical Group | Elizabeth Treynor | ( 650 ) 533-6865 | 2000 Mowry Avenue | FREMONT | CA | etreynor@gmail.com |
| WUNDER DRUG TESTING CENTER | NGUYEN HELEN | ( 408 ) 398-0808 | 30064 BRIDGEVIEW WAY | HAYWARD | CA | thuhien@hotmail.com |
| You First Health Partners, Inc | Ophelia Long | ( 510 ) 562-7467 | 10520 MacArthur Blvd | OAKLAND | CA | ophelia.long@sbcglobal.net |
| Aetna | David W. Broome | (559) 241-1463 | One Sansome Street Suite 900 | San Francisco | CA | Broomed@aetna.com |
| Alameda County Medical Center | Adonna Esperanza | (510) 437-4800 | 1411 East 31st St. | Oakland | CA | aesperanza@acmedctr.org |
| AllOne Health Resources | Laura Squire | (425) 271-1408 | 600 W. Cumming Park, Ste. 3400 |  | MA | Laura.squire@allonehealth.com |
| Alta Bates Summit Medical Center ER | Rosalyn Ferman | (510) 869-6960 | 2450 Ashby Ave | Berkeley | CA | fermanr@sutterhealth.org |
| American Industrial Care, Inc. | Richard Carpenter | (925) 674-8080 | 2477 Pacheco St. | Concord | CA | rcarpenter@aicmedical.com |
| Bay Area Doctors | Janak Sachdev | (707) 694-6890 | PO Box 7081 | Napa | CA | bayareadoctors@sbcglobal.net |
| Berkeley U.S. Health Works | Jim Mills | (510) 845-5170 | 2850 - 7th Street | Berkeley | CA | jim.mills@ushworks.com |
| Claremont Employee Assistance Prog | Laurie Slez | (800) 834-3773 | 1050 Marina Village Pkwy, S203 | Alameda | CA | lslez@claremonteap.com |
| Concentra Medical Centers | Arlene King | (972) 364-8117 | 384 Embarcadero West | Oakland | CA | arlene.king@concentra.com |
| Concentra Medical Centers | Sonny Vukic | (415)-693-8376 | 110 Sutter St. | San Francisco | CA | sonny\_vukic@concentra.com |
| Concentra Medical Centers | Sonny Vukic | (415) 305-5195 | 384 Embarcadero West | Oakland | CA | sonny.vukic@concentra.com |
| Concentra Medical Centers | Divid Perez | (510) 406-3112 | 385 Embarcadero West | Oakland | CA | david.perez@concentra.com |
| Concentra Medical Centers | Ervin Salmo | (917) 573-9486 | 385 Embarcadero West | Oakland | CA | ervin\_salmo@concentra.com |
| Concentra Medical Centers | Jim Gehres | (707) 236-2347 | 385 Embarcadero West | Oakland | CA | james\_gehres@concentra.com |
| Concentra Medical Centers | Lorena Sanchez | (909) 229-2726 | 384 Embarcadero West | Oakland | CA | lorenar.sanchez@concentra.com |
| Concentra Medical Centers | Rachel Kemiji | (707) 230-1634 | 384 Embarcadero West | Oakland | CA | rkemiji@concentra.com |
| Emeryville Occupational Med Center | Sue Brissette | (510) 653-5200 x0145 | 6001 Shellmound St, Suite 115 | Emeryville | CA | sbrissette.contractor@emeryvilleoccmed.com |
| Emeryville Occupational Med Center | Steven A Gest, MD | (510) 653-5200 | PO Box 99440 | Emeryville | CA | gest.steven@gmail.com |
| Fremont Urgent Care | Cindy Lofthouse | (510) 796-1000 | 3161 Walnut Ave | Fremont | CA | clofthouse@fremonturgent.com |
| Global Nurses Online | Mary Covington | (310) 776-7080 | 10736 Jefferson Blvd., Ste. 655 | Culver City | CA | mary@md2you.com |
| Highland Hospital | Adonna Esperanza | (510) 437-4800 | 1411 E. 31st St. | Oakland | CA | aesperanza@acmedctr.org |
| Kaiser Permente | Ann Conover |  |  |  | CA | ann.conover@kp.org |
| Kaiser Permente | Shawn Wiley |  |  |  | CA | shawn.l.wiley@kp.org |
| Oakland Alta Bates | Rosalyn Ferman | (510) 869-6960 | 350 Hawthrone St. | Oakland | CA | fermanr@sutterhealth.org |
| Oakland Concentra Medical Center | Jim Keever | (510) 465-9565 | 384 Embarcadero West | Oakland | CA | james\_keever@concentra.com |
| Oakland U.S. Health Works | Jim Mills | (510) 638-0701 | 7817 Oakport St. | Oakland | CA | jim.mills@ushworks.com |
| Occu-Med | Chris St. George | (559) 435-2800 x207 | 2121 W. Bullard Ave. | Fresno | CA | cstgeorge@occu-med.com |
| Occu-Med | Sean Edin | (559) 435-2800 | 2121 W. Bullard Ave. | Fresno | CA | sedin@occu-med.com |
| Occu-Med, Ltd. | Jared H. Kaji | (559) 435-2800 ext. 222 | 2121 West Bullard Avenue | Fresno | CA | jkaji@occu-med.com |
| San Leandro Concentra Medical Cntr | Kristopher James | (510) 351-3553 | 2587 Merced St. | SanLeandro | CA | kris\_james@concentra.com |
| San Leandro Hospital ER | Rosalyn Ferman | (510) 869-6960 | 13855 E. 14th St. | SanLeandro | CA | fermanr@sutterhealth.org |
| St. Rose Occupational Health | Rose Dominguez | (510) 264-4046 | 27200 Calaroga Ave | Hayward | CA | R.Dominguez@SRHCA.org |
| Sterling Infosystems Inc. | Bridget Larsen | (415)-320-3042 | 249 W. 17th St., 6th Fl. | New York | CA | blarsen@sterlinginfosystems.com |
| The Permanente Medical Group, Inc. | Patricia Coon | (408) 529-2437 | 39400 Paseo Padre Pkwy, Mission Bldg | Fremont | CA | patricia.coon@kp.org |
| The Permanente Medical Group, Inc. | Joan Carson | (714) 564-4129 x231 | 1851 East First St., Ste 1100 | Santa Ana | CA | joan.m.carson@kp.org |
| U.S. HealthWorks Medical Group | Shelly Neufeld | (510) 908-0440 | 13939 East 14th Street | SanLeandro | CA | Shelly.Neufeld@ushworks.com |
| Union City U.S. Health Works | Jim Mills | (510) 489-8700 | 33560 Alvarado-Niles Road | Union City | CA | jim.mills@ushworks.com |
| US Healthworks | Dana Paiva | (510) 343-8300 | 13940 East 14th Street | SanLeandro | CA | dana.paiva@ushworks.com |
| Valley Care Med. Center ER | Alice Gomes | (925) 847-3000 | 5555 W. Las Positas | Pleasanton | CA | agomes@valleycare.com |
| Valley Care Memorial Hospital ER | Alice Gomes | (925) 447-7000 | 1111 E. Stanley Blvd. | Livermore | CA | agomes@valleycare.com |
| Valley Care Occupational Health | Alice Gomes | (925) 416-3562 | 5565 W. Las Positas Bl. #150 | Pleasanton | CA | agomes@valleycare.com |
| Valley Care Urgent Care&Occup | Alice Gomes | (925) 373-4162 | 1133 E. Stanley Blvd. | Livermore | CA | agomes@valleycare.com |
| Washington Hospital ER | Mike Rogers | (510) 797-1111 | 2000 Mowry Ave. | Fremont | CA | mike\_rogers@whhs.com |