

**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY
PURCHASING DEPARTMENT
75 NORTH PACE BLVD.
PENSACOLA, FL 32505**

EVALUATION OF RFP #123601
School District Employee Health Clinic(s)
DATE: November 8, 2012

EVALUATION COMMITTEE:

Linda Cobb, Teacher / Appointee from the Escambia Education Association (Teacher Union)

David Bryant CPA, CIA, CGAP, Director - Internal Auditing

Patrick Palmer, Benefits Analyst - Risk Management

Linda Pate, Data Specialist / Appointee from the Union of Escambia Education Staff Professionals (Support Union)

Dr. Alan Scott, Assistant Superintendent – Human Resource Services

Kevin Windham, Director – Risk Management

Terry St. Cyr, Assistant Superintendent – Finance and Business Operations

John Dombroskie CPPB, FCPM, FCCM, Director – Purchasing, Participated in an administrative and advisory capacity only.

Willis of Florida, the District's benefit consultant was instrumental in the preparation and evaluation of both the District's Request For Information (RFI) and Request For Proposal (RFP).

EVALUATION PROCESS:

A RFI was initially issued to solicit, view and learn about potential solutions that may be available in the marketplace and that may meet the needs of the District. The information gained from the RFI was used as follows:

1. To establish a firm or group of firms to solicit via future Requests for Proposals.
2. To explore alternate methods, ideas and processes.
3. To establish new standards or specifications for future Requests for Proposals.
4. To establish product/service benchmarks.

The RFI garnered nine responses. The Evaluation Committee identified six (6) firms that they felt would adequately address the District's needs. A RFP was then issued to now solicit proposals for the establishment of clinics. Proposals were only accepted from firms identified via the RFI process. Those firms were Baptist Healthcare, Care ATC, Concentra, HealthStat, Marathon Health and Walgreens.

The Committee then utilized a two-step process to identify the best contractor for the District:

-All responses were evaluated utilizing the criteria contained in the Request For Proposal: Cost of Services (4 Points) and Overall Strategy (1 Point). Willis of Florida computed each contractor's costs/prices to an hourly rate and points were awarded proportionally for both staffing models. These points were then added to Overall Strategy points and points awarded during the RFI process. This led to the selection of the four highest scoring contractors for further consideration. Those selected were Baptist Healthcare, Concentra, HealthStat and Marathon Health.

-Presentations by these four contractors were held for the Committee. (Each contractor was provided an identical script of topics to be covered during presentations. Contractors were free to add items not included in the script, at their own direction. But, at a minimum, contractors were expected to address the topics included in the script.) The Committee was told at the conclusion of these presentations to put all past ranking behind and to rank these contractors 1-4 ("1" being the most preferred, "4" being the least preferred) based on contractor responses from the RFI/RFP and presentation. Pricing was not to be the sole determination factor. The total ability of the contractors to provide the District with the level of services desired, past experience, etc. was to be taken into account.

Final Ranking

Contractor	First Place Votes	Second Place Votes	Third Place Votes	Fourth Place Votes
Baptist Healthcare	0	0	1	6
Concentra	0	0	6	1
HealthStat	0	7	0	0
Marathon Health	7	0	0	0

This led to the following ranking:

- #1 Marathon Health
- #2 HealthStat
- #3 Concentra
- #4 Baptist Healthcare

The Committee recommends award of the School District of Escambia County's RFP #123601 for School District Employee Health Clinic(s) to Marathon Health, Inc., Winooski, VT.

If an agreement cannot be agreed upon, the second highest ranked firm will be notified and an agreement will be negotiated. This process will continue until an agreement can be brought to the Board.