



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Human Resources



Date: December 20, 2012

Board Meeting Date: January 29, 2013

Special Notice / Hearing: None

Vote Required: Majority

To: Honorable Board of Supervisors

From: Donna Vaillancourt, Human Resources Director
Peter Bassett, Interim Assistant Human Resources Director

Subject: Agreement with Baysport Inc. for Employee Wellness Screening Services

RECOMMENDATION:

Adopt a Resolution authorizing an agreement with Baysport, Inc. to provide wellness clinic screening services to County and Court employees for the term of January 1, 2013 through December 31, 2013 in an amount not to exceed \$125,000

BACKGROUND:

The County has sponsored onsite wellness screening services since 1984. In 2011, the County formed a strategic partnership with its two health insurance providers, Blue Shield of California and Kaiser Permanente, to improve employee health by providing employee incentives for participation in wellness programs. In 2011 and 2012, over 36% of County employees participated in Wellness Screenings. In 2013, we are setting an ambitious goal of 50% participation rate.

Baysport was one of two providers of Wellness Screening services in 2012. To increase efficiency, we consolidated services and selected one vendor.

DISCUSSION:

In August 2012, a Request for Proposals (RFP) was issued. Seven proposals were received and evaluated by our medical broker, Alliant Insurance Services. A committee composed of HR representatives and Wellness committee members interviewed three RFP finalists. The committee recommended that the County select Baysport, Inc. as the exclusive Wellness Screening vendor.

Baysport is a locally-owned business with offices in Redwood Shores. Founded in 1984, BaySport is a leading provider of preventive medicine, physical therapy, and corporate fitness services with over 100 corporate clients. The County has had a contractual relationship with Baysport for five years.

The Human Resources Department requests your Board to authorize the Human Resources Director or the Director's designee to execute amendments to the agreement which modify the County's maximum fiscal obligation by no more than \$25,000 (in aggregate), and/or modify the agreement term and/or services so long as the modified term or services is/are within the current or revised fiscal provisions.

The Contractor has assured compliance with the County's Contractor Employee Jury Service Ordinance, as well as all other agreement provisions that are required by County ordinance and administrative memoranda, including but not limited to insurance, hold harmless, non-discrimination and equal benefits. County Counsel has reviewed and approved the Resolution and Agreement as to form.

Approval for this Agreement contributes to Shared Vision 2025 outcome of Collaborative Community by developing and fostering partnerships that promote regional solutions to enhance organizational efficiencies and effectiveness.

PERFORMANCE MEASURE(S):

Measure	FY 2010-11 Actual	FY 2011-12 Actual	FY 2012-13 Projected
Number of Participants	1,923	1,681	2,400
Participant Satisfaction with Services	84%	85%	90%

FISCAL IMPACT:

There is no impact to Net County Cost. All costs associated with this contract are fully covered by the Employee Wellness Program and the Benefits Trust Fund.

Exhibit A

1.	General Description of RFP	To conduct Wellness Screenings for County Employees
2.	List key evaluation criteria	<ul style="list-style-type: none"> -- Individual qualifications and training --Clarity, approach and completeness of program proposal --Program design --Consistency with requested services described in this RFP --Cost effectiveness and budget --Experience with providing similar services --Prior experience and demonstrated competence including technical ability in conducting comparable programs --Proposed work plan, timeframes and approach/methodology to completing the contract. --Cost and ability to complete the work within acceptable time periods. --Demonstrated ability to work effectively with elected officials, management and employees and employee organizations --Demonstrated ability to communicate effectively in non-technical, easily understood language both verbally and in concise written form --Working familiarity with local governments --References
3.	Where advertised	Through Medical Insurance Broker, Alliant Insurance Services
4.	In addition to any advertisement, list others to whom RFP was sent	To current Wellness Contractors, all local hospitals in San Mateo County & Peninsula; Kaiser and Blue Shield account executives; Stanford Health Promotion Network for posting to its membership.
5.	Total number sent to prospective proposers	15-16
6.	Number of proposals received	9
7.	Who evaluated the proposals	<p>Alliant staff reviewed RFPs and selected top three proposals for County to Review.</p> <p>County Review +Selection Committee: Marbella Dover, Pamela Gibson, Rey Guillen, Scott Morrow, Susan Vana</p>
8.	In alphabetical order, names of proposers (or finalists, if applicable) and location	<p>Baysport</p> <p>Blue Shield</p> <p>eHealthScreenings</p> <p>Elite Corporate Wellness</p> <p>Kaiser Permanente</p> <p>On-site Health Diagnostics</p> <p>Superior Mobile Health Solutions</p> <p>Sutter Health</p> <p>Worksite Wellness</p>