



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Human Resources



Date: November 17, 2014

Board Meeting Date: January 6, 2015

Special Notice / Hearing: None

Vote Required: Majority

To: Honorable Board of Supervisors

From: Donna Vaillancourt, 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 15, 2015 through December 31, 2015 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. During these three years, over 3,600 County and Courts employees have participated in the Wellness Screening program. In 2015, we are setting an ambitious goal of 50% participation rate.

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.

During 2014, the vendor conducted 20+ Wellness Screening clinics, serving 2,422 employees. The vendor has agreed to the same contract terms and conditions in 2015, including fee schedule.

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 six years.

The Resolution contains the County's standard provisions allowing amendments of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

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 2012-13 Actual	FY 2013-14 Actual	FY 2014-15 Projected
Number of Participants	2,134	2,427	2,500
Participant Satisfaction with Services	NA	86%	85%

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.