



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Human Resources



Date: November 1, 2013
Board Meeting Date: December 10, 2013
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 1, 2014 through December 31, 2014, 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 3,000 County and Court employees have participated in the Wellness Screening program. In 2014, 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 2013, the vendor conducted 20+ Wellness Screening clinics, serving 2,134 employees. The vendor has agreed to the same contract terms and conditions in 2014, 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 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 Actual
Number of Participants	1,923	1,681	2,134
Participant Satisfaction with Services	84%	85%	N/A

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.