



PURCHASING DEPARTMENT  
DIVISION OF BUDGET & FINANCE

100 West Washington Street, Room 3200 | Hagerstown, MD 21740-4748 | P: 240.313.2330 | F: 240.313.2331  
[www.washco-md.net](http://www.washco-md.net)

**PUR-1381**  
**ADDENDUM NO. 1**  
**INVITATION TO BID**

**PHYSICAL EXAMINATION SERVICES**

**DATE: Thursday, April 26, 2018**

**BIDS DUE: Wednesday, May 9, 2018**  
**4:00 P.M.**

To Bidders:

This Addendum is hereby made a part of the Contract Documents on which all bids will be based and is issued to correct and clarify the original documents.

Please acknowledge receipt of this Addendum at the appropriate space on the Proposal Form. This Addendum consists of two (2) pages and one (1) attachment.

**NOTE: All Bidders must enter the Washington County Administration Complex through either the front door at the 100 West Washington Street entrance or through the rear entrance (w/blue canopy roof) which is handicap accessible, and must use the elevator to access the Purchasing Department to submit their proposal and/or to attend the Pre-Proposal Conference. Alternate routes are controlled by a door access system. Washington County Government has announced new security protocols being implemented at the Washington County Administration Complex at 100 West Washington Street, Hagerstown. The new measures took effect Tuesday, February 14, 2017. The general public will be subject to wand search and will be required to remove any unauthorized items from the building prior to entry. Prohibited items include, but are not limited to: Weapons of any type; Firearms, ammunition and explosive devices; Cutting instruments of any type - including knives, scissors, box cutters, work tools, knitting needles, or anything with a cutting edge, etc.; Pepper spray, mace or any other chemical defense sprays; and Illegal substances.**

**ITEM NO. 1:** *Inquiry:* Would the County be open to using your own space for a clinic or is providing/proposing new clinic space a requirement of the vendor?

*Response:* Clinic space must be supplied by the vendor.

**ITEM NO. 2:** *Inquiry:* if the County requires that the vendor provide space as part of the RFP, would the County be open to this being a shared space with someone else (with

County-dedicated hours) , or is the County insisting on having a dedicated space just for County employees provided by the vendor?

Response: The County is open to sharing space with someone (with County dedicated hours); if the space is within a ten-mile radius of Hagerstown, MD.

**ITEM NO. 3:** Conference Inquiry: Who is the County's current vendor and the current pricing?

Response: Part 1 of ITEM NO. 3 herein: Health at Work of Hagerstown, MD is the current vendor.

Part 2 of ITEM NO. 3 herein: Please see Attachment "A" to this Addendum.

BY AUTHORITY OF:



Rick F. Curry, CPPO  
Director of Purchasing

**PHYSICAL EXAMINATION SERVICES  
PUR-1221**

**Attachment "A"**

**Health @ Work Hagerstown, MD**

<b>SECTION I: TESTS FOR WASHINGTON COUNTY EMPLOYEES</b>				
<b>Item No.</b>	<b>Service</b>	<b>Estimated Annual Quantity</b>	<b>Proposed Price</b>	<b>Total Price</b>
<b>1</b>	Pre-Placement Physical	75	\$70.00	\$5,250.00
<b>2</b>	Pre-Placement Physical (including CDL requirements)	45	\$70.00	\$3,150.00
<b>3</b>	Pre-Placement Physical (Sheriff uniformed officers)	15	\$85.00	\$1,275.00
<b>4</b>	Pre-Placement Physical Fitness Screening (Sheriff uniformed officers)	15	\$90.00	\$1,350.00
<b>5</b>	Pre-Placement/Annual Physical (Advanced Life Support Personnel)	20	\$70.00	\$1,400.00
<b>6A</b>	Pre-Placement/Annual Lab Testing - CBC (Advanced Life Support Personnel)	20	\$16.80	\$336.00
<b>6B</b>	Pre-Placement/Annual Lab Testing - CMP (Advanced Life Support Personnel)	20	\$19.25	\$385.00
<b>6C</b>	Pre-Placement/Annual Lab Testing - Lipid Panel (Advanced Life Support Personnel)	20	\$25.50	\$510.00
<b>6D</b>	Pre-Placement/Annual Lab Testing - Urinalysis (Advanced Life Support Personnel)	20	\$11.00	\$220.00
<b>6E</b>	Pre-Placement/Annual Lab Testing - (Advanced Life Support Personnel) PSA (males over 40)	5	\$27.00	\$135.00
<b>7</b>	Drug and Alcohol Testing for CDL Holders and Safety Sensitive Positions	10	\$70.00	\$700.00
<b>8</b>	DOT Pre-Employment Drug Test	45	\$45.00	\$2,025.00
<b>9</b>	Non-DOT (Panel 8) Pre-Employment Drug Test	75	\$35.00	\$2,625.00
<b>10</b>	DOT Examinations	150	\$70.00	\$10,500.00
<b>11</b>	Fitness for Duty/Consultation Services	10	\$85.00 - \$150.00	\$850.00 - \$1,500.00
<b>12</b>	Return to Work Examination	5	\$85.00	\$425.00

<b>Item No.</b>	<b>Service</b>	<b>Estimated Annual Quantity</b>	<b>Proposed Price</b>	<b>Total Price</b>
<b>13</b>	On the Job Injury - Office Visit (minimum office visit charge)	75	\$97.00	\$7,275.00
<b>14A</b>	Hearing Tests (initial baseline)	20	\$20.00	\$400.00
<b>14B</b>	Hearing Tests (annual checks)	50	\$20.00	\$1,000.00
<b>15</b>	Respiratory Clearance Exams	10	\$75.00	\$750.00
<b>16</b>	Respiratory Annual Evaluation	50	\$15.00	\$750.00
<b>17</b>	Spirometry Testing	25	\$51.00	\$1,275.00
<b>18</b>	Hepatitis B Shots	25	\$60.00	\$1,500.00
<b>19</b>	Hepatitis A Shots	25	\$85.00	\$2,125.00
<b>20</b>	TB Testing	150	\$15.00	\$2,250.00
<b>21</b>	Flu Shots	450	\$25.00	\$11,250.00
<b>22</b>	H1N1 Shots	150	\$25.00	\$3,750.00
<b>23</b>	Lead Blood Test	5	\$55.00	\$275.00
<b>24</b>	Heavy Metals, Urine Test	5	\$84.00	\$420.00
<b>25</b>	EKG (for Advanced Life Support Personnel)	15	\$30.00	\$450.00
<b>26</b>	Stress test (ALS providers over 40)	5	\$365.00	\$1,825.00
<b>27</b>	OSHA Questionnaires	15	\$15.00	\$225.00
<b>28</b>	Hepatitis B Surface Antibody	5	\$25.00	\$125.00
<b>29</b>	Hepatitis A & B Combination Shots	15	\$129.50	\$1,942.50
<b>30</b>	Tetanus/Diphtheria Shots	5	\$25.00	\$125.00
<b>31</b>	Blood Sugar Finger Stick	5	\$8.00	\$40.00
<b>32</b>	FTA Random Drug & Alcohol Consortium Fee	50	\$70.00	\$3,500.00
<b>33</b>	DOT Random Drug & Alcohol Consortium Fee	140	\$70.00	\$9,800.00
<b>34</b>	Safety-Sensitive Random Drug & Alcohol Consortium Fee	110	\$60.00	\$6,600.00
<b>35</b>	Safety-Sensitive (Sheriff's Dept) Random Drug & Alcohol Consortium Fee	250	\$60.00	\$15,000.00
<b>36</b>	FAA Random Drug & Alcohol Consortium Fee	15	\$70.00	\$1,050.00
<b>TOTAL SECTION I</b>				<b>\$104,838.50 - \$105,488.50</b>

**SECTION II: TESTS FOR WASHINGTON COUNTY VOLUNTEER FIRE &  
RESCUE ASSOCIATION PERSONNEL**

<b>Item No.</b>	<b>Service</b>	<b>Estimated Annual Quantity</b>	<b>Proposed Price</b>	<b>Total Price</b>
<b>1</b>	Fire and Rescue Physical Level I	125	\$70.00	\$8,750.00
<b>2</b>	Fire and Rescue Physical Level I	400	\$70.00	\$28,000.00
<b>3</b>	Return to Work Examination	15	\$85.00	\$1,275.00
<b>4</b>	Spirometry Test	400	\$51.00	\$20,400.00
<b>5</b>	Hepatitis B Shots	100	\$60.00	\$6,000.00
<b>6</b>	EKG	400	\$30.00	\$12,000.00
<b>7</b>	Stress Test	5	\$365.00	\$1,825.00
<b>8</b>	OSHA Questionnaires	400	\$15.00	\$6,000.00
<b>9</b>	Hepatitis B Surface Antibody	200	\$25.00	\$5,000.00
<b>10</b>	Hepatitis C Test	250	\$31.65	\$7,912.50
<b>11</b>	Annual PPD Test	400	\$15.00	\$6,000.00
<b>12</b>	Hepatitis A & B Combination Shots	150	\$85.00	\$12,750.00
<b>13</b>	Tetanus/Diphtheria/Pertussis (Pdap) Shots	150	\$52.50	\$7,875.00
<b>14</b>	Fire/Rescue MVA Post-Vehicle Accident Blood Test and Urinalysis	10	\$55.00	\$550.00
<b>15</b>	Fire/Rescue Tracking, testing, and monitoring follow-up of Blood Borne pathogen exposures that may be initially treated after hours at a medical facility	80	\$690.80	\$55,264.00
<b>16</b>	Fire/Rescue: Review of Outside Physical Exam	65	\$15.00	\$975.00
<b>TOTAL SECTION II</b>				<b>\$180,576.50</b>
<b>GRAND TOTAL (SECTIONS I &amp; II)</b>				<b>\$285,415.00 - \$286,065.00</b>

**NOTES:**

**SECTION I**

**Item Nos.**

- 7 DOT Drug test \$45, Breath alcohol \$25
- 16 Paperwork review
- 18 Cost per shot
- 19 Cost is per shot
- 21 Trivalent vaccine, quadrivalent pricing not available currently.
- 22 Most recent flu vaccine included H1N1, price based on historical information

**SECTION II**

**Item Nos.**

- 5 Cost per shot
- 12 Cost is per shot
- 15 This varies depending on level of exposure, total is for all follow up for a 'standard exposure for one year'

**EXCEPTIONS:**

Section I #32, #33, #34 and #36 The County currently participates in our consortium program. The cost will increase under the new proposal to \$4.25/member/month. Random tests under this program billed at \$0.00.

Section I #26 and Section II #7 service is provided at Robinwood Heart.

B. Health@Work feels an hourly rate quote is not applicable. Health@Work charges are based upon the services performed. Special projects or extra work would be negotiated on an as needed basis.