

## Operation of Employee Health Clinic Services and/or Pharmaceutical Services RFP 2023-20 Evaluation

Service Provider	Best and Final Price (3-Year)	Price Score *	Average Technical Score	Total Points *
<i>Maximum Possible Points</i>				
1 Care ATC, Inc		25	57.25	57.25
2 Evernorth Direct Health, LLC - Cigna	\$6,026,000	25.000	59.00	84.00
3 Everside Health	\$6,551,815	22.994	74.00	96.99
4 Proactive MD			53.75	53.75
<b>Evaluation:</b>				
Best and Final offers (BAFO) were requested from the two finalists.				
Everside Health is a MD leads vendor, which allows WCPS to utilize a \$500K grant for start up costs.				

\* Calculated

### Overview of Capabilities



	ProActive	EverNorth	Everside	CareATC
<b>System Integration</b>	ProActive IQ & Athena Health (EMR)	Epic (EMR); Health Eview (MD), MyChart (EE); EDI file feeds to carriers	eClinicalWorks (EMR); Community Care Connect; EDI file feeds to carriers	Care Hub (EMR); CareATC patient Portal; EDI file feeds to carriers
<b>Medical &amp; Pharmacy</b>	Full Medical Services; Mini-Pharmacy with Customizable Formulary	Full Medical Services; Mini-Pharmacy with Customizable Formulary	Full Medical Services; Mini-Pharmacy with Customizable Formulary	Full Medical Services; Rx@Work; Rx@Home; Rx@Retail
<b>Staffing</b>	MD, PA, MA, Patient Advocate (30, 40 or 50 hrs)	2 FT & 1 PT Mid-Level Provider; 3 Medical Assistance (51 Hours)  <i>*LCSW Available</i>	1 MD, 2 Advanced Medical Providers; 4 Medical Asst.  <i>*LCSW Available</i>	1 MD; 1 Nurse Practitioner; 1 Medical Asst/Center Manager; 2 Medical Asst/ 1 LCSW
<b>Telehealth Options</b>	Virtual Care Unit (onsite) staffed by RN AthenaTelehealth - VoIP soft phones for all Health Center providers	Virtual Suite Extender Model (In Person available for Phone Consult) MDLive available for Cigna Members	Everside Everywhere; Rubicon MD (virtual specialty)	CareATC virtual care
<b>Participates in Wellness Initiatives/Fairs</b>	•	•	•	•
<b>Site Determination</b>	Strategize to determine best location, site search, layout and construction services			
<b>BAFO Annual Cost - Staffing Model: 1 MD, 2 PA and 3 MA (3 Yr Projected Cost) (5 Yr Projected Cost)</b>	Not a Finalist	\$6,026,000 \$9,663,000	\$6,551,815 \$10,882,937	Not a Finalist
<b>BAFO ROI Staffing Model: 1 MD, 2 PA and 3 MA (3 Yr Projected Cost) (5 Yr Projected Cost)</b>	Not a Finalist	0.68 0.86	0.82 1.39	Not a Finalist

**Exhibit 2**

		<b>Control Model</b>			
		3 Year Total Comparison		5 Year Total Comparison	
<b>ROI Model B: 1 MD, 2 PA and 3 MA</b>		<b>EverSide Total (Control)</b>	<b>EverNorth (Control)</b>	<b>EverSide Total (Control)</b>	<b>EverNorth (Control)</b>
Potential Patients		3,200	3,200	3,200	3,200
Expected Visits		9,000	9,000	18,000	18,000
<b>Projected Savings*</b>		<b>\$ 5,378,527</b>	<b>\$ 4,118,955</b>	<b>\$ 15,081,669</b>	<b>\$ 8,324,797</b>
Provider Visits		\$ 1,803,613	\$ 1,184,907	\$ 5,057,426	\$ 2,456,704
Urgent Care Visits	Included		\$ 240,618	Included	\$ 481,235
Specialty Provider Visits		\$ 845,860	\$ 286,524	\$ 2,371,835	\$ 573,048
Emergency Room Visits		\$ 435,501	\$ 162,547	\$ 1,221,168	\$ 325,093
Inpatient Costs		\$ 946,771	\$ 609,674	\$ 2,654,796	\$ 1,219,347
High Value Referrals		\$ 1,346,781	\$ 174,645	\$ 3,776,444	\$ 349,290
Gap Closure	Included		\$ 1,460,040	Included	\$ 2,920,080
<b>Projected Costs</b>		<b>\$ 6,551,815</b>	<b>\$ 6,026,000</b>	<b>\$ 10,882,937</b>	<b>\$ 9,663,000</b>
Annual Clinic Cost Estimate (should include pass through costs)		\$ 5,892,915	\$ 5,040,000	\$ 10,224,037	\$ 8,677,000
Start Up Cost Est (Yr 1 includes Build-Out)		\$ 658,900	\$ 986,000	\$ 658,900	\$ 986,000
<b>ROI Calculation</b>		<b>0.82</b>	<b>0.68</b>	<b>1.39</b>	<b>0.86</b>
<b>Additional Costs</b>					
LCSW onsite 35 hrs		\$ 502,979	\$ 573,000	\$ 872,724	\$ 985,000
Technology for additional sites		\$ (20,000)	\$ 742,000	\$ (20,000)	\$ 1,200,000

		<b>Vendor Anticipated ROI</b>			
		3 Year Total Comparison		5 Year Total Comparison	
<b>ROI Model B: 1 MD, 2 PA and 3 MA</b>		<b>EverSide Total (Vendor)</b>	<b>EverNorth (Vendor)</b>	<b>EverSide Total (Vendor)</b>	<b>EverNorth (Vendor)</b>
Potential Patients		5,350	3,200	5,350	3,200
Expected Visits		5,181	9,000	8,634	18,000
<b>Projected Savings*</b>		<b>\$ 16,038,818</b>	<b>\$ 4,118,955</b>	<b>\$ 37,197,006</b>	<b>\$ 8,324,797</b>
Provider Visits		\$ 5,378,392	\$ 1,184,907	\$ 12,473,493	\$ 2,456,704
Urgent Care Visits	Included		\$ 240,618	Included	\$ 481,235
Specialty Provider Visits		\$ 2,522,362	\$ 286,524	\$ 5,849,828	\$ 573,048
Emergency Room Visits		\$ 1,298,668	\$ 162,547	\$ 3,011,854	\$ 325,093
Inpatient Costs		\$ 2,823,281	\$ 609,674	\$ 6,547,715	\$ 1,219,347
High Value Referrals		\$ 4,016,114	\$ 174,645	\$ 9,314,116	\$ 349,290
Gap Closure	Included		\$ 1,460,040	Included	\$ 2,920,080
<b>Projected Costs</b>		<b>\$ 6,796,598</b>	<b>\$ 6,026,000</b>	<b>\$ 11,305,520</b>	<b>\$ 9,663,000</b>
Annual Clinic Cost Estimate (should include pass through costs)		\$ 6,137,698	\$ 5,040,000	\$ 10,646,620	\$ 8,677,000
Start Up Cost Estimate		\$ 658,900	\$ 986,000	\$ 658,900	\$ 986,000
<b>ROI Calculation</b>		<b>2.36</b>	<b>0.68</b>	<b>3.29</b>	<b>0.86</b>
<b>Additional Costs</b>					
LCSW onsite 35 hrs		\$ 502,979	\$ 573,000	\$ 872,724	\$ 985,000
Technology for additional sites		\$ (20,000)	\$ 742,000	\$ (20,000)	\$ 1,200,000