

Town of Ledyard
REQUEST FOR PROPOSAL
#2023-03
FIREFIGHTER PHYSICALS
PROPOSAL RESPONSE

Submitted by:

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July 25, 2022

Attention: Town of Ledyard,

PhysicianOne Urgent Care is honored to participate in the Town of Ledyard's Request for Proposal RFP 2023-03, Firefighter Physical Examinations Program. We have carefully read the Town of Ledyard's requirements for the Request for Proposal RFP 2023-03 and PhysicianOne complies with and agrees to all specified requirements within the RFP. We have extensive experience with firefighter physical exams, partnering with fire departments across the state in providing best in class services and we believe we are the right healthcare partner for the Town of Ledyard's Firefighter Physical Examination Program.

The services outlined in our response are grounded in clinical quality care, following stringent NFPA OSHA standards and guidelines. Through our experience with other Fire Department partnerships, we have fostered strong relationships and have helped advance their firefighter programs through our collaborative consultative partner approach. At PhysicianOne, we pride ourselves on understanding the unique needs of each individual fire department and delivering exceptional services tailored to meet their specific needs.

**Why the Town of Ledyard should select PhysicianOne Urgent Care
for their Annual Firefighter Physical Examinations Program:**

- **PhysicianOne Best Practice Firefighter Occupational Health Service Protocols:** Our best practice firefighter physical examination program has been developed using the National Fire Protection Association (NFPA) medical recommendation standards (includes the latest 2022 edition) and the OSHA regulatory standards for general firefighter health considerations, including CT state, and federal regulations. This ensures the Town of Ledyard receives the best and appropriate required services stated within the guidelines of the RFP for keeping its firefighter team members compliant for the demands of their responsibilities.
- **Ease of Access and Convenience:** PhysicianOne Urgent Care has 16 Connecticut clinic locations. Our local PhysicianOne Centers are open Monday-Friday 8 am to 8 pm, Saturdays and Sundays from 9 am to 5 pm, 365 days a year. PhysicianOne has two clinics that are conveniently located near the town of Ledyard. PhysicianOne of Norwich CT, at 607 West Main Street, and PhysicianOne of Groton, CT, located at 220 Rt 12. With two nearby clinics and extensive hours of operation, this ensures that the demand for convenient and accessible appointment availability is met for the Town of Ledyard's Firefighters with their busy day schedules.
- **In-center Service Delivery:** The PhysicianOne In-Center service will provide ease of access; convenience and a high quality of care experience to meet the service demands and requirements for the Town's fire departments. PhysicianOne medical providers have an average of 13 years of occupational medicine experience and dedication to providing exceptional medical services.

- **Single Point of Contact and Support for the Town of Ledyard:** The Town of Ledyard's fire departments and town administration will have a single point of contact, **Dan Saia**, to provide all support required needs. The Fire Department Stakeholders will also have access to our Director of Employer Services & Quality Assurance, who oversees our firefighter physical exam program, who can be a resource or answer questions related to the Town's Firefighter Physical Exam program, all at no additional cost to the Town. As part of this service, we recommend having periodic "check-in" meetings to review the performance of our services and to determine if improvements can or should be made to Program.
- **Firefighter Physical Exam Experience:** PhysicianOne currently partners with 20+ Firefighter Departments within the state of CT. We have performed over 1,800 Firefighter Physical Examinations in the past 3 and a half years, both within the 16 Connecticut PhysicianOne Centers and on-site at various departments.

Conclusion

We are honored at the opportunity to partner with and serve the Town of Ledyard for its Fire Firefighter Physical Examination Program. PhysicianOne has the clinical quality, expertise, ease of access and experience in delivering a first-class experience and program. We believe our successful partnerships with other fire departments uniquely qualifies us to perform the services for the Town of Ledyard and its associated fire departments.

We understand that decision making for this important program requires careful thought and analysis and we welcome the opportunity to answer questions and discuss our services in more detail.

We look forward to hearing from you soon on this important process!

Best Regards,

Dan Saia

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PhysicianOne Urgent Care
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PhysicianOne Best Practice Requirements for Firefighter Physical Exams New Recruits and Annual Firefighters

All Requirements are based on the 2022 National Fire Protection Association (NFPA) Standard on Comprehensive Occupational Medical Program for Fire Departments. NFPA, A Committee of leading experts has developed and updates regularly guidance for physicians and other healthcare providers responsible for fire department occupational medical programs. These standards are applicable to public, governmental, military, private and industrial fire department organizations providing rescue, fire suppression, hazardous materials mitigation, special operations, and other emergency services.

*Recommendations from Firefighter Safety Through Advanced Research (FSTAR) – Published in 2016 the “Healthcare Provider’s Guide to Firefighter Physicals” – This is an organization that works on the basis that research can improve the lives and safety of firefighters. FSTAR works closely with the International Fire Chiefs Association.

MUST BE COMPLETED TO CERTIFY FF:	New/ Recruit	Annually Interior	Annually Exterior
Medical/Behavioral Health History	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Physical Exam	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
DOT Exam If required by department	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vital Signs	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Vision Exam	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Audiometry	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Spirometry (OSHA Questionnaire) <input type="checkbox"/> COVID Rapid Test or <input type="checkbox"/> PCR within 72 hours required to perform	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Blood Work – CBC, CMP (includes liver function testing) and Fasting Lipids	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Urinalysis	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Chest Xray - Baseline and every 5 years	<input checked="" type="checkbox"/>	Every five years* <input checked="" type="checkbox"/>	<input type="checkbox"/>
EKG – Baseline and annually over the age of 40 years old	<input checked="" type="checkbox"/>	EKG Annually if over the age of 40 years old <input checked="" type="checkbox"/>	EKG Annually if over the age of 40 years old <input checked="" type="checkbox"/>

Other Recommended Firefighter Exam Components (Not Required to Certify Firefighter but are Recommended by NFPA):

Services that can also be completed at P1UC:	New Recruit	Annually (Exterior and Interior)
Tuberculosis (TB) Screening <input type="checkbox"/> PPD or <input type="checkbox"/> QuantiFERON	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Tetanus Vaccine Status Verify up to date every 10 years	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Hepatitis A Vaccine Status – should be offered to high-risk personnel (i.e., SCUBA, USAR, HAZMAT) (P1UC does not carry)	Review Vaccine Status	
HIV screening – Baseline	<input checked="" type="checkbox"/>	
Hep C screening – Baseline	<input checked="" type="checkbox"/>	
Hep B – Baseline titer verification – offer immunization if not immune	<input checked="" type="checkbox"/>	
MMR – proof of vaccination OR titers of immunity	<input checked="" type="checkbox"/>	
Varicella – proof of vaccination OR titers of immunity	<input checked="" type="checkbox"/>	
Influenza vaccine – offered annually	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Screening Tests of Consideration*

- Stress Tests
- Mammography
- Colon Cancer Screening – Stool Testing
- Colon Cancer Screening – Visual exam (colonoscopy, flexible sigmoidoscopy)
- Prostate Cancer
- Lung Cancer Screening
- Cervical Cancer Screening
- Skin Cancer Screening
- Sleep Disturbance Screening
- Body Composition
- Annual Fitness Evaluation

*While PhysicianOne does not provide these services, should your fire department require, PhysicianOne will provide referral coordination with local providers at no additional cost.

Best Practice Firefighter Physical Exam Checklist

We at PhysicianOne would like to help make this process as smooth as possible. To be prepared for your Firefighter Physical please be sure to complete the steps below. You must bring with you the completed authorization form to convey the services required. If drug screening is required, your reservation will be scheduled no less than 3 hours prior to closing; please arrive to your visit well-hydrated.

- Schedule your physical exam by calling the PhysicianOne Call Center (203) 456-1839. This phone number is also located on the authorization form provided to you by your designate department contact (please have your authorization form in front of you when you call).
- If labs are needed, go to a Quest Diagnostics Lab 2 weeks before your scheduled physical appointment to have your labs drawn. Bring with you the Quest Lab slip that will be given to you by your department contact.
- Registration should be completed via link sent by text after scheduling your physical exam with PhysicianOne call center. We recommended completing registration process prior to scheduled appointment to minimize waiting or, please arrive to the center at least 15 minutes ahead of scheduled reservation to complete registration process.
- If applicable, complete OSHA questionnaire form prior to physical exam.
- If applicable, complete the Medical Examination Report Form (for DOT certification).
- On the day of your exam please bring with you:
 - Completed authorization form
 - Your driver's license
 - Contact lenses/glasses
 - List of current medications
 - All necessary clearances from your primary care physician or specialist providers, i.e., internist, cardiologist, pulmonologist, orthopedist, etc.
 - If applicable, completed OSHA Questionnaire
 - If applicable, completed Medical Examiner Report Form (for DOT Certification)
 - If applicable, partial face masks (at least 2 types of masks required) for FIT testing
 - If applicable, copy of your chest x-ray if taken within 5 years of scheduled exam

Due to the services to be performed it can take up to 2 or more hours to complete the entire examination. Please plan accordingly

Town of Ledyard Individual Test Unit Price Form

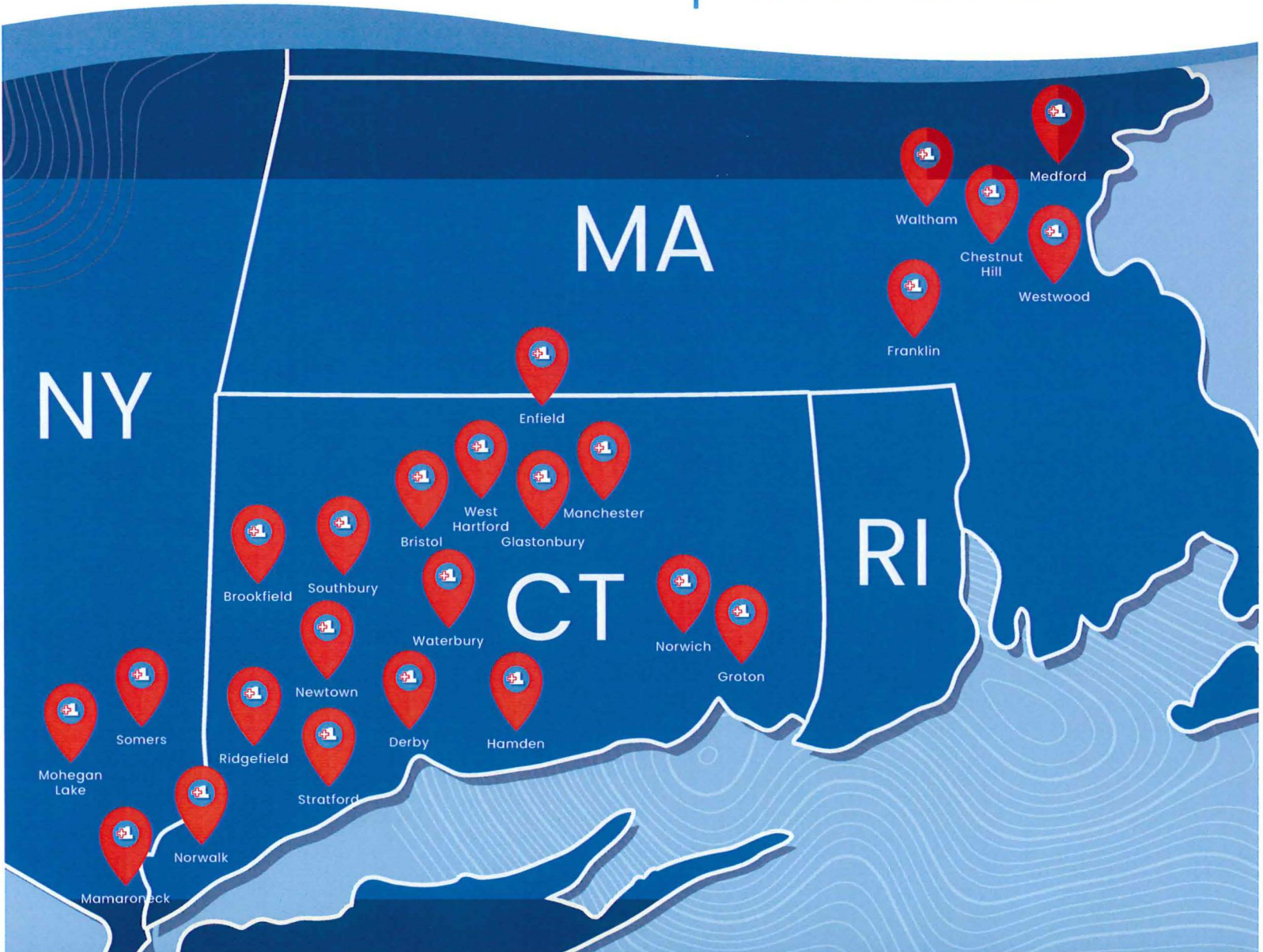
The following is a pricing guide for the services requested in the Town of Ledyard RFP. PhysicianOne's Firefighter Physical Examination Program includes a comprehensive exam and complies with the Town of Ledyard's RFP 2023-03 medical evaluation specified requirements, outlined on page 2 of the Request for Proposal.

Item No.	Description	Unit Price
1.	Physical Examination as specified, including comprehensive medical history and vision	\$80.00
2.	DOT Physical	\$106.00
3.	CBC, CMP & Lipid Panel	\$82.00
4.	Audiology	\$52.00
5.	EKG	\$70.00
6.	Spirometry	\$65.00
7.	Chest X-Ray	\$79.00
8.	OSHA Questionnaire	\$30.00
9.	Urinalysis (included in DOT Physical)	\$23.00
PhysicianOne Optional Services		
	Vaccine, Flu Flucelvax	\$25.00
	Vaccine, Tetanus & Diphtheria	\$65.00
	QuantiFERON Gold TB Test	\$95.00
	Titer, Antibody, Mumps	\$38.00
	Titer, Antibody, Rubella	\$40.00
	Titer, Antibody, Rubeola	\$36.00
	Titer, Varicella	\$75.00
	PPD Placement and Read	\$35.00

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**We're here for you
when you need us.**

PhysicianOne Urgent Care offers expert, walk-in care for non-life threatening illnesses and injuries, from the common cold to broken bones.



Experienced providers are on-site 365 days per year, when your company needs us most.
Weekdays 8:00am - 8:00pm; Weekends and holidays 9:00am - 5:00pm
Thanksgiving and Christmas Day 8:00am - 3:00pm

No appointment needed
Insurances accepted.
Convenient locations across **Connecticut, New York, and Massachusetts**



Connecticut

Occupational Medicine and Workers' Compensation services offered at all centers. *Denotes Breath Alcohol Testing (BAT) and Respiratory Certification center.

Bristol, CT

576 Farmington Avenue
Bristol, CT 06010
☎ 860.650.3848

Brookfield, CT

31 Old Route 7
Brookfield, CT 06804
☎ 860.650.3848

Derby, CT

78 Pershing Drive
Derby, CT 06418
☎ 860.650.3848

Enfield, CT

55 Hazard Avenue
Enfield, CT 06082
☎ 860.650.3848

Glastonbury, CT

2928 Main Street
Glastonbury, CT 06033
☎ 860.650.3848

Groton, CT

220 Route 12
Groton, CT 06340
☎ 860.650.3848

Hamden, CT

2165 Dixwell Ave
Hamden, CT 06514
☎ 860.650.3848

Manchester, CT

370 Middle Turnpike
Manchester, CT 06040
☎ 860.650.3848

Newtown, CT

266 South Main Street
Newtown, CT 06470
☎ 860.650.3848

Norwalk, CT

346 Main Ave.
Norwalk, CT 06851
☎ 860.650.3848

Norwich, CT

607 West Main Street
Norwich, CT 06360
☎ 860.650.3848

Ridgefield, CT

10 South Street Suite 101
Ridgefield, CT 06877
☎ 860.650.3848

Southbury, CT

900 Main Street South Building 2 Suite 100
Southbury, CT 06488
☎ 860.650.3848

Stratford, CT

1040 Barnum Avenue
Stratford, CT 06614
☎ 860.650.3848

Waterbury, CT

920 Wolcott St
Waterbury, CT 06705
☎ 860.650.3848

West Hartford, CT

21 North Main Street, Suite B
West Hartford, CT 06107
☎ 860.650.3848



Massachusetts

Worker's Compensation and DOT/CDL physical exam services offered at all Massachusetts centers.

Chestnut Hill, MA

1210 Boylston Street
Chestnut Hill, MA 02467
☎ 860.650.3848

Waltham, MA

1019 Trapelo Road
Waltham, MA 02452
☎ 860.650.3848

Franklin, MA

648 Old West Central St.
Franklin, MA 02038
☎ 860.650.3848

Westwood, MA

211 University Avenue
Westwood, MA 02090
☎ 860.650.3848

Medford, MA

4110 Mystic Valley Parkway
Medford, MA 02155
☎ 860.650.3848



New York

Occupational Medicine services offered at all New York centers. Please visit PIUC.com for a full list of services available.

Mamaroneck, NY

1030 West Boston Post Road
Mamaroneck, NY 10543
☎ 860.650.3848

Mohegan Lake, NY

Cortlandt Town Center
3085 East Main Street, Suite 12A
Mohegan Lake, NY 10547
☎ 860.650.3848

Somers, NY

80 Route 6
Somers, NY 10505
☎ 860.650.3848