



Kristen Chapman
Administrator of Emergency Services
Town of Ledyard
741 Colonel Ledyard Highway
Ledyard, CT 06339-1511

August 3, 2022
Proposal Pricing is guaranteed for 120 days

Please find the attached proposal for your Request for Proposal #2023-03 Firefighter Physical Exams. We have listed several key factors that differentiate us from other companies.

Detailed Executive Summary

SiteMed is a physician-owned health care company specializing in on-site NFPA 1582 firefighter medical exams. Our comprehensive approach combines proven lifesaving screenings with one-on-one personalized medical counseling.

Our medical providers have performed over 70,000 NFPA 1582 firefighter, HAZMAT, Police, EMS and fire brigade exams, and have over 50 years combined experience with NFPA 1582 and OSHA standards. SiteMed is an Equal Opportunity Employer and an E-Verify participant employer since October 15, 2010. Our E-Verify company ID # 364885.

SiteMed uses state of the art equipment and trained experienced staff. Testing is done under NFPA, OSHA, NIOSH and CAOHC procedures. We value your firefighter's privacy and maintain medical confidentiality throughout the entire testing process.

The SiteMed Difference

We are a physician owned company.

Our physicians specialize in NFPA 1582 medical exams. They lecture and write articles on firefighter health and wellness on the local, state and national level. They have performed over 70,000 NFPA 1582 Firefighter, Fire Brigade, EMS and HAZMAT exams. They understand the inherent medical risks firefighters face and know that a comprehensive NFPA 1582 firefighter evaluation program is the key to keeping firefighters healthy and reducing your department's health care costs. What does this mean for you? Consistency, Reliability, & Dependability.

Other companies owned by non-physicians will often hire temporary outside doctors who may not have experience with firefighter physicals. We specialize in Occupational Medicine and firefighter exams; this is what we do all day every day. Let us put our experience to work for you.

Our Physicians and Staff are Licensed in all 50 states.

From Alaska to Florida and coast to coast we have you covered. You will never have to worry if your provider is in compliance with Medical Practice Laws.

We insist on the highest medical standards.

This means that all lab and imaging studies are ordered by a State licensed physician. All imaging studies are interpreted by a State licensed board-certified radiologist and a written report of all studies are given to all members.

ON-SITE FIREFIGHTER PHYSICALS



Our examination meets and can exceed the NFPA 1582 standard

The SiteMed NFPA 1582 medical exam program meets and with optional specialized testing, can exceed all aspects of the NFPA 1582 standard. We work with hundreds of departments, and our program has been effective for large 1000+ member departments as well as small volunteer departments.

We come on-site to you.

We realize yearly exams can be a daunting process. By coming on-site, we are able to perform up to 50 exams per day and can complete a department in just days instead of weeks or months. We perform 4-8 exams per hour, which greatly helps minimize time away from work. Typically, all we need is a conference room and office to perform all of our testing. There is no need to sit and wait at an urgent care, local clinic or hospital, which puts firefighters and trucks out of service for hours at a time. This saves your department time, money and minimizes hassles related to annual physical exams. Firefighters are able to remain in service and respond to emergencies if needed. Our office hours are from 8:30-5:00 Monday through Friday at the locations noted at bottom of the page. We can come on site on weekends if preferred.

We focus on prevention.

The purpose of an effective wellness program is to enhance the health of your firefighters. It is not a punitive process. Anyone can issue a clearance letter, but our focus is on preventing disease and improving firefighter health and safety. This starts with a complete NFPA 1582 physical exam and our one-on-one counseling.

We manage medical problems.

If medical issues are discovered, we coordinate with the firefighter and their personal physician to make sure your employee is safe to perform **the 14 Essential Job Tasks**. We can usually keep your firefighters working during this process until the issue is resolved. We are available 365 days a year to help you manage and mitigate medical issues.

We care about your health.

As a physician owned company, we will customize your NFPA 1582 program to reflect your specific needs. This means that we can include extras not offered by other companies such as cardiac CT scanning, ultrasound imaging, advanced genetic testing for heart disease and advanced cancer screenings.

We use a unique two-phase process.

Blood and urine specimens are collected on site if applicable 2-4 weeks prior to Phase 2 testing. This process enables providers to examine and consult with your firefighters with the information in front of them (labs, X-Rays, ultrasounds and medical history) just like when they see their primary care physician. This means that during their individual one-on-one counseling session; we can make health recommendations individualized to each person at the time of the consultation.

Year-round access.

What happens after the testing when you have a medical question? With SiteMed, you have year-round access to our Fire Department Doctors for medical consultations. There is no extra charge for this service; it is part of our commitment to your department.

These are just a few of the benefits we can offer your department. Once you have had a chance to review our proposal, please feel free to contact me with any questions you may have. Thanks for giving us the opportunity to bid on this proposal. We look forward to working with you soon.

Bill Orlansky
Business Development
borlansky@sitemed.net
978-621-1494

ON-SITE FIREFIGHTER PHYSICALS



REFERENCES:

The following is a list of some of our most recent public safety jobs. I encourage you to contact our clients listed to discuss the key differences in our services vs. our competitors.

- **Bloomington Fire Department (IL)** – Deputy Chief Jeff Flairty – 309-434-2631 jflairty@cityblm.org
- **Peoria Fire Department (IL)** – Chief Anthony Ardis – 309-494-8731 aardis@peoriagov.org
- **Marietta Fire Department (GA)** – Commander Robert Moss – 770-794-5460 rmoss@mariettaga.gov
- **Cobb County Fire & Emergency Services (GA)** – Chief Carl Crumbley – 770-528-8304 carl.crumbley@cobbcounty.org
- **Maryville Fire Department (TN)** Captain Andrew Puckett 865-273-3610 apuckett@maryville-tn.gov
- **Pelham Fire Department (AL)** – Chief Brian Cleveland – 205-249-0372 bcleveland@pelhamonline.com
- **Anniston Fire Department (AL)** – Chief Jeff Waldrep – 256-231-7647 jwaldrep@anniston.al.gov
- **Romulus Fire Department (MI)** – Kevin Krause – 734-941-8585 kkrause@romulusgov.com
- **Leavenworth County Fire District #1 (KS)** – Chief Mike Stackhouse – 913-727-5844 mstackhouse@fd1lvco.org
- **Lee's Summit Fire Department (MO)** – Chief Arby Todd – 816-935-3462 arby.todd@cityofls.net
- **Jefferson City Fire Department (MO)** – Chief Matt Schofield – 573-634- 6404 mschofield@jeffcitymo.org
- **Estero Fire Department (FL)** – Division Chief Todd Coulter – 239-390-8000 coulter@esterofire.org
- **City of Fayetteville (NC)** – Asst. Fire Chief Kevin Dove – 910-433-1429 kdove@ci.fay.nc.us



Firefighter Program meets OSHA 29 CFR 1910.95, 1910.134, 1910.120, 1910.1030, NFPA1582

SiteMed Value-Additional Standard Components (Included in Standard Physical)

- **One-on-One consultation with a licensed medical provider**
Medical provider may be a Physician, Physician's Assistant or Nurse Practitioner
- **Confidential copy of results and interpretations provided to each firefighter**
- **A Physician will evaluate all charts and issue clearance letters**
Clearance letters will be provided within 7 Business days of the physical examination if there are no medical issues requiring follow up
- **Department Summary report including relevant averages, ranges, and annual comparison statistics**

Medical Component per NFPA 1582 Chapters 6&7 (Included in Standard Physical)

- **Comprehensive Medical History**
All necessary forms will be Provided
- **Medical Examination- Comprehensive physical exam**
includes- Head, Eyes, Ears, Nose, Throat, Neck, Heart, Lungs, Gastrointestinal, Genitourinary, Lymph nodes, Musculoskeletal, skin, neurological and hernia check
Screening for Skin, Thyroid and Testicular Cancer
- **Vitals-**
Height, Weight and Blood Pressure
- **Body Composition**
Bio Impedance Analysis (BIA)
- **Vision-**
Snellen(distance) screening
- **Lab Analysis-**
Chemistry Screen, CBC, Lipid panel, TSH, and Urinalysis, PSA (Males over 40), Hemoglobin A1C
 - Bloodwork will be drawn in the morning approximately 2-4 weeks prior to testing
- **Hearing Test-**
Audiogram using our Benson audiometers or whisper test
- **Pulmonary Function Testing**
- **EKG- 12-lead resting electrocardiogram**

Fitness Component per NFPA 1582 Chapter 8 (Included in Standard Physical)

- **WFI Submaximal Graded Treadmill Evaluation**
To evaluate aerobic capacity (per NFPA 1582 C.2.1.3)
- **Hand grip strength evaluation (NFPA 1582C.2.1.5)**
- **Vertical Jump Assessment (NFPA 1582 C.2.1.8) or Leg Strength Evaluation (C.2.1.6)**
- **Arm Strength Evaluation (NFPA 1582 C.2.1.7)**
- **Push-up muscle endurance evaluation (NFPA 1582 C.2.1.9)**
- **Prone static plank core stabilization assessment (NFPA 1582 C.2.1.11)**
- **Sit and Reach Flexibility evaluation (NFPA 1582 C.2.1.12)**

ON-SITE FIREFIGHTER PHYSICALS



Standard Labs and Screening included in physicals

Chemistry Screening

Screens for Liver Cancer, Biliary Cancer, Diabetes, Gout, Kidney function, Anemia and Liver Disorders

- | | |
|----------------------|------------------------|
| Glucose | Total Protein |
| Sodium | Albumin |
| Potassium | Globulin |
| Chloride | Albumin/Globulin Ratio |
| Blood Urea Nitrogen | Total Bilirubin |
| eGFR | Alkaline Phosphatase |
| BUN/Creatinine ratio | Gamma-GT |
| Uric Acid | AST (SGOT) |
| Inorganic Phosphorus | ALT (SGPT) |
| Calcium | LDH |
| Iron | |

Complete Blood Count

Screens for Lymphoma & Leukemia, Anemia and other Blood Disorders

- White Blood Cell Count (WBC)
- Red Blood Cell Count (RBC)
- Hemoglobin
- Hematocrit
- Platelets
- RDW
- Mean Corpuscular Volume (MCV)
- Mean Corpuscular Hemoglobin (MCH)
- Mean Corpuscular Hemoglobin Concentration (MCHC)

Lipids

Screening for Cardiovascular Risk

- Triglycerides
- Cholesterol, Total
- HDL-High Density Lipoprotein Cholesterol
- LDL-Low Density Lipoprotein Cholesterol
- VLDL- Very Low-Density Lipoprotein Cholesterol
- Cholesterol/ HDL-Cholesterol
- Estimated Coronary Heart Disease Risk

Urinalysis (sent out to lab, not a dipstick)

Screens for Bladder and Kidney Cancers

- | | |
|---|--------------------|
| Color | Leukocyte esterase |
| Ketones | pH |
| Appearance | Nitrate |
| Occult Blood | Protein |
| Specific Gravity | Bilirubin |
| Glucose | Urobilinogen |
| Microscopic examination of urine sediment | |

Thyroid Stimulating Hormone

Screens for Thyroid Disease

Hemoglobin A1C

Screening for Diabetes

Prostate-Specific Antigen (PSA)

Screens for Prostate Cancer

Performed on males 40 years of age and older

American Heart Association / American College of Cardiology

Atherosclerotic Cardiovascular Disease Risk

Calculation of an individual's risk of developing a cardiovascular problem such as a heart attack or stroke within the next 10 years. Calculated for those individuals over the age of 40.





Agreement

Phase 1 (labs and imaging)	3 Days	Up to 6 Hrs per day	Maximum # of 40 People per day
Phase 2 (Medical and Fitness)	3 Days	Up to 8 Hrs per day	Maximum # of 28 People per day

- *Scheduled days to be consecutive unless otherwise noted
- *Minimum program Charge includes up to 65 total exams. Additional exams will be billed at \$ 495 per exam
- *Maximum of 28 exams per 8-hour day unless otherwise noted.
- *Two-day jobs are to be scheduled as afternoon/evening on day 1 and morning on day 2 unless otherwise noted.
- *Ultrasound imaging will be completed on scheduled days only; makeup ultrasounds are not available.

NOTES: _____

Invoicing Terms and Conditions

I acknowledge that the services marked will be provided for 2022-2024 physicals. If changes are made after this agreement is signed an addendum sheet will be provided and signed by both parties. Additional Services Prices are guaranteed for the first year of this agreement and may increase in subsequent years.

(Initial)

SiteMed will invoice for 50% of the total minimum program charge plus additional services if applicable following Phase 1. The Remaining 50% and any other additional services not previously invoiced will be invoiced following phase 2. Invoices are "Due Upon Receipt". Invoices not paid within 30 days will incur a 1.5% late fee charge.

(Initial)

Any Cancellations made less than 30 days prior to scheduled dates will incur charges of 50% of the Minimum charge for time scheduled if not rescheduled for a later date. Cancellations made more than 30 days prior to scheduled dates will incur charges of 25% of the minimum charge if not rescheduled for a later date. Rescheduling services will not incur a cancellation fee.

(Initial)

If applicable Make Up Exams must be completed within 45 Days following the completion of Phase 2. Exceeding 45 days will incur multiple invoices.

(Initial)

This agreement made and entered on this Day _____ of _____, 2022 between SiteMed and Fire Department. This agreement shall exist for an initial period of two (2) years with annual scheduling on the below listed date for the above listed services and will automatically renew for successive scheduling annually thereafter, unless otherwise notified by either party 60 days prior to scheduled testing.

We, the undersigned, duly authorized representatives of the above parties do hereby agree to the statement and conditions outlined above.

Fire Department – Representative

Date

SiteMed – Representative

Date

ON-SITE FIREFIGHTER PHYSICALS



Services	Quantity	Price	Year 1 (2022)	Year 2 (2023)	Year 3 (2024)	Year 4 (2025)	Year 5 (2026)
Standard NFPA 1582 Physical	Base Program Minimum (65)	\$32,175	\$32,175		\$32,175		\$32,175
Additional NFPA 1582 Physicals	10	\$495	\$4,950		\$4,950		\$4,950
Additional Services							
Lab Corp Collection Fee		\$20					
Front Line Behavioral Health Assessment		\$55					
DOT Medical Cards		\$50					
Titmus Vision Screening		\$35					
Cardiopulmonary Exercise Testing (Offered in Marietta office location only)		\$300					
Imaging Services							
Chest -X-rays	75	\$110	\$8,250				
CT Coronary Calcium Scoring <i>*Not available at all locations * Pricing may vary</i>		\$160-and up					
Thyroid Ultrasound		\$95					
Abdominal Ultrasound		\$95					
Pelvic / Testicular Ultrasound		\$95					
Abdominal Aortic Aneurysm Ultrasound		\$95					
Carotid Ultrasound		\$95					
Echocardiogram		\$150					
Screening Services							
Tuberculosis Skin Test Read by FD Personnel		\$30					
Tuberculosis Skin Test Read by SiteMed Personnel		TBD					
Hepatitis B Antibody Screening		\$32					
Hepatitis C Screening		\$32					
Varicella Antibody Screening		\$55					
Measles, Mumps, Rubella Antibody Screening		\$75					
Blood Testing Services							
Blood Typing (ABO Grouping & Rho)		\$22					
HIV Screening		\$32					
CRP (C-reactive Protein)		\$21					
Cholinesterase, RBC (For Hazmat)		\$42					
Heavy Metals Panel (For Hazmat)		\$150					
NMR Particle Test for Cholesterol		\$45					
Fecal Occult Blood Screening		\$25					
Ovarian Cancer Screening		\$35					
Vaccination Services							
Hepatitis A Vaccine (2-Dose Series)		\$95 Per Dose					
Hepatitis B Vaccine (3- Dose Series)		\$85 Per Dose					
Tetanus/ Diphtheria/Pertussis		\$65					
Measles, Mumps, Rubella Vaccine		\$110					
Varicella Vaccine		\$160					
Influenza Vaccine		\$40					
Totals			\$45,375		\$37,125		\$37,125

ON-SITE FIREFIGHTER PHYSICALS



Billing Information

Invoices will be addressed to: **contact person** _____

EMAIL: _____

PHONE NUMBER: _____

PAYMENT/INVOICE PORTAL _____

Special billing instructions: _____

Agreement Addendum Notes:

Date: _____

SiteMed Initial **FD Personnel Initial**

Date: _____

SiteMed Initial **FD Personnel Initial**

Date: _____

SiteMed Initial **FD Personnel Initial**

Notes:

