



April 16, 2024

AWARD NOTICE
RP040-23
Provision of On-Site Wellness Center Administration on an Annual Contract

Pursuant to the proposals received on November 8, 2023 for RP040-23 Provision of On-Site Wellness Center Administration on an Annual Contract has been awarded to Crossover Health Medical Group, APC in the amount of \$2,044,523.82. Please note the enclosed tabulation.

We appreciate your proposal and interest in Gwinnett County.

Sincerely,

A handwritten signature in blue ink, appearing to read "Dana Garland", written over a light blue circular stamp.

Dana Garland, CPPB, FOII, NIGP-CPP
Purchasing Associate III

DG/bc

Enclosure

RP040-23
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 Department of Human Resources

ITEM #	CRITERIA	POINTS ALLOCATED	CareATC, Inc. (OS) TOTAL POINTS	Crossover Health Medical Group, APC (OS) TOTAL POINTS	Evernorth Direct Health, LLC (OS) TOTAL POINTS	Everside Health, LLC (OS) TOTAL POINTS	Marathon Health, LLC (OS) TOTAL POINTS	Med Investors Development, LLC dba One to One Health (OS) TOTAL POINTS	Premise Health Employer Solutions, LLC (OS) TOTAL POINTS	Proactive MD GA, LLC (OS) TOTAL POINTS
1	Ability to Meet Gwinnett County Requirements	5	3.69	3.06	2.25	4.06	3	3.94	3	3.13
2	Organization and Experience	10	7.38	8	5.69	7.38	6.25	7.31	5.81	5.75
3	Clinic Operations	20	17	15.5	13.31	15.63	10.75	15.56	10.38	10.56
4	Account Management and Client Service	15	11.63	12.38	10.75	12	8	10	6.56	8.63
5	Implementation, Administration and Integration	10	7.25	8.75	6	7.5	5.88	6.88	5.88	4.56
6	Communication and Technology	10	8	8.13	5.25	8.44	6.38	6.38	4.5	5.75
7	References	10	5.5	5.25	1	8	9.35	6.6	5.75	10
	SUB-TOTAL	80	60.45	61.07	44.25	63.01	49.61	56.67	41.88	48.38
8	Cost	20	12.7	11.1	12.6	12	12.9	15	10.4	13.4
	SUB-TOTAL	100	73.15	72.17	56.85	75.01	62.51	71.67	52.28	61.78
9	Optional Interview	20	14	20		12		8		
	SUB-TOTAL	120	87.15	92.17	56.85	87.01	62.51	79.67	52.28	61.78
10	Optional Site Visit	10	6	7		4				
	TOTAL	130	93.15	99.17	56.85	91.01	62.51	79.67	52.28	61.78

Recommended Vendor:
 Crossover Health Medical Group, APC
 Attn: Scott Shreve, MD
 101 West Avenida Vista Hermosa, #120
 San Clemente, CA 92672
 Phone: 949-235-9375
 scott.shreve@crossoverhealth.com

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Item #	Description	CareATC, Inc. (OS)	Crossover Health Medical Group, APC (OS)	Evernorth Direct Health, LLC (OS)	Everside Health, LLC (OS)	Marathon Health, LLC (OS)	Med Investors Development, LLC dba One to One Health** (OS)	Premise Health Employer Solutions, LLC (OS)	Proactive MD GA, LLC*** (OS)
1	Implementation Cost	\$87,803.00	\$47,604.00	\$123,000.00	\$0.00	\$0.00	\$55,300.00	\$0.00	\$74,000.00
2	Primary Care Program Administration	\$219,325.76	\$427,408.03	\$204,225.10	\$507,696.53	\$287,422.50		\$285,713.74	
3	Doctor	\$0.00	\$306,434.79	\$461,562.74	\$586,331.68	\$0.00		\$0.00	
4	Mid Level Provider	\$362,680.00	\$0.00	\$162,500.00	\$0.00	\$313,025.65		\$517,834.09	
5	Medical Office Assistant	\$189,446.00	\$226,677.00	\$0.00	\$0.00	\$141,081.98		\$129,714.35	
6	Receptionist / Host	\$0.00	\$45,256.00	\$0.00	\$0.00	\$0.00		\$0.00	
7	Wellness	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$121,607.09	\$1,260,000.00
8	Labs	\$0.00	\$16,213.00	\$1,350.00	\$70,278.72	\$95,759.38		\$28,260.95	
9	Pharmacy	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	
10	Medical supplies*	\$46,000.00	\$51,458.00	\$76,466.00	\$86,062.35	\$34,395.22		\$47,212.46	
11	Misc. Fees (Including Copays)	\$240,716.00	\$573,736.00	\$134,396.16	\$148,909.44	\$224,868.83	\$803,185.00	\$122,632.48	
	Primary Care Total	\$1,058,167.76	\$1,647,182.82	\$1,040,500.00	\$1,399,278.72	\$1,096,553.56	\$803,185.00	\$1,252,975.16	\$1,260,000.00
	Occupational Health								
12	Occ Health Services (Doctor 16 Hrs/WK)	\$262,423.75	\$349,737.00	\$258,000.00	\$83,719.00	\$291,296.34	\$331,800.00	\$469,704.35	\$0.00
13	Occ Health Services (Mid Level Provider 40 Hrs/WK)								
	Total Including Implementation, Primary Care and Occupational Health	\$1,408,394.51	\$2,044,523.82	\$1,421,500.00	\$1,482,997.72	\$1,387,849.90	\$1,190,285.00	\$1,722,679.52	\$1,334,000.00

*Includes pass- thru supplies

**One to One gave a fixed fee quote, without showing service level details
 ***Proactive gave a fixed fee quote, without showing service level details