

# PRICING

The below pricing was created based on current conversations with the City. The outlined pricing is valid for 90 days post the date of submission to the City. If there are staffing/scope modifications, the pricing would be updated accordingly and resubmitted.

The on-site pricing model is a fixed annual fee for program staffing and management. CareATC would bill a flat monthly fee at 1/12<sup>th</sup> the annual rate for all fixed fees including Labor fees, Technology fees, G&A and Management fees. All other costs would be passed through as incurred. Payment terms are net 30 days. Upon each 12-month anniversary of a signed agreement, all prices would increase by the greater of 5% or the trailing twelve-month average CPI-U (physician services).

## IMPLEMENTATION FEES

On-Site One-Time Implementation Costs	Year 1
<b>FIXED IMPLEMENTATION FEES</b>	
Project Management, Training, & Implementation	\$36,700
Technology: IT Hardware, EMR Licensing, Set-Up, Health Information Exchange, and Transfers	\$42,500
<b>Subtotal Fixed Implementation Fees</b>	<b>\$79,200</b>
<b>ESTIMATED VARIABLE IMPLEMENTATION COSTS</b>	
Implementation Travel Costs	As Incurred
Training Period Salaries	As Incurred
Recruiting Costs	As Incurred
FF&E and Supplies	As Incurred

## REQUESTED NURSE PRACTITIONER MODEL<sup>1</sup>

Ongoing Operating Costs	Year 1	Year 2	Year 3
<b>ONGOING LABOR FEES</b>			
Nurse Practitioner - 80 hours/week, aka, 2 FTE	\$307,840	\$323,232	\$339,394
Collaborating Physician MD	\$24,000	\$25,200	\$26,460
Medical Assistant - 40 hours/week, aka, 1 FTE	\$47,840	\$50,232	\$52,744
Medical Assistant Lead - 40 hours/week, aka, 1 FTE	\$59,280	\$62,244	\$65,356
Staff Benefits	\$140,467	\$147,491	\$154,865
Backfill Coverage	\$52,675	\$55,309	\$58,074
Professional Liability	\$5,000	\$5,250	\$5,513
Continued Education Health Professional	\$9,000	\$9,450	\$9,923
Licenses & Dues	\$4,000	\$4,200	\$4,410
<b>Subtotal Ongoing Labor Fees</b>	<b>\$650,102</b>	<b>\$682,608</b>	<b>\$716,739</b>
<b>ONGOING OPERATING FEES</b>			
Technology Fee: Electronic Medical Record, Enterprise Data Warehouse, Analytics and Reporting	\$82,596	\$86,726	\$91,062
General And Administrative	\$156,024	\$163,826	\$172,017
Management Fee	\$84,513	\$88,739	\$93,176
<b>Subtotal Ongoing Operating Fees</b>	<b>\$323,133</b>	<b>\$339,291</b>	<b>\$356,255</b>
<b>Subtotal Fixed Ongoing Operating Costs</b>	<b>\$973,235</b>	<b>\$1,021,899</b>	<b>\$1,072,994</b>

<sup>1</sup> Years 2-3 estimated based on 5% increase

<b>ESTIMATED VARIABLE COSTS</b>			
Estimated Biohazard Waste Removal	\$2,100	\$2,142	\$2,185
Estimated Drug Screening (estimate 500)	\$7,500	\$7,650	\$7,803
Estimated Personal Health Assessments (assume 35% participation)	\$13,081	\$13,343	\$13,610
Estimated Flu Prevention (estimate 5% participation)	\$3,600	\$3,672	\$3,745
Estimated Marketing Materials	\$600	\$612	\$624
Estimated Laboratory Services	\$23,048	\$23,509	\$23,979
Estimated On-site dispensed medications	n/a	n/a	n/a
Estimated Mail order medications	\$89,476	\$91,266	\$93,091
Estimated Injections and OTC medications	\$7,960	\$8,119	\$8,281
Estimated Other: Medical, office supplies, postage, etc.	\$14,434	\$14,723	\$15,018
<b>Subtotal Estimated Ongoing Variables Costs</b>	<b>\$161,799</b>	<b>\$165,036</b>	<b>\$168,336</b>
<b>Total Estimated Onsite Cost</b>	<b>\$1,135,034</b>	<b>\$1,186,935</b>	<b>\$1,241,330</b>

## REQUESTED PHYSICIAN MODEL<sup>2</sup>

<b>Ongoing Operating Costs</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>ONGOING LABOR FEES</b>			
Primary Care Physician - 40 hours/week, aka, 1 FTE	\$290,992	\$305,542	\$320,819
Nurse Practitioner - 40 hours/week, aka, 1 FTE	\$153,920	\$161,616	\$169,697
Collaborating Physician MD	\$12,000	\$12,600	\$13,230
Medical Assistant - 40 hours/week, aka, 1 FTE	\$47,840	\$50,232	\$52,744
Medical Assistant Lead - 40 hours/week, aka, 1 FTE	\$59,280	\$62,244	\$65,356
Staff Benefits	\$180,490	\$189,515	\$198,991
Backfill Coverage	\$67,684	\$71,068	\$74,622
Professional Liability	\$5,000	\$5,250	\$5,513
Continued Education Health Professional	\$9,000	\$9,450	\$9,923
Licenses & Dues	\$4,000	\$4,200	\$4,410
<b>Subtotal Ongoing Labor Fees</b>	<b>\$830,206</b>	<b>\$871,717</b>	<b>\$915,305</b>
<b>ONGOING OPERATING FEES</b>			
Technology Fee: Electronic Medical Record, Enterprise Data Warehouse, Analytics and Reporting	\$82,596	\$86,726	\$91,062
General And Administrative	\$199,249	\$209,212	\$219,673
Management Fee	\$107,927	\$113,323	\$118,990
<b>Subtotal Ongoing Operating Fees</b>	<b>\$389,772</b>	<b>\$409,261</b>	<b>\$429,725</b>
<b>Subtotal Fixed Ongoing Operating Costs</b>	<b>\$1,219,978</b>	<b>\$1,280,978</b>	<b>\$1,345,030</b>
<b>ESTIMATED VARIABLE COSTS</b>			
Estimated Biohazard Waste Removal	\$2,100	\$2,142	\$2,185
Estimated Drug Screening (estimate 500)	\$7,500	\$7,650	\$7,803
Estimated Personal Health Assessments (assume 35% participation)	\$13,081	\$13,343	\$13,610
Estimated Flu Prevention (estimate 5% participation)	\$3,600	\$3,672	\$3,745
Estimated Marketing Materials	\$600	\$612	\$624
Estimated Laboratory Services	\$23,048	\$23,509	\$23,979
Estimated On-site dispensed medications	\$32,992	\$33,652	\$34,325
Estimated Mail order medications	\$89,476	\$91,266	\$93,091
Estimated Injections and OTC medications	\$7,960	\$8,119	\$8,281
Estimated Other: Medical, office supplies, postage, etc.	\$14,434	\$14,723	\$15,018
<b>Subtotal Estimated Ongoing Variables Costs</b>	<b>\$194,791</b>	<b>\$198,688</b>	<b>\$202,661</b>
<b>Total Estimated Onsite Cost</b>	<b>\$1,414,769</b>	<b>\$1,479,666</b>	<b>\$1,547,691</b>

<sup>2</sup> Years 2-3 estimated based on 5% increase

## PROPOSED PHYSICIAN MODEL<sup>3</sup>

Ongoing Operating Costs	Year 1	Year 2	Year 3
<b>ONGOING LABOR FEES</b>			
Primary Care Physician - 40 hours/week, aka, 1 FTE	\$290,992	\$305,542	\$320,819
Nurse Practitioner - 20 hours/week, aka, 0.5 FTE, increasing to 40 hours/week in Year 2	\$76,960	\$161,616	\$169,697
Collaborating Physician MD	\$6,000	\$6,300	\$6,615
Medical Assistant - 80 hours/week, aka, 2 FTE, increasing to 120 hours/week in Year 2	\$95,680	\$150,696	\$158,231
Medical Assistant Lead - 40 hours/week, aka, 1 FTE	\$59,280	\$62,244	\$65,356
Staff Benefits	\$169,252	\$219,647	\$230,630
Backfill Coverage	\$63,469	\$82,368	\$86,486
Professional Liability	\$5,000	\$7,000	\$7,350
Continued Education Health Professional	\$9,000	\$12,600	\$13,230
Licenses & Dues	\$4,000	\$5,600	\$5,880
<b>Subtotal Ongoing Labor Fees</b>	<b>\$779,633</b>	<b>\$1,013,613</b>	<b>\$1,064,294</b>
<b>ONGOING OPERATING FEES</b>			
Technology Fee: Electronic Medical Record, Enterprise Data Warehouse, Analytics and Reporting	\$82,596	\$86,726	\$91,062
General And Administrative	\$187,112	\$243,267	\$255,431
Management Fee	\$101,352	\$131,770	\$138,358
<b>Subtotal Ongoing Operating Fees</b>	<b>\$371,060</b>	<b>\$461,763</b>	<b>\$484,851</b>
<b>Subtotal Fixed Ongoing Operating Costs</b>	<b>\$1,150,693</b>	<b>\$1,475,376</b>	<b>\$1,549,145</b>
<b>ESTIMATED VARIABLE COSTS</b>			
Estimated Biohazard Waste Removal	\$2,100	\$2,142	\$2,185
Estimated Drug Screening (estimate 500)	\$7,500	\$7,650	\$7,803
Estimated Personal Health Assessments (assume 35% participation)	\$13,081	\$13,343	\$13,610
Estimated Flu Prevention (estimate 5% participation)	\$3,600	\$3,672	\$3,745
Estimated Marketing Materials	\$600	\$612	\$624
Estimated Laboratory Services	\$23,048	\$23,509	\$23,979
Estimated On-site dispensed medications	\$32,992	\$33,652	\$34,325
Estimated Mail order medications	\$89,476	\$91,266	\$93,091
Estimated Injections and OTC medications	\$7,960	\$8,119	\$8,281
Estimated Other: Medical, office supplies, postage, etc.	\$14,434	\$14,723	\$15,018
<b>Subtotal Estimated Ongoing Variables Costs</b>	<b>\$194,791</b>	<b>\$198,688</b>	<b>\$202,661</b>
<b>Total Estimated Onsite Cost</b>	<b>\$1,345,484</b>	<b>\$1,674,064</b>	<b>\$1,751,806</b>

## PROPOSED NURSE PRACTITIONER MODEL<sup>4</sup>

Ongoing Operating Costs	Year 1	Year 2	Year 3
<b>ONGOING LABOR FEES</b>			
Nurse Practitioner - 60 hours/week, aka, 1.5 FTE, increasing to 80 hours/week in Year 2	\$230,880	\$323,232	\$339,394
Collaborating Physician MD	\$18,000	\$25,200	\$26,460
Medical Assistant - 80 hours/week, aka, 2 FTE, increasing to 120 hours/week in Year 2	\$95,680	\$150,696	\$158,231
Medical Assistant Lead- 40 hours/week, aka, 1 FTE	\$59,280	\$62,244	\$65,356
Staff Benefits	\$129,229	\$179,639	\$188,621
Backfill Coverage	\$48,461	\$67,365	\$70,733
Professional Liability	\$5,000	\$7,000	\$7,350
Continued Education Health Professional	\$9,000	\$12,600	\$13,230
Licenses & Dues	\$4,000	\$5,600	\$5,880

<sup>3</sup> Years 2-3 estimated based on 5% increase

<sup>4</sup> Years 2-3 estimated based on 5% increase

<b>Subtotal Ongoing Labor Fees</b>	<b>\$599,530</b>	<b>\$833,576</b>	<b>\$875,255</b>
<b>ONGOING OPERATING FEES</b>			
Technology Fee: Electronic Medical Record, Enterprise Data Warehouse, Analytics and Reporting	\$82,596	\$86,726	\$91,062
General And Administrative Management Fee	\$143,887	\$200,058	\$210,061
	\$77,939	\$108,365	\$113,783
<b>Subtotal Ongoing Operating Fees</b>	<b>\$304,422</b>	<b>\$395,149</b>	<b>\$414,906</b>
<b>Subtotal Fixed Ongoing Operating Costs</b>	<b>\$903,952</b>	<b>\$1,228,725</b>	<b>\$1,290,161</b>
<b>ESTIMATED VARIABLE COSTS</b>			
Estimated Biohazard Waste Removal	\$2,100	\$2,142	\$2,185
Estimated Drug Screening (estimate 500)	\$7,500	\$7,650	\$7,803
Estimated Personal Health Assessments (assume 35% participation)	\$13,081	\$13,343	\$13,610
Estimated Flu Prevention (estimate 5% participation)	\$3,600	\$3,672	\$3,745
Estimated Marketing Materials	\$600	\$612	\$624
Estimated Laboratory Services	\$23,048	\$23,509	\$23,979
Estimated On-site dispensed medications	n/a	n/a	n/a
Estimated Mail order medications	\$89,476	\$91,266	\$93,091
Estimated Injections and OTC medications	\$7,960	\$8,119	\$8,281
Estimated Other: Medical, office supplies, postage, etc.	\$14,434	\$14,723	\$15,018
<b>Subtotal Estimated Ongoing Variables Costs</b>	<b>\$161,799</b>	<b>\$165,036</b>	<b>\$168,336</b>
<b>Total Estimated Onsite Cost</b>	<b>\$1,065,751</b>	<b>\$1,393,761</b>	<b>\$1,458,498</b>

## OPTIONAL ADDITIONAL SERVICES<sup>5</sup>

### TOTAL HEALTH SOLUTIONS SERVICES

Optional Additional Services	Estimated Start-Up FF&E And Technology Implementation	Year 1	Year 2*	Year 3*
Physical Therapist - 40 hours/week, aka, 1 FTE	\$16,200	\$210,380	\$220,899	\$231,943
Registered Dietitian / Health Coach - 40 hours/week, aka, 1 FTE	\$9,500	\$170,772	\$179,310	\$188,276
Mental Health Professional - 40 hours/week, aka, 1 FTE	\$10,900	\$189,264	\$198,727	\$208,663
RN Care Coordinator - 40 hours/week, aka, 1 FTE	\$9,500	\$216,948	\$227,796	\$239,185

- A full range of additional services is available both onsite and virtually, including, but not limited to physical therapy, diet & health coaching, mental health services, and RN care coordination.
- Prices listed are for illustrative purposes. If the City is interested in any or all of them, we would like to collaborate to determine the exact needs of the City's population and would then propose a weekly schedule for any of these services that is scaled for the City's needs, which may be less than what is listed or more.
- If any of these services are provided only virtually, then no FF&E for these services would be necessary onsite.

### HEALTHPASSPORT

One-Time Implementation Costs	Year One
HealthPassport Implementation	\$5,000

Ongoing Fees	Estimated Year One Monthly Fee	Estimated Year One Annual Fee
Health Passport (\$1.00 PMPM)	\$2,300.00	\$27,600

<sup>5</sup> Years 2-3 estimated based on 5% increase

- Health Passport: Implementation
  - Customized user interface set up and design
    - basic customization included; extensive customization may require additional fees
  - Eligibility file feed set up
  - Development of communication plan
  - Development of reporting strategy
  - QA and testing of mobile app
- Health Passport Wellness Incentive Management application is billed on a Per Member Per Month (PMPM) basis. It includes:
  - Quarterly Wellness challenges
  - Engagement reporting
  - Device integration
  - Ongoing technical support
  - Incentive program management
- Typically, CareATC recommends combining the HealthPassport product with dedicated Registered Dietitian/Health Coach or RN Care Coordination staffing for best results.

## EXPLANATION OF FEES

### ON-SITE ONE-TIME IMPLEMENTATION COSTS

#### FIXED IMPLEMENTATION FEES:

- **Project Management, Training, & Implementation:** CareATC manages all facets of health center implementation including:
  - Execution of implementation plan
  - Opening of on-site health center
  - Development of workflow and clinical operating procedure for program stakeholders
  - Internal/external implementation planning calls
  - Joint team meetings to review scope and service
  - Initial walk-through of on-site health center location
  - Set up of billing procedures (location set up in internal systems, TIN)
  - Recruitment of personnel and interview of candidates
  - Credentialing of clinicians and Human Resource (HR) orientation (onboarding of health center staff)
  - Supply/equipment review and orientation
  - CareATC specific training for on-site health center policies/procedures
  - Standard marketing program design package with standard customization and all electronic and printable materials (any printing or postage costs incurred by CareATC to be passed through at cost)
  - Evidence based clinical design space plan (if needed)
- **Technology: IT Hardware, EMR Licensing, Set-Up, Health Information Exchange, and Transfers**
  - Physical implementation and installation of the technology/EMR solution designed for the City including hardware and internet connectivity
  - One time license fee billed per provider for the EMR system
  - Four (4) inbound data feed set ups and one (1) outbound data feed set ups

- If additional inbound data feeds are required by the client, then a one-time fee of \$2,000 per feed will apply (along with additional ongoing fees per transmission)
- If additional outbound data feeds are required by the client, then a one-time fee of \$5,000 per feed will apply (along with additional ongoing fees per transmission)

## ESTIMATED VARIABLE IMPLEMENTATION COSTS:

- **Implementation Travel Costs:** all travel costs associated with implementation of an onsite would be passed through as incurred. Reasons for travel include, but are not limited to, location scouting, buildout & renovation progress checks, corporate training team performing onsite staff training, corporate technology team installation activities, open-for-business events.
- **Training Period Salaries:** All on-site staff will be hired prior to health center opening for training and orientation. Staff may be hired up to 30 days prior to health center opening, but typically training lasts approximately 1-2 weeks. These training hours will be billed as incurred on an hourly basis.
- **Recruiting Fees:** In the event that a staffing agency is enlisted or a sign-on bonus is needed to be offered in order to staff the clinic, then such fees would be mutually agreed upon and passed through to the City at cost.
- **Medical Supplies (Initial Stock):** CareATC will perform a walk-through of the clinics and determine if any supplies will be needed to outfit each space according to CareATC's standards. Any items purchased will be passed through as incurred without markup.
- **Furniture, Fixtures, and Equipment (FF&E):** CareATC will perform a walk-through of the clinic and determine if any FF&E will be needed to outfit the space according to CareATC's standards. Any items purchased will be passed through as incurred without markup.
- **Prepackaged Generic Medications (initial stock):** CareATC will purchase the medications and pharmacy supplies according to CareATC's standards. Any items purchased will be passed through as incurred without markup.
- **Buildout & Renovation:** CareATC assumes the City will procure and manage all necessary buildout and renovation costs for the on-site location independent of the contract with CareATC, therefore these costs have not been factored into this pricing. That said, CareATC's facilities team is available for consult at no additional charge.

## ON-SITE LABOR FEES

CareATC provides and supports all aspects of health center and personnel management to include salaries, benefits, training, licensing, CME. Backfill coverage to help ensure health center operations remain uninterrupted during staff member vacation and sick time is included for all providers. Labor fees would be charged monthly and include the following components:

- **BASE SALARY AND WAGES:** Establishing base wages for a clinical position at an on-site health center is based on existing staff salaries and market intelligence, along with clinical specialty, experience of clinician, additional certifications, work schedule, and local salary variances.
- **BENEFITS:** A thorough array of personal benefits is provided to all full-time colleagues, including medical, dental, pharmacy, paid time off, 401K plan, continuing medical education, etc.
- **BACKFILL COVERAGE:** All full-time colleagues receive annual time off for vacation and sick leave based upon company policy. We have incorporated the expense to provide backfill for all clinicians during those times by PRN and/or CareATC network coverage. When available and appropriate, CareATC may utilize virtual backfill options available within our telemedicine network. Please note that if a staffing agency is used to provide coverage, then the difference in rates would be passed through, as agency

pricing is typically higher than the base wage rate. CareATC would avoid agency staffing whenever possible.

- **MALPRACTICE/LIABILITY INSURANCE:** Includes premiums for professional liability policies, including medical malpractice and workers' compensation. CareATC limits are \$1 million / \$3 million, with a \$10 million umbrella.
- **CONTINUING EDUCATION:** Medical professionals are required to have a certain amount of Continuing Education training each year to ensure they are up to date on standards, laws, etc. This includes internal and external training and classes. (Any related travel would be passed through as incurred)
- **LICENSES AND DUES:** Includes professional licensure for health center staff and any necessary dues to professional organizations.

**Volume adjustments:** CareATC will closely monitor health center engagement and will recommend increases in staff hours as necessary. Staff hours and associated fees will be increased upon mutual agreement with the City.

\*Note, labor fees listed represent estimated market rates as of the date of response. If the City would like to retain any current staff members, then labor fees would be updated based on salary expectations of incumbent staff. Upon award, if then current market conditions indicate that labor fees need to change by more than 5% of the original estimated amount, then labor fees shall be adjusted accordingly.

## ON-SITE ONGOING FIXED FEES

### TECHNOLOGY FEE

- CareATC Proprietary Technology Tools
  - Research, maintenance, and upgrades of all technology
  - Patient-Facing
    - Patient Portal
    - Mobile App
    - PHA Live
    - Custom links in portal/app for client websites
    - Health Education Library
  - Staff-Facing
    - Staff hub
    - Care Center
    - Scheduling system
    - Care Hub
    - Campaign builder
    - Coaching platform
    - PHA Outreach and Stratification System
- Electronic Medical Records
  - EMR licensing
  - Maintenance and upgrades
  - Specialty eConsult service
  - Dedicated EMR support and training team
- Systems & Technology helpdesk
- Ongoing replacement of hardware
- Data Integration and Storage
  - Lab interfaces for EMR-based and PHA results
  - Enterprise Data Warehouse



- Eligibility
- Compliance
  - SOC 1 & 2 auditing
  - HIPAA risk assessment
- Analytics
  - Population Risk Analysis
    - Risk Identification – assess and stratify the employee population
    - Identify risk and cost saving opportunities
  - Monthly, quarterly, and annual reporting
  - Predictive, descriptive, and prescriptive analytics
  - Custom reporting available (additional fees may apply)

## **GENERAL & ADMINISTRATIVE (G&A) FEE**

The G&A fee is calculated as a percentage of Labor Fees, so it will fluctuate based on the staffing model. It includes the following services:

- Accounting and Finance
  - Invoicing and billing
  - Payroll
- Regulatory Compliance
  - Quality & Compliance Director oversees all aspects of quality improvement, AAAHC / Patient Centered Medical Home accreditation, and HIPAA/Regulatory compliance
  - Federal, state, and local licensure and compliance
- Human Resources
  - Ongoing regulatory training including OSHA, HIPAA, etc.
  - Performance Management including establishing performance goals for employees, performance appraisals, and provision of feedback on performance for each staff member
  - Employee Relations including promotion of a positive work environment and development and enforcement of company policies related to behavior, conduct, and ethics
- Research, development, and innovation
- Clinical Oversight and Quality
  - Chief Medical Officer oversees all clinical and wellness programs
  - Medical Executive Committee - Led by our Chief Medical Officer, this group is made up of CareATC physicians from across the US. They meet regularly to review and oversee all clinical policies and provider quality measures
  - VP Medical leadership - oversees quality, pharmacy and therapeutics, and clinical informatics. Together with Area Medical Directors, they participate in the Medical Executive Committee and provide oversight for providers and health center staff.

## **MANAGEMENT FEE**

The management fee is calculated as a percentage of Labor Fees, so it will fluctuate based on the staffing model. It includes the following services:

- Account Management
  - Chief Operating Officer oversees all CareATC clinical and client support teams
  - Regional Vice President of Operations oversees all aspects of operations
  - Area Operations Director, Area Medical Director, and Director of Client Success– day-to-day contacts for client who oversee:
    - Frontline triage – Available to address issues on timely manner



- Periodic Strategic Reviews
  - Strategic Planning – optimize all services offered
  - Clinical Coverage – manage clinical staff absences due to:
    - > Illness
    - > Continuing Medical Education (CME)
    - > Vacation
- Marketing services
  - Standard Engagement plan services
    - Standard digital content and copy
    - Development of ongoing engagement strategies
  - Any marketing related printing, postage, and promotion item costs incurred by CareATC will be passed through as incurred without markup
  - Any customizations outside our standard marketing plan may incur additional design fees
- Annual Communication and Engagement Plan (print ready)
  - Customizable Launch and Ongoing Communication Plan
    - Traditional Media - posters, payroll stuffers, home mailers, etc. Any costs incurred with printing or postage to be passed through as incurred.
    - Digital Media - wellness blogs, email campaigns, presentations, etc.
    - Promo Items - pens, lunch boxes, stress balls, recipe cards, etc. Any costs incurred for promo items and shipping would be passed through as incurred.
  - Wellness Education Materials (print ready)
  - Monthly Health Topic (email)
- PHA Outreach
- Profit

## ON-SITE ONGOING VARIABLE PASS-THROUGH COSTS

- **BIOHAZARD WASTE DISPOSAL:** vendor costs for biohazard waste disposal to be passed through as incurred without markup
- **PHA:**
  - All PHAs delivered will be billed at a rate of \$50 per PHA.
  - PHA results can be delivered electronically or via a paper booklet. If paper PHA result booklets are requested by patient, the City will reimburse CareATC for the costs to produce these booklets.
  - Should the City elect to send any eligible health center participants to a LabCorp office nationwide to have a PHA conducted, then the City will reimburse CareATC for any related costs for the lab, as well as any physician attestation fees.
  - Should the City elect to conduct a mass PHA screening event that required additional staff, then additional fees will apply
    - The PHA team member Staffing Fee (billed per staff member deployed in 8-hour increments at a fixed rate to be determined at the time of event)
    - All travel expenses (mileage and per diem, hotel, airfare, car rental, tolls, etc.) to be passed through as incurred.
- **LABORATORY FEES:** CareATC will pass through all costs related to laboratory testing, including, but not limited to blood draws, urine samples, rapid test kits, CLIA waiver, shipping of specimens, etc. as incurred without markup.
- **PHARMACY COSTS:** CareATC will pass through all costs related to pharmacy, prescription, and OTC drug dispensing as incurred.
- **OTHER HEALTH CENTER EXPENSES:**

- Flu and COVID vaccination pricing will be determined on an annual basis depending on serum type and availability. Any other vaccinations delivered to be passed through as incurred without markup.
- Should the City elect to conduct a mass vaccination event that required additional staff, then additional fees will apply
  - The vaccination team member Staffing Fee (billed per staff member deployed in 8-hour increments at a fixed rate to be determined at the time of event)
  - All travel expenses (mileage and per diem, hotel, airfare, car rental, tolls, etc.) to be passed through as incurred.
- Facility and equipment maintenance and calibration to be passed through at cost without markup.
- Travel: for on-site staff to attend CME, for management team members, and any additional travel requested by the City to be passed through as incurred.
- All other consumable supplies and ongoing services as necessary for ongoing health center operations and optimal patient care would be passed through at cost as incurred. These items include, but are not limited to medical supplies, office supplies, breakroom supplies, translation services, uniforms, laundry, postage, printing, third party services (such as MRO or X-Ray overread), etc.
- If any licensure or certifications are requested by the City that would go beyond what has been originally agreed upon as the scope of service, then additional fees may apply (such as licensing staff in additional states for virtual or on-site coverage, scope expansions, etc.)
- CareATC assumes the City will procure and manage all occupancy costs for the on-site location independent of the contract with CareATC, therefore items such as rent, utilities, pest control, HVAC, security, janitorial, etc. have not been factored into this pricing.