

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Professional Healthcare Services for Medically Indigent Persons in Muscogee County (Annual Contract) – RFP No. 23-0009
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of annual contracts with The Medical Center, Inc. dba Piedmont Columbus Regional Midtown (Columbus, GA) and MercyMed of Columbus, Inc. (Columbus, GA) for professional healthcare services for medically indigent persons in Muscogee County who are not eligible and covered by a private or governmental insurance plan. The services include certain inpatient and outpatient care for incarcerated persons in the Muscogee County Jail as well as for inmates released from Muscogee County Jail for a period of three months. The services will be procured on an as-needed basis. The City anticipates funding up to approximately \$9.3 million that will be available to service providers for indigent and inmate care; funding will be divided on a percentage basis based on the availability of funds.

Medical services may include, but not limited to outpatient hospital care, x-ray, laboratory, and primary medical care. Acute inpatient care is applicable to medically necessary treatment provided to inmates. The service providers will implement programs that will improve the health of this population and reduce unnecessary emergency room visits. Limited funding may be allocated to acute inpatient care for medically indigent persons.

Medically indigent persons are defined as residents of Muscogee County who are not covered under a private or governmental insurance plan and meet the income requirements of the Indigent Care Program. The income requirements are defined as having a total yearly income below 125% of the poverty income line guidelines for family units in the United States set by the United States Department of Health and Human Services.

Services *not included* (does not apply to inmates entitled to all “medically necessary” care, as approved by the Jail’s Medical Director) are listed below:

- a. Transportation Services
- b. Dental or Oral Surgery Services
- c. Eye exams, eyeglasses or contacts
- d. Hearing aid or other listening devices
- e. Drug or Alcohol Rehabilitation Services
- f. Chiropractic or Physical Therapy Services
- g. Durable Medical Equipment or Orthotics
- h. Nutritional or Cosmetic Services
- i. Specialty Medical Care Services

- j. Pediatrics (children-birth through 18 years eligible for Medicaid or PeachCare).
- k. Adults 65 and older eligible for Medicare
- l. Immunizations
- m. Services reimbursed by another funding source.

The contract term shall be for one year with the option to renew for four additional twelve-month periods. The contract renewals shall be contingent upon the mutual agreement of the City and the Contractors.

Annual Contract History:

The previous thirty-year contract was awarded on July 7, 1992 (Resolution No. 282-92) to The Medical Center Hospital Authority for the provision of inpatient hospital care and certain outpatient hospital care for indigent residents, and the provision of acute inpatient hospital care to inmates on a long-term basis.

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on the web pages of the Purchasing Division, the Georgia Procurement Registry and DemandStar on October 3, 2022. This RFP has been advertised, opened and evaluated. Four proposals were received on December 30, 2022 from the following vendors:

**The Medical Center, Inc. dba Piedmont Columbus Regional Midtown
(Columbus, GA) MercyMed of Columbus, Inc. (Columbus, GA)
St. Francis Health, LLC dba St. Francis Hospital / Emory Healthcare
(Columbus, GA) Tree of Life Healthcare, Inc. (Columbus, GA)**

The following events took place after receipt of proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation Meeting	11/09/22	The Purchasing Manager advised evaluation committee members of the RFP rules and process, and the project manager provided an overview. Proposals were disbursed to each committee member to review.
1 st Evaluation Meeting	01/13/23	Committee members discussed the proposals and determined that clarification was required from all responding companies.
Clarification Request #1	01/31/23	Requests for clarification were forwarded to all responding companies.
Clarification Received #1	02/22/23	Clarification responses were received and forwarded to the evaluation committee.

2 nd Evaluation Meeting	03/17/23	Committee members discussed the clarification responses and determined additional clarification was required from one company, and presentations/interviews were required of all responding companies.
Presentation Request / Clarification Request #2	03/27/23	Requests for presentations/interviews were forwarded to all responding companies; a request to one of the companies included additional clarification.
Clarification Received #2	04/6/23	The one company provided a response to the clarification request, the response was forwarded to the committee.
Presentations	04/10/23	All responding companies provided presentations and participated in a question/answer session with the committee. The committee decided further clarification was required from the one company.
Clarification Request #3	04/11/23	A request for further clarification was forwarded to one company.
Clarification Received #3	04/14/23	The one company provided a response to the clarification request, the response was forwarded to the committee.
Evaluation Forms Sent	04/25/23	Evaluation forms were forwarded to voting committee members.
Evaluation Results	05/23/23	Evaluation forms were completed and returned to Purchasing for compilation results, which were then forwarded to the Evaluation Committee members for review.
Award Recommendation	06/12/23	With a vote of 2-to-1, the voters recommended award to the two highest scoring companies, The Medical Center, Inc. dba Piedmont Columbus Regional Midtown and MercyMed of Columbus, Inc.

Evaluation Committee:

The proposals were reviewed by the Evaluation Committee, which consisted of one voting member from the Muscogee County Sheriff's Office; one voting member from a private-sector medical professional, who is not associated with any of the responding companies; and a voting member from the Finance Department.

A representative from the Human Resources Department and a representative from the Community Reinvestment Department served as alternate voters.

A representative from the City Attorney's Office and a representative from the City Manager's Office served as non-voting advisors.

Award Recommendation:

The voting committee members unanimously recommended awarding the contract to the two

highest-ranking contractors for the following reasons:

- **The Medical Center, Inc. dba Piedmont Columbus Regional Midtown**
 - Piedmont has 30+ years of providing services to indigent citizens and incarcerated inmates. Piedmont currently operates a clinic that provides primary care services and discounted pharmaceuticals to indigent residents, and they are willing to provide care for currently incarcerated inmates. The vendor has a good work history with Columbus Consolidated Government.
 - The company has plenty of resources.
 - Their facility is a participant in the Section 340B program of the Public Health Services Act for pharmacy services.
- Qualifications/Experience:
 - Piedmont Columbus Regional Midtown is a 583-bed, acute care hospital that features a regional Level II trauma center. The company has a staff of 1,895 employees.
 - The company established the first city hospital in 1836.
 - The company has a Community Health Center that was established in 1992 to specifically address the needs of the indigent patients in the Columbus/Muscogee County area.
 - Located in the same building as the Community Health Clinic, the Piedmont Pharmacy- Community Health screens and provides management of both acute and chronic diseases of the indigent population and provides maintenance medications for all types of medical illnesses.
 - The Midtown Medical Clinic (“Transitional Clinic”) was established to manage the care of patients being discharged from the hospital to improve follow-up and health status, to reduce readmissions by bridging the healthcare gaps often experienced by indigent patients.
 - The company also has a financial resource office with staff dedicated to ensure that all policies and procedures are being followed, including screening or rescreening patients to ensure that patients qualify for the services.
- **MercyMed of Columbus, Inc.**
 - Primary care services are delivered by a team of licensed, insured and credentialed healthcare providers.
 - The organization has experience providing services to the indigent population.
 - MercyMed’s clinics are located in communities that can easily access the needed services.
 - MercyMed ensures access to specialty healthcare services by delivering specialty care at their clinics with full support of Columbus-area volunteers and providers.
- Qualifications/Experience:

- The organization was established in 2012 to provide primary healthcare on a sliding-fee scale to uninsured and underinsured children and adults living in Columbus.
- Since 2012, the organization has tripled the size of their main clinic, established an additional MercyMed clinic and established an embedded clinic at Fox Elementary School.
- The organization has more than 40 employees and 100+ volunteers.
- Every patient who requests care will begin with primary care. The primary care providers are full-time or part-time employees.
- MercyMed supplements primary care with wellness services, including health education, nutritional counseling with a dietitian, fitness and nutrition classes, and fresh fruit and vegetable prescriptions.
- The organization has an onsite CLIA-waived laboratory, radiology equipment and staff to perform routine radiological procedures, and a formal prescription assistance program to help patients secure low- and no-cost prescription medications.

The City's Procurement Ordinance Article 3-110 (Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

Funding is provided by property taxes levied for this specific purpose to ensure that all residents of Columbus, GA have access to quality health care.

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE EXECUTION OF ANNUAL CONTRACTS WITH THE MEDICAL CENTER, INC. DBA PIEDMONT COLUMBUS REGIONAL MIDTOWN (COLUMBUS, GA) AND MERCYMED OF COLUMBUS, INC. (COLUMBUS, GA) FOR PROFESSIONAL HEALTHCARE SERVICES FOR MEDICALLY INDIGENT PERSONS IN MUSCOGEE COUNTY WHO ARE NOT ELIGIBLE AND COVERED BY A PRIVATE OR GOVERNMENTAL INSURANCE PLAN. THE SERVICES INCLUDE CERTAIN INPATIENT AND OUTPATIENT CARE FOR INCARCERATED PERSONS IN THE MUSCOGEE COUNTY JAIL AS WELL AS FOR INMATES RELEASED FROM MUSCOGEE COUNTY JAIL FOR A PERIOD OF THREE MONTHS. THE SERVICES WILL BE PROCURED ON AN AS-NEEDED BASIS. THE CITY ANTICIPATES FUNDING UP TO APPROXIMATELY \$9.3 MILLION TO SERVICE PROVIDERS FOR INDIGENT AND INMATE CARE; FUNDING WILL BE DIVIDED ON A PERCENTAGE BASIS BASED ON THE AVAILABILITY OF FUNDS.

WHEREAS, an RFP was administered (RFP No. 23-0009), and five (4) proposals were received; and,

WHEREAS, the proposals submitted by The Medical Center, Inc. dba Piedmont Columbus Regional Midtown and MercyMed of Columbus, Inc. were deemed responsive to the RFP; and,

WHEREAS, the contract term shall be for one year, with the option to renew for four additional twelve-month period. The contract renewals will be contingent upon the mutual agreement of the City and the Contractors.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS: That the City Manager is hereby authorized to execute annual contracts with The Medical Center, Inc. dba Piedmont Columbus Regional Midtown (Columbus, GA) and MercyMed of Columbus, Inc. (Columbus, GA) for professional healthcare services for medically indigent persons in Muscogee County who are not eligible and covered by a private or governmental insurance plan. The services include certain inpatient and outpatient care for incarcerated persons in the Muscogee County Jail as well as for inmates released from Muscogee County Jail for a period of three months. The services will be procured on an as-needed basis. The City anticipates funding up to approximately \$9.3 million that will be available to service providers for indigent and inmate care; funding will be divided on a percentage basis based on the availability of funds. Funding is provided by property taxes levied for this specific purpose to ensure that all residents of Columbus, GA have access to quality health care.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2023 and adopted at said meeting by the affirmative vote of _____ members of said Council.

Councilor Allen voting _____.
Councilor Barnes voting _____.
Councilor Begly voting _____.
Councilor Cogle voting _____.
Councilor Crabb voting _____.
Councilor Davis voting _____.
Councilor Garrett voting _____.
Councilor Huff voting _____.
Councilor Thomas voting _____.
Councilor Tucker voting _____.

Sandra T. Davis, Clerk of Council

B.H. "Skip" Henderson III, Mayor