



Chief Hagen Champion
Cartersville Fire Department
195 Cassville Road
Cartersville, GA 30120

September 24, 2024
Proposal Pricing is Guaranteed for 120 Days

Please find the attached proposal for your Firefighter NFPA 1582 Health and Wellness program. 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.

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.

John Chattin,
Business Development

ON-SITE FIREFIGHTER PHYSICALS



Firefighter Program meets OSHA 29 CFR 1910.95, 1910.134, 1910.120, 1910.1030, NFPA1582
Included in our Standard Physical

Medical Component per NFPA 1582 Chapters 6&7

- **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), CA-125 on all Females, 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

- **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)**

SiteMed Value-Additional Standard Components

- **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**

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 (CBC)

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

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

Cancer Antigen 125 (CA-125)

Screens for Ovarian Cancer

Performed on all females

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.

ON-SITE FIREFIGHTER PHYSICALS



Agreement

Phase 1(labs and imaging)	3 days	Up to 4 hrs per day	Maximum of 56 people per day
Phase 2 (Medical and Fitness)	3 days	Up to 7 hrs per day	Maximum of 28 people per day

*Scheduled days to be consecutive unless otherwise noted

*Minimum program Charge includes up to 87 total exams. Additional exams will be billed at \$370 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 (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 is made and entered on this date of 9-24-2024, 2024 between SiteMed and Cartersville Fire Department. This agreement shall exist for a period of one (1) year and will automatically renew each year thereafter unless cancelled by either party 60 days prior to the annual anniversary date.

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


Cartersville Fire Department – Representative

9-24-24
Date

SiteMed – Representative

Date

ON-SITE FIREFIGHTER PHYSICALS



Services <small>Proposal Pricing is guaranteed for 120 days</small>	Quantity	Price	Year 1 (2024)
Standard NFPA 1582 Physical <input type="checkbox"/> Without Fitness Component	Base Program Minimum (87)	\$32,190	\$32,190
Additional NFPA 1582 Physicals		\$370	
Additional Services			
Lab Corp Collection Fee (for missed appointments only)		\$20	
Behavioral Health Assessment		\$55	
Titmus Vision Screening		\$35	
Imaging Services			
Chest -X-rays		\$110	
CT Coronary Calcium Scoring <small>*Not available at all locations * Pricing may vary</small>		\$160-and up	
Thyroid Ultrasound *		\$100	
Abdominal Ultrasound *		\$100	
Pelvic / Testicular Ultrasound *		\$100	
Abdominal Aortic Aneurysm Ultrasound *		\$100	
Carotid Ultrasound*		\$100	
Echocardiogram *		\$150	
ULTRASOUND PACKAGE Includes all items marked with*		\$395	
Screening Services			
Tuberculosis Skin Test Read by FD Personnel		\$30	
Tuberculosis Skin Test Read by SiteMed Personnel		TBD	
QuantiFeron TB Gold Blood Test		\$95	
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)		\$25	
Testosterone Level, Total only		\$39	
Testosterone Level, Free and Total		\$69	
HIV Screening		\$32	
CRP (C-reactive Protein)		\$21	
Cholinesterase RBC (for HazMat)	15	\$42	630
Heavy Metals Panel (For Hazmat)	15	\$150	2,250
Fecal Occult Blood Screening (40 y.o. and older)		\$25	
NMR Particle Test for Cholesterol	33	\$45	1,485
One Test™ Screening Services			
One Test™ Standard for cancer		\$209	
One Test™ Premium for cancer		\$349	
Totals			\$36,555

ON-SITE FIREFIGHTER PHYSICALS



Billing Information

Invoices will be addressed to: Michele Bledsoe

EMAIL: mbledsoe@cityofcartersville.org

PHONE NUMBER: 770-387-5635

PAYMENT/INVOICE PORTAL _____

Special billing instructions: All invoices must be received by 12/15/2024 for
payment prior to 12/31/2024

Agreement Addendum Notes:

Date: _____

SiteMed
Initial

FD Personnel
Initial

Date: _____

SiteMed
Initial

FD Personnel
Initial

Date: _____

SiteMed
Initial

FD Personnel
Initial

Notes:

ON-SITE FIREFIGHTER PHYSICALS