

LARIMER COUNTY PROPOSAL #P15-06  
ON-SITE MEDICAL CLINIC MANAGEMENT  
HUMAN RESOURCES DEPARTMENT  
MARCH 27, 2015 2:00 P.M.

Proposals to consider the purchase of contracting for medical clinic management services for the Larimer County Human Resources Department were accepted on Friday, March 27, 2015, 2015 at 2:00 p.m. in the Purchasing Department. Proposals were accepted by Heather MacMillan, CPPB, M.Ed., Purchasing Director, and recorded by Sarah Brightman, Purchasing Agent I. The following proposals were received:

University of Colorado Health  
Carehere PLLC  
Banner Health  
Paladina Health  
Kaiser Permanente  
Vera Whole Health  
Cerner Corporation  
HealthStat Inc  
QuadMed  
Marathon Health  
OurHealth  
MiCare LLC

No decision of award was made pending review and recommendation by the Larimer County Human Resources Department.

The Larimer County Human Resources Department reviewed the proposals and recommends accepting the proposal from Marathon Health, Inc., as per the attached departmental recommendation.

The Larimer County Purchasing Department concurs with the above recommendations.



Heather MacMillan  
Purchasing Director



Carol L. Block, Financial Services Director  
For the Board of Larimer County Commissioners

**PURCHASING DEPARTMENT**



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(970) 498-5955  
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**TO:** Bridget Paris, Director of Human Resources  
Pam Stultz, Benefits Manager

**FROM:** Heather MacMillan, CPPB, M.Ed., Purchasing Director

**DATE:** 3/27/15

**SUBJECT:** P15-06 On-Site Medical Clinic Management

Transmitted for your review and recommendation, are the proposals received to consider contracting for medical clinic management services for Larimer County. Please fill in this form and return it to me via interoffice mail or fax.

The following criteria must be used to evaluate the proposals:

1. Financial
2. Integration
3. Primary Care, Wellness Programs, and Reporting/Analytics
4. Service Commitment
5. Fit with Larimer County Objectives, Operations and Culture

This document will be considered a public record and open to inspection. The individual committee score sheets, comment sheets and other evaluation notes are DELIBERATIVE PROCESS records and not public records. Please keep these documents in your files.

Explain why you want to award the work to a particular vendor and the dollar amount of the award:

The Evaluation Committee shortlisted the three (3) highest scored vendors; Marathon Health Inc., CareHere PLLC, and Cerner Corporation, and performed interviews with each. The Evaluation Committee selects Marathon in the estimated first year amount of \$740,668 (includes a one-time implementation fee) for the following reasons:

Marathon's overall three (3) year fees were the most competitive among the shortlisted vendors, with savings ranging from \$175,000.00 to \$649,000.00 versus the other two (2) short-listed vendors. The Evaluation Committee felt Marathon's philosophy and emphasis on wellness and disease management was the best fit for the County's objectives with their clinic. The Committee also felt Marathon's dedicated team had superior qualifications, more experience, and was the best cultural fit with the County's objectives, operations, and culture. Marathon will provide a dedicated local Account Manager, a Clinic Advocate, an Implementation Manager, a Communication Support Team and an Analyst. The other two (2) shortlisted vendors did not have a local Implementation and Account Manager team to the Evaluation Committee's knowledge. The Evaluation Committee felt Marathon had more experience transitioning clinics, as they have transitioned nine (9) clinics from previous vendors, including transitioning from Larimer County's current vendor. The other two vendors did not provide this information. Lastly, Marathon's proposal was the highest scored by the Evaluation Committee.

**THIS RECOMMENDATION MUST BE SIGNED BY THE DEPARTMENT HEAD**

  
DEPARTMENT HEAD SIGNATURE

Human Resources  
DEPARTMENT

7-23-15  
DATE

**P15-06, On-Site Medial Clinic Administration**

<b>COMPANY:</b>	<b>Marathon</b>	<b>CareHere</b>	<b>Cerner</b>	<b>QuadMed</b>	<b>Paladina</b>	<b>UC Health</b>	<b>OurHealth</b>	<b>Kaiser</b>	<b>Banner</b>	<b>Vera Whole Health</b>	<b>MiCare</b>	<b>HealthStat</b>
<b>EVALUATORS</b>												
<b>1</b>	3.74	3.40	3.87	2.96	2.39	2.18	2.68	2.11	2.17	2.67	1.98	2.23
<b>2</b>	3.67	3.62	3.19	3.31	3.11	2.31	2.69	2.39	2.17	3.08	2.67	1.70
<b>3</b>	3.99	3.41	3.74	3.51	2.59	2.78	2.81	3.05	3.05	2.61	2.66	2.70
<b>4</b>	3.82	3.97	3.54	3.72	3.35	3.59	3.27	3.31	3.30	3.14	3.57	3.52
<b>5</b>	3.78	3.16	3.24	3.36	2.72	3.19	2.64	2.82	3.13	2.66	2.58	2.46
<b>6</b>	4.02	3.72	3.61	3.33	3.26	3.04	2.96	3.17	2.84	2.41	2.67	1.70
<b>TOTALS</b>	<b>15.26</b>	<b>14.16</b>	<b>13.71</b>	<b>13.90</b>	<b>11.77</b>	<b>11.87</b>	<b>11.41</b>	<b>11.57</b>	<b>11.65</b>	<b>11.49</b>	<b>11.48</b>	<b>10.38</b>