

**CC2025-08 OCCUPATIONAL HEALTH SERVICES FOR THE CITY OF TRENTON EMPLOYEES FOR THE CITY OF TRENTON DEPARTMENT OF ADMINISTRATION –
PROPOSAL OPENING DATE JULY 31, 2025, AT 11:00AM**

CC2025-08 OCCUPATIONAL HEALTH SERVICES FOR THE CITY OF TRENTON EMPLOYEES FOR A PERIOD OF ONE (1) YEAR WITH AN OPTION TO EXTEND ONE (1) ADDITIONAL YEAR FOR THE CITY OF TRENTON DEPARTMENT OF ADMINISTRATION – PROPOSAL OPENING DATE JULY 31, 2025, AT 11:00AM		
NUMBER OF RESPONDENTS:	2	
NAME OF BIDDER	OCCUPATIONAL HEALTH CENTERS OF NEWJERSEY, P. ADBA CONCENTRA MEDICAL CENTERS	RWJ BARNABAS HEALTH CORP CARE
ADDRESS	2542 BRUNSWICK PIKE	2 HAMILTON PLACE
CITY, STATE, ZIP	LAWRENCEVILLE, NJ 08648	HAMILTON, NJ 08690
CONTACT NAME	MATTHEW DILIBERTO	CHARLES CURTIS
TELEPHONE	610 592 7160	973 477 5312
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E-MAIL	MATTHEW.DILIBERTO@CONCENTRA.COM	CARLES.CURTIS@RWJBH.ORG
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA	N/A	N/A
DISCLOSURE OF OWNERSHIP STATEMENT(MANDATORY)	INCLUDED	INCLUDED
NON-COLLUSION AFFIDAVIT MANDATORY	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATION CERTIFICATE (MANDATORY)	INCLUDED	INCLUDED
DEBARMENT NOTICE	INCLUDED	INCLUDED
CERTIFICATION OF NON-DEBARMENT FOR FEDERAL GOVERNMENT CONTRACTS	INCLUDED	INCLUDED
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	INCLUDED
AMERICAN WITH DISABILITIES ACT OF 1990 LANGUAGE (MANDATORY)	INCLUDED	INCLUDED
CITY OF TRENTON ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED
EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE (EXHIBIT A) (MANDATORY)	INCLUDED	INCLUDED
POLITICAL CONTRIBUTION DISCLOSURE	INCLUDED	INCLUDED
DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN	INCLUDED	INCLUDED
DISCLOSURE OF INVESTMENT ACTIVITIES IN RUSSIA OR BELARUS	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE (PRIOR TO AWARD)	INCLUDED	INCLUDED
EIC (EMPLOYEE INFORMATION CERTIFICATE)	CERT#40608 EXP 05/15/2026	CERT#72534 EXP 01/15/2027
CERTIFICATIONS AND LICENSES	INCLUDED	INCLUDED
UNIT PRICES AND HOURLY RATES	SEE ATTACHED BREAKDOWN	SEE ATTACHED BREAKDOWN
60-DAY EXTENSION COMPLIANCE	YES	YES
COMPLIANCE WITH EMERGENCY SERVICES	YES	YES
EXCEPTIONS	NONE	NONE
THREE (3) REFERENCES	INCLUDED	INCLUDED
FATAL FLAW	NONE	NONE

OCCUPATIONAL HEALTH CENTERS OF NEWJERSEY, P. ADBA CONCENTRA MEDICAL CENTERS

All PROPOSERs shall submit pricing for the following (I. – IV.40.):

I.	Return to Work Physical Exam	\$ 110
II.	Special Medical Evaluation To include: Second Opinions and certain other special circumstances such as recommendations/suggestions for reasonable accommodation under the Americans with Disabilities Act and Retirement Examinations.	\$ 250
III.	Fitness for Duty	\$ 650
IV.	Pre-Employment Examination	
	1. Medical History and Physical	\$ 80
	2. Back Assessment: Flex and Lift	\$ 30
	3. NIDA Drug Screen (5 panel)	\$ 55
	4. Non-NIDA Drug Screen (10 panel)	\$ 65
	5. Audiometry – Medical Class A	\$ 60
	6. Vision Test: Acuity, Horizontal Field, Color Perception	\$ 115
	7. Hepatitis B Titer	\$ 45
	8. PFT - Spirometry	\$ 65
	9. EKG	\$ 75
	10. Tuberculosis Skin Test	\$ 23
	11. Complete Blood Count and Differential	\$ 45
	12. Urinalysis (microscopic)	\$ 45
	13. Urinalysis (dip)	\$ 25
	14. HDL/LDL Ratios	\$ 45
	15. Comprehensive Metabolic Panel	\$ 55
V.	Other Services Fee Schedule	
	PA Chest x-ray	\$ 80
	1. PA and Lateral Chest x-ray	\$ 100
	2. Xray: Lumbar Spine, 3 view	\$ 125
	3. Back Assessment – Strength	\$ 50
	4. Lifting Capacity	\$ 75
	5. Audiometry – Medical Class A	\$ 60
	6. Fit Test – SCBA Mask – Quantitative	
	a. Short Test	\$ 125
	b. Long Test	\$ 175
	7. Pulmonary Exam	\$ 65
	8. Respiratory Exam	\$ 80
	a. Hemocult Slide	\$ 30
	9. Blood Alcohol	\$ 40
	10. Blood Lead	\$ 35
	11. Cholinesterase	\$ 45
	12. DOT exams (CDL and Gas Pipeline)	\$ 110
	13. NIDA Drug Screen (5 panel, split sample)	\$ 55
	14. Non-NIDA Drug Screen (10 panel, split sample)	\$ 65

15. H-BIG (per cc)	\$	50
16. HIV	\$	85
17. Hepatitis B Vaccine (3 shot series)	\$	210
18. Hepatitis Profile	\$	69
19. Mercury Blood Test	\$	38
20. 24-hour Heavy Metal Urine Test	\$	60
21. RPR	\$	25
22. Comprehensive Metabolic Panel	\$	35
23. Maximal Treadmill Stress Test	\$	325
24. LS5	\$	45
25. Digital rectal Exam	\$	65
26. PSA	\$	30
27. Breathalyzer	\$	45
28. Hepatitis AB, AG and C Virus AB	\$	60
29. Hepatitis Booster	\$	65
30. TB Skin Test	\$	23
31. Telephone Consult, Prescription & Non-Prescription Drug Clearance	\$	50
32. Physical Examination, Prescription & Non-Prescription Drug Clearance	\$	50
33. <u>Back Examinations</u>		
Ergonomic Analysis (little or no risk of injury as self-limited 3 or 5 view LS Spine) Physical examination to include flexibility and strength Lifting test based on job description (risk of injury as lifting dead weight)		
Total Cost:	\$	250
a. W/L S3	\$	250
b. W/L S5	\$	250
c. Physical Exam and Lift Test Only	\$	225
d. Ergonomic Analysis only	\$	150
e. Physical Examination only	\$	110
f. Lifting Test Only	\$	250
34. Physician Hourly Rate	\$	250
35. Physician Assistant Hourly Rate	\$	150
36. Medical Assistant Hourly Rate	\$	100
37. Expert Testimony - Physician Hourly Rate	\$	500
38. Expert Testimony - Physician Assistant Hourly Rate	\$	300
39. Expert Testimony - Medical Assistant Hourly Rate	\$	200

PRICE PROPOSALS FOR TRENTON FIRE DEPARTMENT:

Hep B Surface Antibody

\$ 45

1. Hep B Surface Antigen

\$ 45

2. Skin Fold Test

\$ 35

3. EXAM 1, defined as follows

\$ 700

Age 20-29

Vital Signs

Physical Exam

Fitness Testing

Complete Urinalysis

Chemistry Profile

Complete Blood Count

HDL/LDL Ratios

Pulmonary Function

Vision

Audiometry Medical Class A

4. EXAM 2, defined as follows

\$ 800

Age 30+

Same as EXAM 1 plus Electorcardiogram

5. HAZMAT EXAM, defined as follows

\$ 875

Same as EXAM 2, regardless of age, plus the Hazardous Materials

Questionnaire

6. Research/Define/Update Firefighter Physical Performance Standards.

\$ 200 /hour

7. Research/Design/Update follow-up program to reduce health risks, correct medical problems and/or improve job performance capacity.

\$ 250 /h

our

8. Participate in the maintaining of a TFD physical fitness program

a. Teach on-site Educational Program classes for lifestyle modifications, fitness training, stress reduction, and the reduction of health risks.

\$ 350 /h

our

b. Teach on-site physical fitness programs for Firefighter trainees to improve performance capacity.

\$ 350 /hour

9. T4 Free and TSH Non-Dialysis Thyroid Test

\$ 250

10. NMP22 Bladder Cancer Check

\$ 30

11. CRP High Sensitivity Test

\$ 35

12. CA125 Test

\$ 65

13. Continuation of Service Medical Evaluation

\$ 150

15. H-BIG (per cc)	\$	50
16. HIV	\$	85
17. Hepatitis B Vaccine (3 shot series)	\$	210
18. Hepatitis Profile	\$	69
19. Mercury Blood Test	\$	38
20. 24-hour Heavy Metal Urine Test	\$	60
21. RPR	\$	25
22. Comprehensive Metabolic Panel	\$	35
23. Maximal Treadmill Stress Test	\$	325
24. LS5	\$	45
25. Digital rectal Exam	\$	65
26. PSA	\$	30
27. Breathalyzer	\$	45
28. Hepatitis AB, AG and C Virus AB	\$	60
29. Hepatitis Booster	\$	65
30. TB Skin Test	\$	23
31. Telephone Consult, Prescription & Non-Prescription Drug Clearance	\$	50
32. Physical Examination, Prescription & Non-Prescription Drug Clearance	\$	50
33. <u>Back Examinations</u>		
Ergonomic Analysis (little or no risk of injury as self-limited 3 or 5 view LS Spine) Physical examination to include flexibility and strength Lifting test based on job description (risk of injury as lifting dead weight)		
Total Cost:	\$	250
a. W/L S3	\$	250
b. W/L S5	\$	250
c. Physical Exam and Lift Test Only	\$	225
d. Ergonomic Analysis only	\$	150
e. Physical Examination only	\$	110
f. Lifting Test Only	\$	250
34. Physician Hourly Rate	\$	250
35. Physician Assistant Hourly Rate	\$	150
36. Medical Assistant Hourly Rate	\$	100
37. Expert Testimony - Physician Hourly Rate	\$	500
38. Expert Testimony - Physician Assistant Hourly Rate	\$	300
39. Expert Testimony - Medical Assistant Hourly Rate	\$	200

14. Submaximal Treadmill
\$ 325
15. Source Testing
 - a. HIV and Hepatitis Panel, collection kit, forms, tubes, biohazard bags and specimen box with seal
\$ 154
 - b. Draw Fee
\$ 35
 - c. Courier
\$ 100
 - d. Routing
\$ 100
16. Hepatitis A Titers
\$ 45
17. Hepatitis Profile to include A, B and C
\$ 150
18. Hepatitis Booster
\$ 65
19. Urinalysis, Dip only
\$ 45
20. Telephone Consultations
\$ 200

PRICE PROPOSALS FOR TRENTON POLICE DEPARTMENT:

1. Provide research and guidance in developing training hour
programs for recruits, trainees and other officers. \$ 350 / per
2. Drug screening, as per TPD procedures
 - a. 5 panel drug screen \$ 55 each
 - b. 10 panel drug screen \$ 65 each
3. Telephone or in-person medical consultation
contract year \$ 100 / per
4. On-site group Hepatitis inoculations \$ 275 each
5. Provide research & development of protocol information
contract year \$ 500 / per
6. Provide guidance to TPD physical training instructors in developing
training programs for police officers \$ 400 /hour

RWJ BARNABAS HEALTH CORP CARE

All respondents shall submit pricing for the following (I. – IV.40.):

I.	Return to Work Physical Exam	\$ 98
II.	Special Medical Evaluation	
	To include: Second Opinions and certain other special circumstances such as recommendations/suggestions for reasonable accommodation under the Americans with Disabilities Act and Retirement Examinations.	
		\$ 98
III.	Fitness for Duty	\$ 98
IV.	Pre-Employment Examination	
	1. Medical History and Physical	\$ 69
	2. Back Assessment: Flex and Lift	\$ 76
	3. NIDA Drug Screen (5 panel)	\$ 50
	4. Non-NIDA Drug Screen (10 panel)	\$ 50
	5. Audiometry – Medical Class A	\$ 42
	6. Vision Test: Acuity, Horizontal Field, Color Perception	\$ 32
	7. Hepatitis B Titer	\$ 52
	8. PFT - Spirometry	\$ 48
	9. EKG	\$ 40
	10. Tuberculosis Skin Test	\$ 35
	11. Complete Blood Count and Differential	\$ 48
	12. Urinalysis (microscopic)	\$ 25
	13. Urinalysis (dip)	\$ 23
	14. HDL/LDL Ratios	\$ 50
	15. Comprehensive Metabolic Panel	\$ 48
V.	Other Services Fee Schedule	
	PA Chest x-ray	\$ 60
	1. PA and Lateral Chest x-ray	\$ 69
	2. Xray: Lumbar Spine, 3 view	\$ 70
	3. Back Assessment – Strength	\$ 35
	4. Lifting Capacity	\$ 70
	5. Audiometry – Medical Class A	\$ 42
	6. Fit Test – SCBA Mask – Quantitative	
	a. Short Test	\$ 56
	b. Long Test	\$ 56
	7. Pulmonary Exam	\$ 48
	8. Respiratory Exam	\$ 69
	a. Hemocult Slide	\$ 56
	9. Blood Alcohol	\$ 70
	10. Blood Lead	\$ 53
	11. Cholinesterase	\$ 60
	12. DOT exams (CDL and Gas Pipeline)	\$ 92
	13. NIDA Drug Screen (5 panel, split sample)	\$ 50
	14. Non-NIDA Drug Screen (10 panel, split sample)	\$ 50
	15. H-BIG (per cc)	\$ 750
	16. HIV	\$ 71
	17. Hepatitis B Vaccine (3 shot series)	\$ 222

18. Hepatitis Profile	\$ 85
19. Mercury Blood Test	\$ 66
20. 24-hour Heavy Metal Urine Test	\$ 245
21. RPR	\$ 48
22. Comprehensive Metabolic Panel	\$ 48
23. Maximal Treadmill Stress Test	
<i>Third Party vendor can be identified with oversight</i>	
24. LS5	\$ Not applicable at this time
25. Digital rectal Exam	\$ 75
26. PSA	\$ Included in exam
27. Breathalyzer	\$ 52
28. Hepatitis AB, AG and C Virus AB	\$ 36
29. Hepatitis Booster	\$ 84
30. TB Skin Test	\$ 74
31. Telephone Consult, Prescription & Non-Prescription Drug Clearance	\$ 35
<i>Services are assumed to be associated with work exposure/ injury and would be billed at New Jersey U&C Rates</i>	
	\$ UCR
32. Physical Examination, Prescription & Non-Prescription Drug Clearance	\$ 69
33. <u>Back Examinations</u>	
Ergonomic Analysis (little or no risk of injury as self-limited 3 or 5 view LS Spine)	
Physical examination to include flexibility and strength	
Lifting test based on job description (risk of injury as lifting dead weight)	
	Total Cost: \$ 220
a. W/L S3 (Lift Test and Lumbar 3 view)	\$ 146
b. W/L S5 (Lift Test and Lumbar 5 view)	\$ 151
c. Physical Exam and Lift Test Only	\$ 145
d. Ergonomic Analysis only	\$ 75
e. Physical Examination only	\$ 69
f. Lifting Test Only	\$ 76
34. Physician Hourly Rate	\$ 270
35. Physician Assistant Hourly Rate	\$ 215
36. Medical Assistant Hourly Rate	\$ 85
37. Expert Testimony - Physician Hourly Rate	\$ 270
38. Expert Testimony - Physician Assistant Hourly Rate	\$ 215
39. Expert Testimony - Medical Assistant Hourly Rate	\$ 85

PRICE PROPOSALS FOR TRENTON FIRE DEPARTMENT:

Hep B Surface Antibody

\$ 52

1. Hep B Surface Antigen

\$ 55

2. Skin Fold Test

\$ included in exam

3. EXAM 1, defined as follows

\$ 439

Age 20-29

Vital Signs

Physical Exam

Fitness Testing

Complete Urinalysis

Chemistry Profile

Complete Blood Count

HDL/LDL Ratios

Pulmonary Function

Vision

Audiometry Medical Class A

4. EXAM 2, defined as follows

\$ 479

Age 30+

Same as EXAM 1 plus Electrocardiogram

5. HAZMAT EXAM, defined as follows

\$ 479

Same as EXAM 2, regardless of age, plus the Hazardous Materials

Questionnaire

6. Research/Define/Update Firefighter Physical Performance Standards.

\$ 300 /hour

7. Research/Design/Update follow-up program to reduce health risks, correct medical problems and/or improve job performance capacity.

\$ 300 /hour

8. Participate in the maintaining of a TFD physical fitness program

a. Teach on-site Educational Program classes for lifestyle modifications, fitness training, stress reduction, and the reduction of health risks.

\$ 100 /hour

b. Teach on-site physical fitness programs for Firefighter trainees to improve performance capacity.

\$ 100 /hour

9. T4 Free and TSH Non-Dialysis Thyroid Test

\$ 55

10. NMP22 Bladder Cancer Check

\$ No longer valid. See response

11. CRP High Sensitivity Test

\$ 50

12. CA125 Test

\$ 56

13. Continuation of Service Medical Evaluation

\$ 98

14. Submaximal Treadmill

Third Party vendor can be identified with oversight

\$ Not applicable at this time

15. Source Testing

Services are assumed to be associated with work exposure/ injury and would be billed at New Jersey U&C Rates

- a. HIV and Hepatitis Panel, collection kit, forms, tubes, biohazard bags and specimen box with seal

\$ New Jersey UC & Rates

- b. Draw Fee

\$ 28

- c. Courier

\$ No Charge

- d. Routing

\$ No Charge

16. Hepatitis A Titers

\$ 50

17. Hepatitis Profile to include A, B and C

\$ 85

18. Hepatitis Booster

\$ 74

19. Urinalysis, Dip only

\$ 23

20. Telephone Consultations

\$ New Jersey UC & Rates

PRICE PROPOSALS FOR TRENTON POLICE DEPARTMENT:

- | | |
|---|-------------------------------|
| 1. Provide research and guidance in developing training programs for recruits, trainees and other officers. | \$ <u>300</u> / per hour |
| 2. Drug screening, as per TPD procedures | |
| a. 5 panel drug screen | \$ <u>50</u> each |
| b. 10 panel drug screen | \$ <u>50</u> each |
| 3. Telephone or in-person medical consultation year | \$ * see below / per contract |

**Services are assumed to be associated with work exposure/ injury and would be billed at New Jersey U&C Rates*

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|--|--|
| 4. On-site group Hepatitis inoculations | \$ <u>**See below Onsite Grid</u> / each |
| 5. Provide research & development of protocol information year | \$ <u>300</u> / per contract |
| 6. Provide guidance to TPD physical training instructors in developing training programs for police officers | \$ <u>300</u> /hour |

ADDITIONAL SERVICES

** PRICE PROPOSALS FOR ONSITE SERVICES:

Vaccines:

Hepatitis B (HepBisav – 2 shot series)	\$175 each
Hepatitis A	\$125 each
Combo Hep A/B (Twinrix)	\$180 each
Influenza	\$45 each

X-Ray:

x-ray with standard interpretation	\$200 each
x-ray with B-read interpretation	\$250 each

TB Testing:

TB Skin Test	\$40 each
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Onsite Fees:

Rate	\$250 per event
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Labor Fees:

<u>Position</u>	<u>Weekly Day Rate</u>	<u>Night and Weekend Rate</u>
Physician	\$270 per hour	\$330 per hour
Nurse Practitioner or Physician Assistant	\$215 per hour	\$270 per hour
Registered Nurse or LPN	\$160 per hour	\$215 per hour
Physical Therapist	\$215 per hour	\$270 per hour
Athletic Trainer	\$100 per hour	\$155 per hour
Medical Assistant or Emergency Medical Technician	\$85 per hour	\$140 per hour
X-Ray Technician	\$85 per hour	\$140 per hour

LUMP SUM PRICE: \$128,200

*Capitated Services includes the services and testing in the tables below. It also includes annual Hazmat Physical and testing. EXCLUSIONS to this price are listed below.

* If the annual maximum number of services or tests is exceeded, additional services and tests will be at the pricing set out in pages

* Lump sum components and number of components needed are based on the 2021 winning bid.

* Physical Exams below are examination only and do not include all other services

Services	Annual Maximum # of Services	Cost per Unit	Total by Service Line
Pre-Employment Physical Exams	150	\$69	\$10,350
Return to Work/ Fitness for Duty Exams	400	\$69	\$27,600
Department of Transportation Exams	60	\$92	\$5,520
Annual Hazmat Physical Exams	40	\$98	\$3,920

Tests	Annual Maximum # of Tests	Cost per Unit	Total by Service Line
Non-Nida Drug Screen 5 Panel	325	\$50	\$16,250
Nida Drug Screen 5 Panel	40	\$50	\$2,000
Breath Alcohol Testing	125	\$36	\$4,500
Complete Blood Count (CBC)	200	\$48	\$9,600
Comprehensive Metabolic Panel	200	\$48	\$9,600
Urinalysis	100	\$25	\$2,500
Urine Heavy Metals	40	\$245	\$9,800
Respiratory Questionnaire	80	\$37	\$2,960
EKG	80	\$40	\$3,200
Audiogram	80	\$42	\$3,360
PFT Spirometry	80	\$48	\$3,840
Chest X-ray PA/ Lateral	80	\$69	\$5,520
B Reader Asbestos Exposure Assessment	80	\$75	6000
Hepatitis Profile	20	\$84	\$1,680

Exclusions- the below services are not included in the above Capitated Services and Related Pricing.

- 1 Annual firefighter exams
- 2 Disability retirement exams
- 3 Surveillance physicals that are not part of the Hazmat or Firefighter exam specifications
- 4 TB/ PPD Testing
- 5 Independent radiological reading fees
- 6 Spinal/lift testing
- 7 Maximum exercise stress testing
- 8 Skin fold testing
- 9 Vaccination/onsite vaccination programs
- 10 Hourly consultations services and expert testimony fees