

# Elizabeth City Employee Health and Wellness Clinic RFP

August 26, 2024



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## Purpose

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Sentara's response to the Elizabeth City Employee Health and Wellness Clinic RFP.

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Introduction to the Sentara Team

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# Introduction: **Sentara Presentation Team**



**Teresa Watson**

Division President  
Sentara Albemarle Medical  
Center



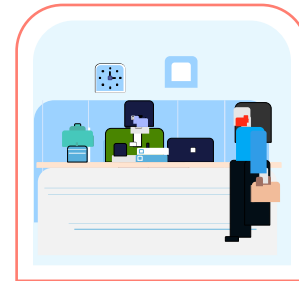
**Molly Burke**

Sentara Ambulatory Division  
Regional Director

# Overview: **Sentara Health**



**Sentara Hospitals**



**Sentara Medical Group**



**Sentara Health Plans**



# Employer Health & Wellness Clinic RFP: **Contract Terms**

## Contractual Terms



### High-level Contractual Terms

- Clinic Locations ..... Elizabeth City Employees will have access to the following sites of care for same day care needs:  
Walk-in Clinic (905 Thunder Road) Monday – Friday 8:00-5:00  
Telehealth 7a-7p Monday – Sunday.  
Nurse Advice Line 24/7
- Services ..... Same Day Care includes sinus infections, bug bites, UITs, rashes, minor cuts and scrapes, care navigation and other low acuity care needs. Additional information on Same Day Care can be found on the next slide.
- Care Delivery ..... Employees/Dependents are required to inform the front desk staff at the walk-in clinic or virtual clinic that they are an employee or have benefits through the City when scheduling or registering for a visit.
- Initial Term ..... 2-year initial term with a maximum of two, one year auto renewals. If required to maintain financial viability of the partnership and prior to renewal, the City and Sentara agree to engage in good faith negotiations regarding updated pricing.
- Out for Convenience ..... Both parties can term for convenience after the initial term with a 90-day notice.
- Renewal ..... To cancel the auto-renewal, the cancelling party must provide 90-day written notice indicating they do not wish to renew the contract.
- Visits ..... 300 visits per year are included in the annual cost.
- Cost ..... Year 1: \$48,500 and Year 2: \$50,500.
- Contract Structure ..... One MSA between Sentara and Elizabeth City with SOWs outlining the different services provided to the City from Sentara.  
SOW 1: Same Day Care Services – see definition slides  
SOW 2: Occupational Medicine Services – see definition slides

# Employer Health & Wellness Clinic RFP: **Definitions**

## Same Day Care Services



### Care Definitions – Statement of Work #1

Same day care focuses on episodic care needs that are typically found in an urgent care or virtual care setting.

Examples of same day care include:

- Sinus infections, bug bites, sunburn, flu-like symptoms, urinary tract infections, upper respiratory infections, and other appropriate walk-in care needs.
- Return to work clearance.
- Preventive Care & Lifestyle Services like, patient education on weight loss, healthy living, and diabetic screening.
- Standard Waved Testing at the walk-in clinic.
- Testing and recommended treatment for high blood pressure and anxiety assessments.
- Sports physicals.
- Standard immunizations and vaccines (COVID, Flu, etc..) will be billed to the City based on Sentara's cost to deliver the service.
- Managing appropriate referrals to specialty or other care services.
- Care coordination and navigation.

Employees will access same day care through the following processes:

- Employees may schedule or reserve a spot in line through calling the practice or through Sentara's online patient portal (MyChart).
- Employees may walk into the walk-in clinic located on Thunder Road.

# Employer Health & Wellness Clinic RFP: **Definitions**

## Occupational Medicine



### Care Definitions – Statement of Work #2

Occupational Medicine addresses the specific care needs for employers and employees.

What: This Statement of Work (SOW) will focus on Sentara supporting firefighter physicals.

When: We will execute this SOW by end of September 2024.

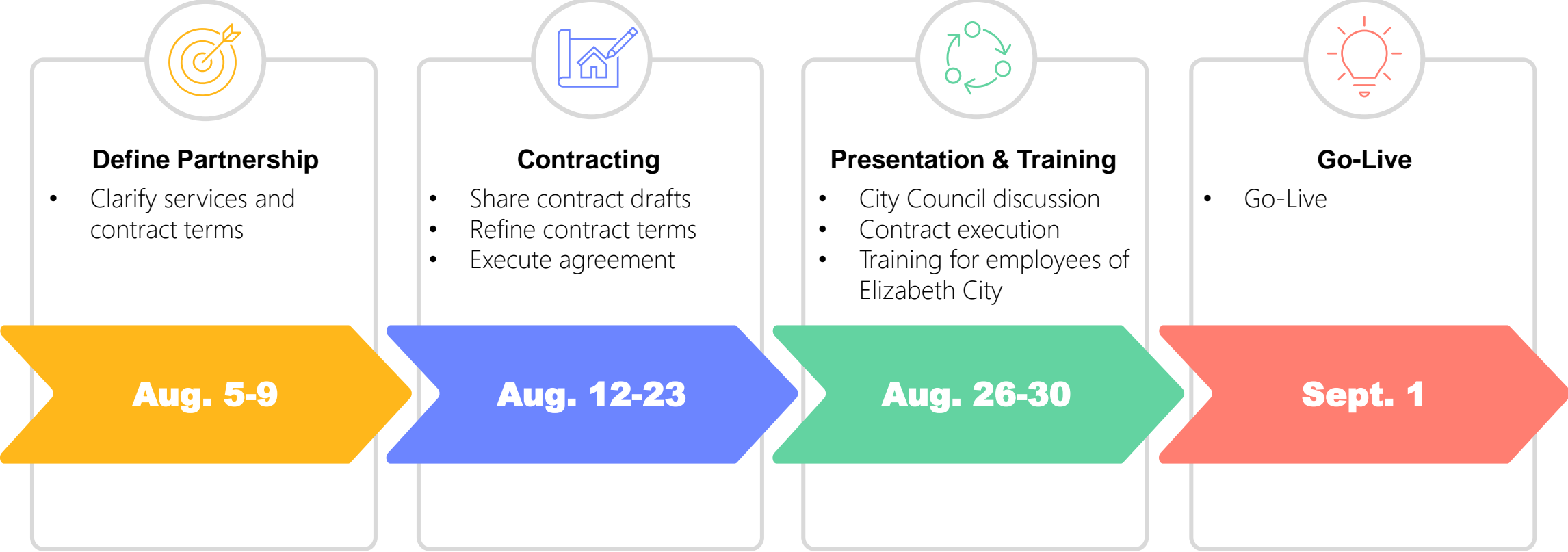
Future Considerations: We will partner with the City to expand Occupational Service offerings.

Opportunity to expand Occupational Medicine services include:

- Bomb Squad Physical
- Vaccinations/TB Test
- Drug screening and collection
- DOT Physical
- DOT Drug screen (Non-Post Offer)
- Return-to-work Examination
- Fitness-for-duty exam
- Wellness Physical
- Lead Level Tests
- Non-DOT Post Offer Drug screen
- Non-DOT Post Offer Physical & Drug Screen
- Post Offer Physical & Drug screen (Police & Fire Dispatch/Office)
- Post Offer Physical & Drug screen (Police Officer)
- Annual Firefighters Fitness Tests & 1 every 5 yr. Chest Xray
- Minor workers compensation diagnosis and treatment



# Next Steps





Thank you!