

**CITY COUNCIL COMMUNICATION 97-503  
OCTOBER 6, 1997 AGENDA**

**SUBJECT:**

**MEDICAL EQUIPMENT FOR  
OCCUPATIONAL HEALTH  
SERVICES CLINIC**

**SUBMITTED BY:**

**WILLIAM STOWE  
HUMAN RESOURCES DIRECTOR**

**SYNOPSIS –**

Approving selection of the successful bidder, Hawkeye Medical Supply Inc., to provide medical equipment for the Occupational Health Services Clinic.

**FISCAL IMPACT –**

The cost of medical equipment is part of the original clinic projected cost of \$279,467. The expenditure for medical equipment is \$37,810. The expenditure will be offset through the reduction of physical therapy costs, which are paid directly by affected operating departments, and funded from Trust and Agency levy as part of our annual appropriation for Workers' Compensation and Chapter 411 medical and indemnity costs.

**RECOMMENDATION –**

**Approving selection of successful bidder.**

**BACKGROUND –**

On May 5, 1997, by Roll Call No. 97-1623, Council approved the proposal from Concentra Medical Center to provide medical services to the City for an Occupational Health Services Clinic. This arrangement requires the City to provide the facility and equipment necessary to operate the Clinic. Council approved the lease for 700 East 4th on August 25, 1997, by Roll Call No. 97-2968. A Request for Proposal (RFP) was submitted in regards to medical equipment. Thirteen requests were sent and only one was returned. This bid is believed to be competitively priced for the following reasons: 1) the bidder did not know they would be the only submission

and 2) the prices are comparable to or better than estimated prices found during research prior to the request for proposal.