

**HUMAN RESOURCES**

**TO:** Members of the Board of Trustees

**FROM:** Candace Shaffer

**DATE:** June 10, 2022

**RE:** Purdue Northwest Campus Clinic – Vendor Recommendation

**Background and Goals**

In May 2021, after completing a clinic feasibility project, Purdue Northwest (PNW) Campus, in partnership with West Lafayette Human Resources, released an RFP to review the vendor management for the on-site clinic located on the Hammond Campus. It was determined having an on-site clinic available to employees and students would be both beneficial to the PNW population, as well as create savings, over time, for the university's medical plan. The purpose of the RFP was to find a qualified firm to:

1. Provide access to primary care services for PNW's student population, benefit eligible employees, pre-65 retirees and their covered dependents.
2. Provide additional resources not provided traditionally by the local provider community in order to improve the overall health of the PNW population. Those services include:
  - General wellness promotion communication
  - Health coaching, including chronic condition management and care coordination
3. Enhance quality of care and improved cost efficiency by improved adherence to evidence-based medicine and referrals to high-quality, cost-effective physician specialists and providers.
4. Provide coordination, management, and reporting of a clinic-based wellness program that impacts medical risk factors and lifestyle choices.
5. Provide learning, discovery, and outreach opportunities for Purdue's faculty, staff, and students.

**Response and Review**

A committee was established to support the university through this process comprised of individuals from the PNW Campus and West Lafayette Human Resources staff. LHD Benefit Advisors provided consulting services, in coordination with PNW procurement offices, who lead the committee. Bids from five vendors were received and proposals were carefully evaluated by the committee. Responses were rated based on the initial selection criteria established by the

committee including overall qualifications and experience, implementation process and strategy, capability and commitment, proposed budget, medical oversight structure and ingenuity to integrate with the university campus resources. Upon review, the committee narrowed the selection to two finalists. Finalists were then invited to present to the committee.

The committee rated the vendors based on initial RFP goals including administrative stability, capability and commitment to meet the demands, proposed budget, medical oversight, implementation process, ongoing communication and outreach, ingenuity to develop stronger outcomes related to wellness and improved health, ingenuity to integrate with the regional campus resources, ability to promote the onsite clinic over their brand name and ability to partner with the local health care community. Human Resources staff and LHD Benefit Advisors completed references, One to One Health.

### **Recommendation**

Based on the completed review, reference checks and we are recommending One to One Health become the operator of the onsite clinic located at PNW's Hammond campus. Since July 2017, One to One Health has been the operator of the Center for Healthy Living on the West Lafayette campus. One to One Health has shown their ability to not only focus on primary care, but also the overall health of a population by providing additional resources to meet the needs of a community such as Purdue. Additional advantages that support this recommendation include tracking wellness activities and programming, a unique approach to include all aspects of Purdue University in the clinic programs and initiatives and a desire to work to create a healthier community. The committee believes by expanding the partnership, we can continue to deepen the partnership with One to One Health and, over time, change healthcare at the PNW campus, as well as have an overall impact to the university medical plan.

Annual costs before student insurance and patient collections are estimated to be \$814,170 with annual costs increasing due to inflation and anticipated salary increases for staff. The contract would be a three-year amendment to the university and One to One Health's current agreement, with a total value of \$2,554,072. We are requesting full Board approval of the three-year contract amendment beginning 7/1/2022 with One to One Health.