

CAPITAL REGION COUNCIL OF GOVERNMENTS - CRCOG
Occupational Health Services
RFP# 2023-03-29 RFQ Medical Services/Physicals for
Firefighters, Pre-employment, DOT/Public Works

PROJECT TEAM

Kaushik Makati – Director of Business Development & Marketing

Dr. Iftikhar Ali – Medical Director – AFC Connecticut Region

Deanna Nichols – Director of Operations

Donna Lovallo – Director of Operations

Jeff Quadrato – Manager Occupation Health Sales

The AFC ADVANTAGE

➤ Overall

- A partnership with AFC provides a streamlined experience with the latest technology providing service with experience, accessibility, and accountability
- As a growing national brand we have the capability and leverage to provide services that competitors cannot

➤ Customized solutions

- AFC accommodates individual business needs based on the changing regulations, business processes and policies

➤ Growing in Connecticut

- 16 locations in CT
- On path to be the largest network of Urgent Care locations in the state and nation

➤ Communication

- Team approach
- Reporting and submission is done efficiently and timely
- Multi-lingual with Spanish, Polish, Urdu, Hindi and Arabic speakers

AFC URGENT CARE QUALIFICATION REVIEW

- ✓ CIRMA: Preferred Provider
- ✓ Foley Carrier Services: Preferred Provider
- ✓ DOT Certified Providers to perform DOT Physicals
- ✓ All sites have certified collectors for DOT drug screens
- ✓ CT Licensed Medical Facility in Good Standing
- ✓ Decades of experience providing Urgent Care and Occupational Medicine
- ✓ EMR system that allows for separate record keeping
- ✓ Extended hours of operation Mon-Fri 8a-8p ; Sat-Sun 8a-5p
- ✓ 1 Location in Torrington, 4 locations in Greater Hartford; 4 in Fairfield County, 1 location in Vernon (Tolland County)
- ✓ References from current municipalities
 - City of Danbury, Dan Garrick – 203-797-4650
 - Town of New Fairfield, Kara Mehler 203-312-5660
 - Town of Bethel, Bethel PD – Heather 203-744-7900
 - State of CT workers compensation – Gallagher Basset
- ✓ No suits nor has the company been suspended from bidding or entering into any government contracts
- ✓ Confidentiality policy – AFC Does not share any information to any third party or institution. Information to designated contact is shared thru secure fax or secure encrypted portal.
- ✓ Strategic partnerships with physical therapy and specialists to provide ease of appointments, assessments and recordkeeping.

Services Expected of the Region:

- **Drug Testing**

- DOT CFR 49 part 40 compliant processes
- Preferred in network with Foley
- No appointment necessary
- Scalable to offer instant drug testing services if needed with results available electronically with 15 minutes via secured dashboard

- **DOT Physicals**

- Physicals completed in full compliance with current FMCSA regulations
- No appointment necessary
- AFC has partnered with a national digital company that reduces errors, provides direct reporting to the FMCSA national registry complying with the new reporting standards of reporting within 24 hours.
- A digital dashboard allows the employer to order DOT Physicals, track who is certified, and manage upcoming renewals

- **Post-offer/Pre-placement Physicals**

- Physicals conducted with adherence to regulations and city policy
- Appointments recommended due to potential length of physical
- Physical finding results reported to Town within specified period of time

Services Expected of the Region:

- **Fire Department Physicals**

- Adhere to 2022 NFPA guideline and recommendations
- Ability to perform firefighter evaluations and testing
- Appointments recommended due to potential length of physical
- Scalable to offer instant drug testing services if needed with results available electronically with 15 minutes via secured dashboard

- **Police**

- Physicals completed in full compliance with current FMCSA regulations
- No appointment necessary
- AFC has partnered with a national digital company that reduces errors, provides

- **Municipal**

- Pre-Employment and General Physicals conducted with adherence to regulations and city policy
- Appointments recommended due to potential length of physical

- **Reporting**

- Provide transparency and communication with timely resulting to client
- Provide client with employer portal for occupations health and workers compensation services for immediate access to employee records.

WHO WE ARE

OUR MISSION

To provide the best healthcare possible, in a kind and caring environment, while respecting the rights of all patients, in an economical manner, at times and locations convenient to the patient

OUR VISION

To make quality healthcare accessible and affordable to the world

OUR STRATEGY

Through brand differentiation, market dominance and value based medicine, AFC will continue to position itself as the leading provider of accessible health care in the markets it chooses to compete



American Family Care (AFC) at a Glance Nationally

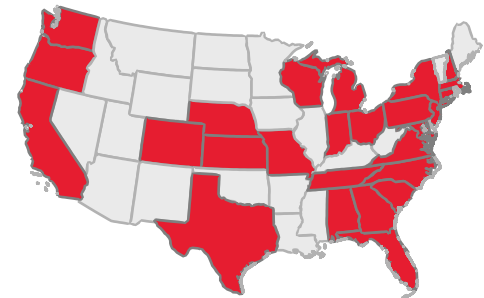
Company Overview

A leading provider of non-emergency health care (urgent care)

- Nearly 6 million patients a year
- Less than half the time and cost of an ER
- Extremely high rates of patient satisfaction

Geographic Presence

More than 300 medical centers and 1000 in-network physicians in 31 states nationwide

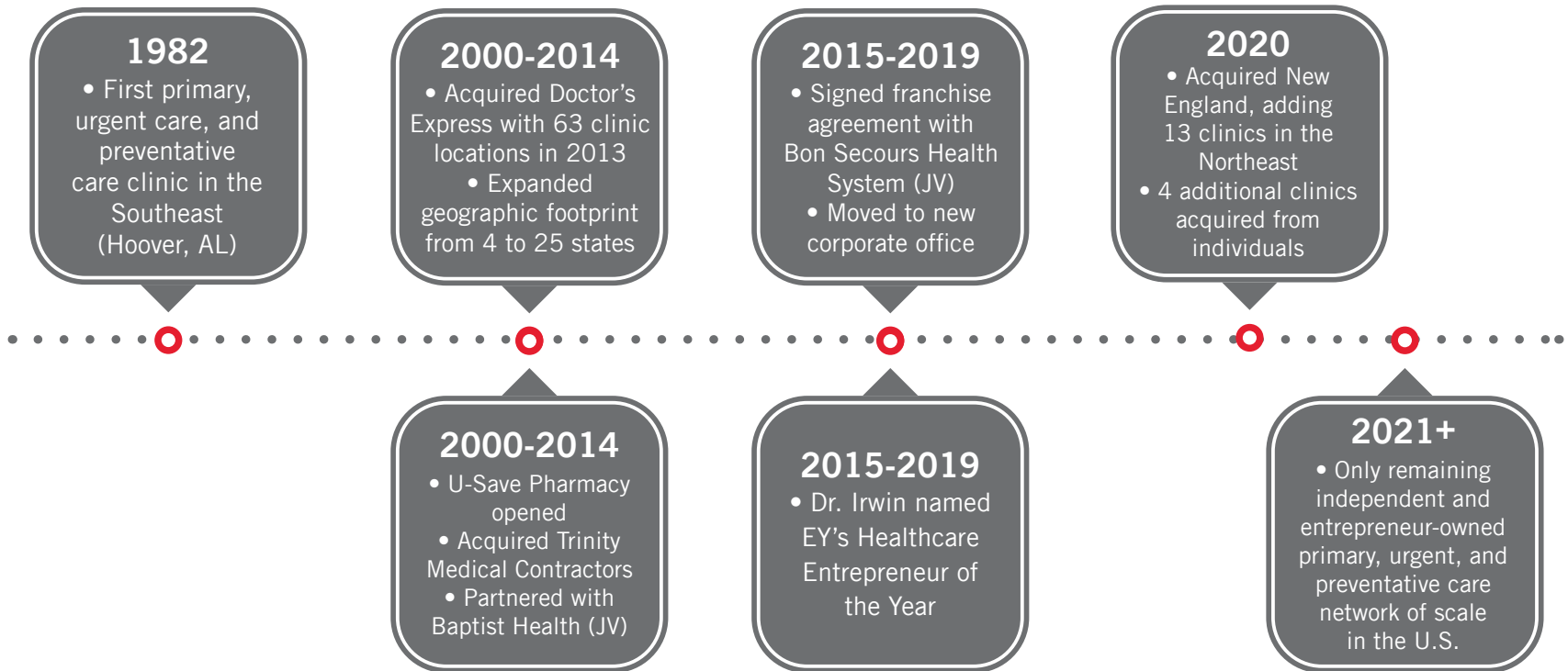


Strategic Focus

We are the quintessential contrarians – disruptors who concentrate on the consumers' current and future needs.

OUR JOURNEY

AFC'S 40 YEAR JOURNEY HAS BEEN ONE OF GROWTH AND INNOVATION



AFC is the Choice of Many National Employers

