



Assistant Chief Craig DuPlantis  
Independence Fire Department  
950 N. Spring St.  
Independence, MO 64050

June 10, 2021

Please find the attached proposal for your Firefighter Medical Clearance Program. We have listed several key factors that differentiate us from other companies.

### **Detailed Executive Summary**

SiteMed is a physician-owned health care company specializing in on-site NFPA 1582 firefighter medical exams. Our comprehensive approach combines proven lifesaving screenings with one-on-one personalized medical counseling.

Our medical providers have performed over 50,000 NFPA 1582 firefighter, HAZMAT, Police, EMS and fire brigade exams, and have over 50 years combined experience with NFPA 1582 and OSHA standards. SiteMed is an Equal Opportunity Employer and an E-Verify participant employer since October 15, 2010. Our E-Verify company ID # 364885.

SiteMed uses state of the art equipment and trained experienced staff. Testing is done under NFPA, OSHA, NIOSH and CAOHC procedures. We value your firefighter's privacy and maintain medical confidentiality throughout the entire testing process.

### **The SiteMed Difference**

#### **We are a physician owned company.**

Our physicians specialize in NFPA 1582 medical exams. They lecture and write articles on firefighter health and wellness on the local, state and national level. They have performed over 50,000 NFPA 1582 Firefighter, Fire Brigade, EMS and HAZMAT exams. They understand the inherent medical risks firefighters face, and know that a comprehensive NFPA 1582 firefighter evaluation program is the key to keeping firefighters healthy and reducing your department's health care costs. What does this mean for you? Consistency, Reliability, & Dependability.

Other companies owned by non-physicians will often hire temporary outside doctors who may not have experience with firefighter physicals. We specialize in Occupational Medicine and firefighter exams; this is what we do all day every day. Let us put our experience to work for you.

**Our Medical Staff is Licensed to practice medicine in Missouri.** Our Medical Director Paul Lance Walker D.O. MO License Number 2016040833 has been licensed in MO since 2016. Our principal Nurse Practitioner Dawne Michael MO License Number 2018010813 has been licensed since 2018.

**We insists on the highest medical standards.** This means that all lab and imaging studies will be ordered by a Missouri licensed physician. All imaging studies will be interpreted by a Missouri licensed board certified radiologist, a written report of all studies will be given to all members.

#### **Our examination meets and can exceed the NFPA 1582 standard.**

Other companies and clinics usually only perform portions of an NFPA 1582 exam or perform just an OSHA 1910.156 exam that does not meet the requirements for NFPA 1582. OSHA 1910.156 is commonly referred to as the Fire Brigade Standard, and is meant for companies that have Fire Brigades manned by their employees, not for Fire Departments.

### **ON-SITE FIREFIGHTER PHYSICALS**



The SiteMed NFPA 1582 medical exam program meets and with optional specialized testing, can exceed all aspects of the NFPA 1582 standard. We work with hundreds of departments, and our program has been effective for large 1000+ member departments as well as small volunteer departments.

**We come on-site to you.**

We realize yearly exams can be a daunting process. By coming on-site, we are able to perform up to 25-50 exams per day, and can usually perform all your physical exams in a short time period. We perform 4-8 exams per hour, which greatly helps minimize time away from work. Typically, all we need is a conference room and office to perform all of our testing. There is no need to sit and wait at an urgent care, local clinic or hospital, which puts firefighters and trucks out of service for hours at a time. This saves your department time, money and minimizes hassles related to annual physical exams.

**We focus on prevention.**

The purpose of a good wellness program is to enhance the health of your firefighters. It is not a punitive process. Anyone can issue a clearance letter, but our focus is on preventing disease and improving firefighter health and safety. This starts with a complete NFPA 1582 physical exam and our one-on-one counseling.

**We manage medical problems.**

If medical issues are discovered, we coordinate with the firefighter and their personal physician to make sure your employee is safe to perform The 13 Essential Job Tasks. We can usually keep your firefighters working during this process until the issue is resolved. We are available 365 days a year to help you manage and mitigate medical issues.

**We care about your health.**

As a physician owned company, we will customize your physical program to reflect your specific needs. This means that we can include extras not offered by other companies such as cardiac CT scanning, advanced genetic testing for heart disease and advanced cancer screenings.

**We use a unique two-phase process.**

We come on-site to collect labs several weeks prior to testing. That way when our providers meet with your firefighters they have all the information in front of them including labs and medical history, just like when they see their primary care physician. This means that during their individual one-on-one counseling session; we can make health recommendations individualized to each person at the time of the consultation.

**Year round access.**

What happens after the testing when you have a medical question? With SiteMed, you have year round access to our Fire Department Doctors for medical consultations. There is no extra charge for this service; it is part of our commitment to your department.

**New Hire and Make up Exams.**

Although SiteMed is based on the east coast, we have developed a national network of local providers close to your fire department where you can send your firefighters for testing. Your firefighter will complete the components of the medical exam at the local provider location and our SiteMed Fire Department Physicians will review and provide an NFPA 1582 medical clearance. Your firefighter will still have the opportunity to discuss their medical results with our SiteMed Physicians. This Oversight Program is used for physicals like new hires and missed appointments that need to happen outside of your scheduled on- site days.

**ON-SITE FIREFIGHTER PHYSICALS**



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**Firefighter Program meets OSHA 29 CFR 1910.95, 1910.134, 1910.120, 1910.1030, NFPA 1582**

**A. Medical Component per NFPA 1582 Chapters 6 & 7**

- Comprehensive Medical History – All necessary forms will be provided
- Medical Examination - *Comprehensive physical exam includes head, eyes, ears, nose, throat, neck, heart, lungs, gastrointestinal, genitourinary, lymph nodes, musculoskeletal, skin, neurological and hernia check. Screens for Skin, Thyroid, and Testicular Cancers.*
- Vitals – Height, Weight and Blood Pressure
- Body Composition – Bio Impedance Analysis (BIA)
- Vision – Snellen (distance) screening
- Lab Analysis – Chemistry Screen, CBC, Lipid Panel, Thyroid and Urinalysis. Details on page 4.
- Hearing Test –audiogram using our Benson audiometers
- Pulmonary Function Testing (PFT)
- EKG – 12-lead resting electrocardiogram

**\$395 per person**

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**B. Fitness Component per NFPA 1582 Chapter 8**

- WFI Submaximal Graded Treadmill Evaluation - to evaluate aerobic capacity (*per NFPA 1582 C.2.1.3*)
- Hand grip strength evaluation (NFPA 1582 C.2.1.5)
- Vertical Jump Assessment (NFPA 1582 C.2.1.8) or C.2.1.6 Leg Strength Evaluation
- Arm Strength Evaluation (NFPA 1582 C.2.1.7)
- Push-up muscle endurance evaluation (NFPA 1582 C.2.1.9)
- Prone Static Plank Core Stabilization Assessment (NFPA 1582 C.2.1.11)
- Sit and reach flexibility evaluation (NFPA 1582 C.2.1.12)

**Additional \$10 per person**

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**C. SiteMed Value-Added Standard Components**

- One-on-one consultation with licensed medical provider. Medical provider may be a physician, physician's assistant or nurse practitioner
- Confidential copy of results and interpretations provided to each firefighter
- A physician evaluates all charts and issues the clearance letters which will be provided within 5 days of the physical examination if there are no medical issues requiring follow up
- Department Summary Report including relevant averages, ranges, and annual comparison statistics
- Option to add additional laboratory / studies. Details on pages 5-7.

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**ON-SITE FIREFIGHTER PHYSICALS**



**SiteMed Lab Analysis**

**Chemistry Screen (Screens for Liver Cancer & Biliary Cancer)**

Glucose	Total Protein
Sodium	Albumin
Potassium	Globulin
Chloride	Albumin/Globulin Ratio
Blood Urea Nitrogen	Total Bilirubin
eGFR	
Creatinine	Alkaline Phosphatase
BUN/Creatinine ratio	Gamma-GT
Uric Acid	AST (SGOT)
Inorganic Phosphorus	ALT (SGPT)
Calcium	LDH
Iron	

**Lipids:**

Triglycerides  
Cholesterol, Total  
HDL-High Density Lipoprotein Cholesterol  
LDL-Low Density Lipoprotein Cholesterol  
VLDL-Very Low Density Lipoprotein Cholesterol  
Cholesterol / HDL-Cholesterol  
Estimated Coronary Heart Disease Risk

**Urinalysis (sent out to lab, not dipstick)  
(Screens for Bladder & Kidney Cancers)**

Color	Ketones
Appearance	Occult blood
Specific gravity	Leukocyte esterase
pH	Nitrite
Protein	Bilirubin
Glucose	Urobilinogen
Microscopic examination of urine sediment	

**Thyroid (Screens for Thyroid Cancer)**

Thyroid-stimulating Hormone (TSH)

**Complete Blood Count (CBC) (Screens for Lymphoma & Leukemia)**

White Blood Count (WBC)	
Red Blood Count (RBC)	Hemoglobin
Hematocrit	Mean Corpuscular Volume (MCV)
Platelets	Mean Corpuscular Hemoglobin (MCH)
RDW	Mean Corpuscular Hemoglobin Concentration (MCHC)



## Physician Recommended SiteMed Ultrasound Rotation Schedule

SiteMed believes that Ultrasound screening, when properly performed, can aid in early detection of disease in firefighters. Our program has five major differentiators from the way most other companies perform ultrasound examinations.

- 1. Ultrasounds are performed on a rotating schedule.** For the same reason that chest x-rays are recommended every 5 years and colonoscopies are recommended every 10 years it is unnecessary and expensive to scan every body part every year. The money saved by not performing every ultrasound test every year can be invested in other testing for additional cardiac and cancer prevention. We are a physician owned company and the foundation of any testing performed should be backed by appropriate medical evidence.
- 2. Quality studies.** We believe in quality over quantity. Trying to perform five scans in 20 minutes results in poor quality images. A quality scan results in fewer false positives, meaning firefighters are not sent out for further expensive testing and are not exposed to unnecessary surgery, worry, and stress.
- 3. Studies performed prior to physical exams.** We believe that the best way to get quality studies and results is to take the time necessary to perform quality exams. The physical testing and time with the medical provider is a priority and trying to cram ultrasound testing into this part of the testing results in poor quality and excessive time out of service for your crews.
- 4. All ultrasound studies are read by a radiologist and written reports are issued.** This means that you get high quality studies with actual written results from a physician who is a radiologist, not an unauthorized on-site ultrasound technician.
- 5. Medical Provider Review.** A Licensed Medical Provider that understands firefighters reviews the studies with the firefighter. This allows questions to be answered in person and appropriate follow up recommendations to be made.

### SiteMed Physician Recommended Imaging Rotation

Year 1	Chest X-Ray
Year 2	Abdomen
Year 3	Pelvic/Testicular
Year 4	Carotid
Year 5	Abdominal Aneurysm
Year 6	Cardiac Echo

Pricing for Coronary Calcium score at local radiology clinic may vary based on local clinic pricing.

SiteMed can custom design a program based on your specific needs. Pricing will vary based on options chosen. See additional services page for pricing and more information. Please call our office for more information.

#### ON-SITE FIREFIGHTER PHYSICALS



**Additional Services**

These fees are in addition to the above basic program cost. If you would like to offer your firefighters additional services *at their expense*, please have them visit our website at [www.sitemedfire.com](http://www.sitemedfire.com) during *phase I* and click on the "store" tab in the navigation menu for more information.

<b>Chest X-Ray</b>	<b>\$110 per person</b>
<b>Ultrasound</b> (Abdomen, Pelvic/Testicular, Abdominal Aneurysm; Carotid, Cardiac Echo)	<b>\$90 per US</b> <b>\$110 per US</b>
<b>DOT Medical Cards</b> - not available at all locations	<b>\$35 per person</b>
<b>Cumulative Stress Evaluation</b>	<b>\$20 per person</b>
<b>Frontline Behavioral Health Assessment</b>	<b>\$50 per person</b>
<b>Tuberculosis Skin Screening</b> (minimum number required)*	<b>\$25 per person</b>
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<b>Hepatitis B Antibody Screening</b> (Blood Test)	<b>\$27 per person</b>
<b>Hepatitis C Screening</b> (Blood Test)	<b>\$27 per person</b>
<b>Varicella Antibody Screening</b> (Blood Test)	<b>\$55 per person</b>
<b>Measles, Mumps, Rubella Screening</b> (Blood Test)	<b>\$75 per person</b>
<b>Hepatitis A Vaccine</b> – 2-dose series	<b>\$95 per dose</b>
<b>Hepatitis B Vaccine</b> – 3-dose series	<b>\$85 per dose</b>
<b>Tetanus/Diphtheria/Pertussis Vaccination</b>	<b>\$65 per vaccine</b>
<b>Measles, Mumps, Rubella Vaccine</b>	<b>\$85 per vaccine</b>
<b>Varicella Vaccine</b>	<b>\$150 per vaccine</b>
<b>Influenza Vaccine</b> – requires pre-booking	<b>\$35 per vaccine</b>
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<b>Blood typing (ABO grouping &amp; Rho-D)</b>	<b>\$17 per person</b>
<b>HIV Screening</b> (Blood Test)	<b>\$25 per person</b>
<b>CRP (C-Reactive Protein)</b> - Marker of inflammation & possible cancer	<b>\$15 per person</b>
<b>Hemoglobin A1C</b> – Diabetes screen	<b>\$40 per person</b>
<b>Cholinesterase, RBC</b> – blood test (Haz-Mat teams)	<b>\$42 per person</b>
<b>Heavy Metals Blood Panel</b> (Haz-Mat teams: Arsenic, Mercury, Cadmium & Lead)	<b>\$150 per person</b>
<b>Blood and Urine Collection at LabCorp Facility</b>	<b>\$20 per person</b>

**Testing for 40 years old and over:**

<b>NMR Particle Test</b> Determines the # of High & Low Chol Particles	<b>\$45 per person</b>
<b>Coronary Calcium Scoring*</b> not available at all locations Used to detect hidden heart disease	<b>\$160 per person</b>
<b>Fecal Occult Blood Screening</b> - Screens for Colon & Rectal Cancers	<b>\$18 per person</b>
<b>Ovarian Cancer Screening (CA-125)</b> – female	<b>\$30 per person</b>
<b>PSA screening</b> – males; screens for Prostate cancer	<b>\$25 per person</b>

**ON-SITE FIREFIGHTER PHYSICALS**





**AGREEMENT**

This agreement made and entered this **date** \_\_\_\_\_ **of** \_\_\_\_\_, **2021** between **SiteMed** and **Independence Fire Department**. This agreement shall exist for an initial period of two (2) years with annual scheduling on the below listed date for the above listed services and will automatically renew for successive scheduling annually thereafter unless otherwise notified by either party 60 days prior to scheduled testing.

Any cancellations made less than 30 days prior to scheduled dates will incur charges of 50% of the Minimum Charge for time scheduled if not rescheduled for a later date. Cancellations made more than 30 days prior to scheduled dates will incur charges of 25% of the Minimum Charge if not rescheduled for a later date. Rescheduling of services will not incur cancellation fee. The above listed pricing will only be guaranteed for the initial period of two (2) years and only while above listed volume of testing remains the same or greater. Invoices are "Due upon Receipt". Increase in employee numbers may require additional testing dates.

We, the undersigned, duly authorized representatives of the above parties do hereby agree to the statement and conditions outlined above.

\_\_\_\_\_  
**Independence Fire Department – Representative** **Date**

\_\_\_\_\_  
**SiteMed – Representative** **Date**

**COOPERATIVE PROCUREMENT WITH OTHER JURISDICTIONS:**

If awarded the City of Independence proposed agreement, SiteMed would sell under the terms of this Agreement to any Municipal, County Public Utility, Hospital, Educational Institution, or any other non-profit organization having membership in the Mid-America Council of Public Purchasing (MACPP) or the Mid America Regional Council (MARC) and located within the Greater Kansas City Metropolitan Trade Area. (All deliveries shall be FOB Destination and there shall be no obligations on the part of any member of said Council to utilize this agreement.)





## REFERENCES:

The following is a list of some of our most recent public safety jobs. I encourage you to contact our clients listed to discuss the key differences in our services vs. our competitors.

- **Estero Fire Department (FL)** – Division Chief Todd Coulter – 239-390- 8000  
[coulter@esterofire.org](mailto:coulter@esterofire.org)
- **Atlanta Fire Rescue Department (GA)** – Health Officer David Mayfield – 404-546-1032  
[dmayfield@atlanta.gov](mailto:dmayfield@atlanta.gov)
- **Marietta Fire Department (GA)** – Commander Robert Moss – 770-794- 5460  
[rmoss@mariettaga.gov](mailto:rmoss@mariettaga.gov)
- **City of Smyrna (GA)**– Chief Roy Acree - 770-434- 6667  
[racree@ci.smyrna.ga.us](mailto:racree@ci.smyrna.ga.us)
- **Cartersville Fire Department (GA)** – Chief Scott Carter - 770-387- 5635  
[scarter@cityofcartersville.org](mailto:scarter@cityofcartersville.org)
- **Cherokee Fire and Emergency Services (GA)** – Chief Eddie Robinson – 770-889-4451  
[erobinson@cherokeega.com](mailto:erobinson@cherokeega.com)
- **Mountain Brook Fire Department (AL)** – Battalion Chief David Kennedy – 205-802-3833  
[kennedyd@mtnbrook.org](mailto:kennedyd@mtnbrook.org)
- **Jefferson City Fire Department (MO)** – Chief of Training Jerry Blomberg – 573-634- 6403  
[jblomberg@jeffcitymo.org](mailto:jblomberg@jeffcitymo.org)
- **Central Jackson County FPD (MO)** – Assistant Chief Sam Persell – 816-797-9197  
[spersell@cjcfpd.org](mailto:spersell@cjcfpd.org)
- **Wake County Fire Services (NC)** – Chief of Operations Darrell Alford – 919-856-6487  
[Darrell.alford@wakegov.com](mailto:Darrell.alford@wakegov.com)
- **Wake Forest Fire Department (NC)** – Chief Ron Early – 919-556- 1966  
[rearly@wakeforestfire.com](mailto:rearly@wakeforestfire.com)
- **Leland Fire/Rescue (NC)** – Deputy Chief Ronnie Hayes – 910-371- 2727  
[ronnie.hayes@lelandfirerescue.com](mailto:ronnie.hayes@lelandfirerescue.com)
- **City of Fayetteville (NC)** – Assistant Fire Chief Kevin Dove – 910-433- 1429  
[kdove@ci.fay.nc.us](mailto:kdove@ci.fay.nc.us)

### ON-SITE FIREFIGHTER PHYSICALS