

**RFP # (22-01) Response for:**

Siskiyou County Health and Human Services Agency; SCPHD

**TO:**

Shelly Davis  
Director  
Public Health Division  
810 S Main Street  
Yreka, Ca 96097

**FROM:**

Monica Grashuis  
Director, Strategic Partnerships  
Mission Mobile Medical  
7700 Boeing Dr.  
Greensboro, NC 27409

**January 17, 2023**

In this response document (sections 3.0 RFP 22-01), you'll find the following information:

- Cover Letter
- Qualifications
- Company Profile
- Approach
- References
- Price Proposal



Shelly,

We appreciate the opportunity to present Mission Mobile Medical's capabilities to Siskiyou County. It is exciting to see Siskiyou County bringing better access to care in your community.

We've been very fortunate to build mobile clinics for community health organizations around the US and they have all found our value proposition of speed, fair pricing, patient and provider-oriented design and post-purchase service and maintenance to be truly valuable to their causes. We build mobile clinics on preowned class A RV chassis. We mitigate any perceived risk by including 2 years of service and a 10-year warranty in our recommended budget. This approach is unique in the industry. It allows community healthcare providers to deliver care sooner and in a more affordable manner than ever before.

We believe that our 29' single exam mobile clinic is an ideal fit. The Mission Mobile Medical 29' Single Exam clinic can be delivered within 120-150 days of deposit received.

We are truly excited to help you expand upon your work in your community. Thank you again for the chance to share our story with your team.

Sincerely,

*Monica Grashuis*

Monica Grashuis  
Director, Strategic Partnerships  
West Coast Region  
775.741.8777

## QUALIFICATIONS COMPANY PROFILE & APPROACH:

Mission Mobile Medical is a manufacturer of high-quality mobile health clinics. We are also a partner with all our clients. Our capacity and dedication to be a support system for community healthcare providers who are trying to reach the medically underserved populations in the US is what drives our mission – **to enable healthy outcomes for 50 million Americans by the year 2035.**

## PARTNERSHIPS

Most of our partners are peers of Cornerstone Health: FQHCs, CCBHCs, free clinics and rural health clinics. Like Cornerstone, these providers are at the forefront of growing access to care. Here are a few of the partners we're working with:

- Arkansas Verdigris Valley Health Centers – Muskogee, OK
- Camino Community Health Center – Charlotte, NC
- Cascadia Health – Portland, OR
- Central Oklahoma Family Medical Center – Konawa, OK
- Clinch River Health Services – Dungannon, VA
- Free Clinic of Oak Ridge – Oak Ridge, TN
- Green Country Behavioral Health Services – Muskogee, OK
- Hudson Valley Community Services – Hawthorne, NY (a recent acquisition of Cornerstone)
- John Brooks Recovery Center – Pleasantville, NJ
- Kinston Community Health Center – Kinston, NC
- MedNorth Health Center – Wilmington, NC
- NEO Health – Hulbert, OK
- OIC – Rocky Mount, NC
- Piedmont Health Care – Chapel Hill, NC
- Southwest Louisiana Center for Health Services – Lafayette, LA
- St. Martin's Healthcare System – Garrett, IN
- Variety Care – Oklahoma City, OK

We participate in support national and regional associations involved in community healthcare, including:

- American Association for the Treatment of Opioid Dependence
- National Association of Free Clinics
- National Association of Community Health Centers
- North Carolina Association of Community Health Centers
- Oklahoma Primary Care Association
- Colorado Public Health Association
- California Primary Care Association
- Delta Purchasing Alliance
- Mobile Healthcare Association

## YOUR MISSION MOBILE MEDICAL TEAM

The team members listed below will play a leadership role in your project:

### MONICA GRASHUIS, DIRECTOR OF STRATEGIC PARTNERSHIPS

14 YEARS IN HEALTHCARE ADMINISTRATION, SALES

- Monica is an experienced, innovative Health Care professional whose specialty is rural and telehealth care administration; improving access for all. Monica's role will be to ensure that your mobile clinic is delivered as specified; fulfilling the needs of those in your community.

### JOSHUA CHANCEY, PROJECT LEADER

6 YEARS IN RELATED INDUSTRY

- Joshua is a combat Army veteran and recent MBA graduate who uses his 10 years of experience in marketing and custom manufacturing to keep the teams and projects at Mission Mobile running smoothly.

### BRAD ANDERSON, VP OF CLIENT SERVICES

8 YEARS IN RELATED INDUSTRY

- From a career that began in teaching, Brad transitioned to the specialized vehicle industry, where he continued to grow his passion for leading teams and helping people. His role at Mission Mobile is to ensure every client receives the highest level of support to keep their vehicle on the road for as long as they need it.

### JUSTIN SCHULTZ, VP OF ENGINEERING

12 YEARS IN RELATED INDUSTRY

- Justin delivers exacting expertise with an artistic touch and an entertaining sense of humor. As the Chief Engineer Extraordinaire at Mission Mobile, he is skilled in finding the perfect balance between the client's vision and the technical details. He'll move mountains to make sure our clients get what they want, while keeping the fabrication, support, and service trains running on time.

### DONNIE WINGO, DIRECTOR OF MANUFACTURING

40 YEARS IN RELATED INDUSTRY

- Few positions are as important to the success or failure of their teams as a NASCAR crew chief. When it's getting heated and things are moving fast, he becomes master strategist in an environment as ever-changing as war. We're proud of the best NASCAR crew chief we know, our Director of Manufacturing, Mr. Donnie Wingo.

## OPERATIONS

With a 50,000 sf production facility in Greensboro, NC, the firm is able to produce approximately 100 mobile clinics per year. Our average time to complete a mobile clinic is 150 days. The manufacturing team is comprised of 40 full-time skilled tradesmen in electrical, woodworking, plumbing, commercial construction, fabrication, metalwork, quality control and graphics installation.

The administrative, sales, marketing, operations and client services team consists of 20 individuals with varied backgrounds and experiences that all come together to drive positive outcomes for the organization and its valued partners.



**MISSION  
MOBILE  
MEDICAL**

# REFERENCE SHEET

## CLIENT REFERENCES



### **BERKSHIRE HEALTH SYSTEMS**

Harm Reduction Outreach Vehicle  
*725 North St, Pittsfield, MA 01201*

### **SARAH DEJESUS**

sdejesus@bhs1.org  
413.447.2526



### **LIGHTSHIP**

Clinical Trials Vehicle  
*222 Pacific Coast Highway  
El Segundo, CA 90245*

### **KRISTIN CROUCHER**

kcroucher@lightship.com  
+44.777.13.10.177



### **PIEDMONT HEALTH**

Mobile Dental Clinic  
*107 Conner Drive  
Chapel Hill, NC, 27514*

### **KATRINA MATTISON - CHALWE**

mattisok@piedmonthealth.org  
919.933.8494 ext 1476





MISSION  
MOBILE  
MEDICAL

# SERVICE REFERENCE SHEET

## SERVICE CLIENT REFERENCES



THE MENTAL HEALTH  
ASSOCIATION OF  
WESTCHESTER (MHA)

580 White Plains Road, Suite 510  
Tarrytown, NY 10591

SCOTT EDWARDS, VP

(845) 423-0617  
edwardss@mhawestchester.org



SWLA CENTER FOR HEALTH  
SERVICES

500 Patterson Street - Lafayette, LA  
70501

WILLIAM BRENT III, CEO

337.769.9451  
wbrent@swlahealth.org



United Way of Rhode Island

UNITED WAY, RHODE ISLAND

50 Valley St  
Providence, RI 02909

COURTNEY SMITH

401-447-6774  
courtney.smith@unitedwayri.org



## PRICE PROPOSAL:

We recommend a 29' single exam; to be delivered to your facility in Yreka, Ca in less than 150 days from deposit and execution of contract. While we believe our standard design/build process will accommodate all your needs, we are certainly open to all questions and/or recommendations from your team.

### Here are the details of the recommended vehicle:

- 29' Base Vehicle: Includes sourcing and inspecting a 29' preowned class A RV base platform
- Ford F-Series V10 Gas Chassis 320 HP
- 6-Speed Automatic Transmission
- Ducted HVAC with one rooftop AC unit in clinics
- Separate Cab Air Conditioning and Heat
- Blind spot & backup cameras
- Onboard generator & shore power electrical supply connections
- No CDL required
- GVWR 18,000lbs
- Mobile Clinic Upfit: All costs for building a new dual exam mobile clinic.
- New floor, wall, 12V LED lighting in ceiling and under cabinets and ceiling coverings
- Custom solid-surface countertops and cabinetry with locking storage
- Medical-grade furniture and equipment, including one Brewer exam table with stirrups, two BOSS physician stools, mounted sharps containers, soap dispensers, glove box holders, paper towel dispensers and hand sanitizer dispensers and Welch Allyn wall mounted kit
- One exam in rear
- Waiting/intake area on entry; additional sink
- One bathroom with sink
- Full vehicle wrap with 3M vinyl graphics
- Commercial Tier I Network Package: This option is a dual cellular network that can support up to 15 users. A captive portal can be created for a guest network. The system is capable of cellular redundancy/failover; meaning if two SIM cards are provided from two different networks, the system will automatically switch between the networks depending on signal strength/availability. Cradle point IBR900 (Cat-18 Modem) Gigabit-Class LTE router with 940 Mbps firewall throughput and dual-band, dual-concurrent Wi-Fi 5. 5G-ready with the ability to be field upgraded. Extension antenna that mounts on the rooftop of the vehicle to allow a better connection with LTE networks. Owner Furnished Equipment: One Mini SIM card required. For best results, two Mini SIM cards, each from a different cellular network, should be used to take advantage of failover.

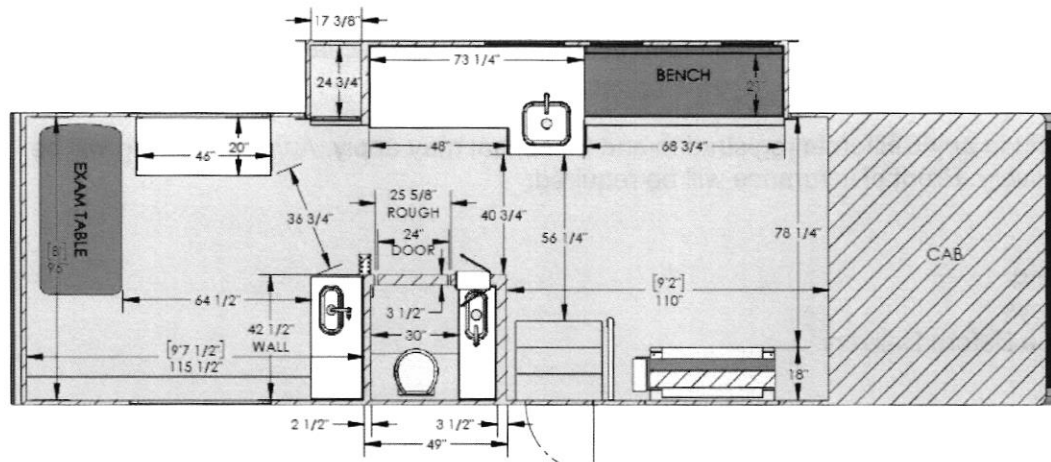
- Medical Refrigerator: under-counter medical-grade refrigerator for storing medication on-board.
- Operator Training: in-person comprehensive training at Mission Mobile Medical's HQ in Greensboro, NC (1 total seat)
- Vehicle Delivery: delivery to client location, plus orientation for on-site employees and providers
- 2-year Service and Maintenance Program: we want to make sure your mobile clinic is working properly for many years. Our service experts will handle your mobile clinic's service needs for a period of two years.
- 10-year Warranty: a safety net to cover your vehicle for an extended period of 10 years.

**Exterior Example (with optional ADA):**





## Interior Example (with optional ADA)



## TIMELINE

- Day 1-5: Mission Mobile Medical receives purchase order and sends the deposit invoice
- Day 5-10: Deposit Received
- Day 10-15 Production kickoff meeting with client and project management
- Day 90-110: Operator training
- Day 120-160: Vehicle delivered, Client orientation on-site

Progress updates will be provided throughout the production process. Clients are welcome to visit Mission Mobile Medical at any point.

All change orders that significantly impact price will be managed through separate invoices.

(NOTE: The timeline above represents our average timeline for a project of this size. We do have projects that run past 150 days occasionally. The common theme with these outliers is a change requested by clients after the agreement was previously reached. Therefore, we would like to mitigate our risk in going over the timeline by agreeing that Mission Mobile Medical will not be held accountable for any changes requested by the client during the production process that add to the timeline.)

## PRICE

**29' single exam Turnkey w/out ADA lift: \$301,973.00 -or-  
29' single exam Turnkey with ADA lift: \$316,973.00**

### Price includes:

- Vehicle Procurement and New Interior Conversion
- Full Graphics Wrap
- Limited 10 Year Warranty
- 2-Year Service Plan with options to add additional years
- Exclusive One seat at our Operator Certification course with option to purchase additional seats



#### Delivery and Orientation upon delivery

(NOTE: This total is based upon the recommended configuration described in the previous section. It does not include any additional costs resulting from requested changes by the client during the production process. Mission Mobile Medical reserves the right to submit change orders to cover any such costs during the production process.)

Price does not include any California registration and taxes that may apply. A temporary tag will be provided upon delivery. Proof of insurance will be required.

#### **Payment Terms**

50% Due at Signing

25% Due at 45 Days

Final Payment Due Before Delivery