

# Questions & Answers

## RFP - 190901

The following questions have been submitted concerning RFP 190901 – SCHOOL HEALTH SERVICES. All questions received have been answered. The questions below are provided verbatim from what was received from inquiring firms. PLEASE NOTE AN ADDENDUM TO OUR RFP WILL NOT BE PUBLISHED.

1. Regarding your bond listed on page 20-21, is the performance bond a mandatory requirement with this bid upon award in an amount of three months which would be approximately \$189,000?

The performance bond is a mandatory requirement. “The successful Contractor shall execute and furnish to the Escambia County School Board a performance bond, and only one (1) bond. The performance bond shall be for an amount that is at least equal to three (3) months of the Agreement; and it is required that the performance bond remain continuously in effect and renewal bonds be provided at least thirty (30) days prior to the expiration of the existing bond. Such performance bond shall be submitted within five (5) business days after the District’s notification of award of the Agreement to the successful Responder.” The amount of the bond is estimated to be greater than \$189,000.00. Based on what our service provider for the 2017-2018 was paid the bond would be for \$430,540.00.

2. What was the annual expenditure from this contract for the last school year?

For the 2017-2018 school year the payments to the firm providing these services to our students totaled \$1,722,162.00.

3. How many students will be receiving services, by discipline, under this RFP?

Approximately 39,000 students will receive services.

4. Does the district intend to award multiple vendors?

No, award will be made to but one firm.

5. In the event that the district will find a permanent employee of the district and our services will no longer be needed, will the district provide the awarded vendor with a 30 day termination written notice?

Yes, but it is not the intent for any personnel provided by the awarded firm to be replaced by a District employee.

6. How many working days will be in the school year for contracted providers?

Most staff work 178 regular school days with 5 days of orientation/training, RN Supervisors have 10 additional administrative days, there are additional summer school hours for limited number of staff, Coordinator and Assistant Coordinator work full time all year.

7. Have your current providers been able to meet all of your needs?

Yes.

8. Are resumes requested or required with our proposal or at the time of the award? If is permissible to submit resumes, fingerprints, and licenses of potential candidates after the contract is awarded?

Per the RFP you are to: "Identify the proposed management and office support team that will be responsible for providing required contract administrative services. General information is required for the management/ administrative personnel at the regional and corporate levels. Indicate the proposed specific individual who would serve as the day-to-day contact and be responsible for the operation of the overall program. Provide an organizational chart." Resumes for the proposed management and office support team would be encouraged. Employee fingerprinting, badging and licenses are required after the bid is awarded, prior to starting work in the schools.

9. How many contracted hours of services were utilized last year?

Hours utilized covered the entire school year including summer school, the actual number of hours is not currently available.

10. Does the district provide the equipment/materials to be used for services?

Yes, contracted personnel will work in our school clinics which are fully stocked with everything needed to provide services.

11. How much lead-time will selected agencies have to prepare for interviews?

Most likely firms would have about a week to prepare if so requested.

12. Please provide a list of current vendors, respective rates, and how many providers were provided by your current vendors.

Aloa Care Group is our sole vendor, they provide a turnkey solution employing, 58 Health Technicians @ \$14.57 hr., 5 LPNs @ \$19.42 hr, 3 RNs @ \$23.58 hr, 12 RN Supervisors @ \$24.42, 1 Assistant Coordinator @ \$28.42 hr. and, 1 Coordinator @ \$31.42 /hr

13. Are nurses required to utilize a service log to notate direct and indirect services hours?

Services are required to be documented in the Student Information System and monthly and quarterly reports of services are required to be submitted.

14. Is the district open to new graduates?

Yes

15. Will the district provide supervision for new graduates?

No, this contract requires complete supervision and training of all staff to meet required services and deadlines of the school health program.

16. Would any of the RN services be working one-to-one with students?

The District currently requires one Health Technician and one LPN for these services.

17. What will be the procedure if a child is absent?

If there are any staffing vacancies, the staff may serve as "Float" staff that day, otherwise they do not work.

18. If a child is absent, would our Nurses be re-assigned to another school for the day?

If there are any staffing vacancies, the staff may serve as "Float" staff that day, otherwise they do not work.

19. Can you please provide the past rates from PSA and Aloa's RFP? They were not posted on the website.

The rates offered by PSA and Aloa for our last solicitation are:

**PSA Healthcare RFP School Health Services 2018-19**

Position	# Positions	# days	#hrs	Bill Rate	Total
HT	21	185	6	\$ 14.00	\$ 326,340.00
HT	27	185	7	\$ 14.00	\$ 489,510.00
HT ESE	1	201	7	\$ 14.00	\$ 19,698.00
HT Float	7	183	7	\$ 14.71	\$ 131,904.57
HT Pre-K	1	202	7	\$ 14.00	\$ 19,796.00
HT/LPN 1:1	as needed				
LPN	4	185	7	\$ 21.00	\$ 108,780.00
RN ESE Float	2	187	7	\$ 26.60	\$ 69,638.80
RN ESE (Float)	1	202	7	\$ 26.60	\$ 37,612.40
RN Supervisor	12	193	8	\$ 27.31	\$ 505,999.68
Asst. Coordinator	1	260	8	\$ 32.91	\$ 68,452.80
Coordinator	1	260	8	\$ 35.00	\$ 72,800.00
Other Costs					\$ 40,500.00

**ALOA RFP School Health Services 2018-19**

Position	# Positions	# days	#hrs	Bill Rate	Total
HT	21	185	6	\$ 14.57	\$ 339,626.70
HT	27	185	7	\$ 14.57	\$ 509,440.05
HT ESE	1	201	7	\$ 14.57	\$ 20,499.99
HT Float	7	183	7	\$ 14.57	\$ 130,649.19
HT Pre-K	1	202	7	\$ 14.57	\$ 20,601.98
HT/LPN 1:1	as needed				
LPN	4	185	7	\$ 19.42	\$ 100,595.60
RN ESE Float	2	187	7	\$ 23.58	\$ 61,732.44
RN ESE (Float)	1	202	7	\$ 23.58	\$ 33,342.12
RN Supervisor	12	193	8	\$ 24.42	\$ 452,453.76
Asst. Coordinator	1	260	8	\$ 28.42	\$ 59,113.60
Coordinator	1	260	8	\$ 31.42	\$ 65,353.60
Other Costs					\$ 1,500.00