

Questions and Answers

The following questions have been submitted concerning RFP #241904 - Specialized Therapy Services. The questions received have been answered and are stated verbatim from what was received:

QUESTION #1 - We only submit a response through one or the other, not both, correct?

ANSWER #1: A proposal response may be submitted via electronically or mail. It is not required to use both ways of delivery. You are not required to submit both. Please refer to Pages 1 and 11 regarding proposal submission instructions.

QUESTION #2 - Also, are we able to provide signatures on the forms through DocuSign or do you need physical pen to paper signatures on all forms?

ANSWER #2: Forms may be electronically or manually signed. Please refer to Pages 1 and 11 regarding signatures and submissions.

QUESTION #3 - Can you confirm how our proposal is to be submitted? Page 1 states it can be submitted in a sealed envelope or electronically. If we are submitting electronically, how will we submit the Pricing Form separately?

ANSWER #3: The BidNetDirect.com on-line system provides two (2) electronic envelopes. Envelope 1 is for your written responses and Envelope 2 is for pricing.

QUESTION #4 - Will there be an option in BidNet to do this once we click on the Place Bid button?

ANSWER #4: Yes, there is an option once you begin the BidnetDirect.com process to place a bid.

QUESTION #5 - Are you currently working with any agencies providing these therapy services services to your District?

ANSWER #5: Psych Services is not currently working with any vendors.

QUESTION #6 - Who are your current vendors and what prices do they charge?

ANSWER #6: Please refer to the attached 2023-2024 Vendor Totals.

QUESTION #7 - Will the district accept a range of rates for each discipline?

ANSWER #7: Yes, please refer to page #13 (Program Cost) and page #21 (Attachment A) of the RFP document for pricing instructions.

QUESTION #8 - Have these vendors been able to meet all of your therapy service needs?

ANSWER #8: No, our needs for Speech Language Pathologist (SLP) have not been meet.

QUESTION #9 - Is it acceptable to include additional services our company provides outside of the scope of the RFP in the event that the district needs other services in the future?

ANSWER #9: Yes, However, the proposal response will be evaluated according to the stated evaluation criteria requirements.

QUESTION #10 - How many service providers is each vendor providing to your District for the current 23/24 school year?

ANSWER #10: The number of service providers vary during the school year.

QUESTION #11 - How many service providers do you anticipate needing for the upcoming 24/25 school year?

ANSWER #11: The District anticipates needing 7-14 Speech Language Pathologist (SLPs) for the 2024-2025 school year.

QUESTION #12 - Do you require that clinician resumes and/or licensure be submitted with the proposal?

ANSWER #12: Yes, please refer to Pages 12-13 (Section B – Proposal Format) of the RFP document.

QUESTION #13 - How many hours are in a typical school day (i.e. how many hours are therapists allowed to be on-site and billing)?

ANSWER #13: Speech Language Pathologist (SLPs) work 8.5 hours per day with a 30 minute unpaid lunch to net 8 hours per day. No more than 8 hours per day and 40 hours per week will be approved.

QUESTION #14 - How many work days are they assigned for the school year?

ANSWER #14: School Psychologists are 12-month employees.

QUESTION #15 - Would the district consider companies that only provide virtual (teletherapy/telehealth) services?

ANSWER #15: Psychology Services is not interested in offering telehealth at this time. SLP therapy services prefer in person services as the primary method of filling vacancies; teletherapy will only be considered in unique circumstances determined by the Specific Language Impairment (SLI) Program Specialist and Exceptional Student Education (ESE) Director.

QUESTION #16 - Can the vendor only submit an electronic response via BidNet Direct (i.e., no physical/manual submission if submitted only online)?

ANSWER #16: Yes, a proposal response can be submitted either electronically or mailed. Please refer to page 11 of the RFP document regarding Proposal Format and Evaluation Criteria.

QUESTION #17 - Would the district accept electronic signatures for the proposal documents?

ANSWER #17: Yes, the signatures may be electronic or handwritten. Please refer to Page 1 and Page 11 of the RFP document regarding signatures and submissions.

QUESTION #18 - Do you require resumes of potential service providers upon proposal submission or upon award?

ANSWER #18: Yes, Resumes are required for the proposal submission. Please refer to page 12-13 of the RFP document regarding the proposal format.

QUESTION #19 - If resumes of potential service providers are required, would the district accept blind resumes with full names removed and license numbers partially redacted to protect their privacy under this submission?

ANSWER #19: No, these items would not be considered exempt from public records disclosure.

QUESTION #20 - Regarding Attachment A:

1. Would the district consider an additional page added to the attachment to explain the price model if referenced under "Additional Comments"?
2. In addition to an hourly rate, would the district consider alternative rate structures such as flat rates per assessment or other service fees?
3. Does the district have a rate cap or budget per service?

ANSWER #20: Please refer to page 13 (Program Cost) and page 21 (Attachment A) of the RFP document for pricing instructions.

QUESTION #21 - Some attachments did not have a signature or initial line to complete (e.g., Attachment A Part II, Attachment B, Attachment J).

1. Do you still require the vendor to include copies of the attachments without signatures/initials under the required attachments?
2. If yes, would Attachment A Part II be copied within "envelope 2" with the Pricing Form only?

ANSWER #21: Yes. For Envelope 2, please include Attachment A Part II with the Pricing Form.

QUESTION #22 - What are the current vendor names and rates for each requested service listed in Attachment A: Part I (e.g., SLP, OT, Psychologist, etc.)?

ANSWER #22: Please refer to the attached Vendor Totals for 2023-2024.

QUESTION #23 - Are you satisfied with your current vendors or have there been challenges this past year?

ANSWER #23: Regarding SLP, the District has been satisfied with all vendors who have provided services.

QUESTION #24 - Would the district consider resumes, licenses, references, and/or pricing as confidential?

ANSWER #24: No, these items would not be considered exempt from public records disclosure.

QUESTION #25 - I hope all is well. I wanted to reach out to see if you needed anything from us to renew the bid. Please let me know and I will work on it for you. Thank you!

ANSWER #25: RFP #241904 is not a renewal request. RFP #241904 will replace RFP #190806 when it expires on June 30, 2024. RFP #241904 is a new solicitation for the requested services. Only Responders who submit acceptable proposals will be considered for award.

QUESTION #26 - Can the district please clarify how needs for vendor supplied contractors will be disseminated to awardees post award?

ANSWER #26: An email outlining SLP needs is sent to all awardees simultaneously when needs arise.

QUESTION #27 - When is the estimated contract award date, and how will the district communicate award status to vendors?

ANSWER #27: Please refer to page 2 (Calendar of Events) and page 6 (RFP Tabulations, Recommendations, and Protest) of the RFP document.

QUESTION #28 - How many vendors does the district expect to award a contract to for the services requested in this solicitation?

ANSWER #28: It is undetermined at this time. Please refer to page 12 (Proposal Format) of the RFP document. A vendor must meet the minimum score of 70 points to be placed on the awarded vendor list.

QUESTION #29 - Can the district please provide incumbent information and current bill rates for contracts in place for similar services?

ANSWER #29: Please refer to the attached Vendor Totals for 2023-2024.

QUESTION #30 - What is the expected amount of full-time, vendor supplied (School Psychologists, SLPs, SLPAs, OT, OTAs, PT, and PTAs) needed during the 2024-25 SY?

ANSWER #30: Currently, there are no School Psychology vacancies. Currently, no OT, OTA, PT, and PTA vacancies. The District anticipates 7-14 SLPs needed for the 2024-2025 school year.

QUESTION #31 - Can the district please provide the total amount of full-time, vendor supplied (School Psychologists, SLPs, SLPAs, OT, OTAs, PT, and PTAs) utilized during the 2023-24 SY?

ANSWER #31:- There were seven vendor-supplied SLPs provided in the 2023-2024 school year.

QUESTION #32 - Can the district please provide the total amount of billing, broken down by vendor and classification, for all vendor supplied (School Psychologists, SLPs, SLPAs, OT, OTAs, PT, and PTAs) utilized during the 2022-23 SY?

ANSWER #32: Please refer to the attached 2022-2023 Fiscal Year Totals.

QUESTION #33 - Can the district please describe the supplies and materials that contracted providers will have access to at the district? (wifi, computer access, testing material, office supplies, etc.)?

ANSWER #33: SLPs will have access to an appropriate therapy room, School District WiFi, a computer, a range of appropriate, current testing materials for all areas typically assessed in schools, a wide range of therapy materials, and a District-issued iPad with a range of therapy and AAC apps. All SLPs are trained and supported weekly by District-based SLPs. All OTs, OTAs, PTs, PTAs, Vision Teachers, and O&M Specialists will have access to therapy space, School District WiFi, a laptop, a range of current testing materials for all areas typically assessed

in schools, and a range of therapy materials. All staff and trained and supported by peers and District staff.

QUESTION #34 - What travel between schools is expected for these providers?

ANSWER #34: SLPs could possibly be itinerant between two schools located in close proximity to each other, with a maximum travel time of 15-30 minutes. OTs, OTAs, PTs, and PTAs will be itinerant between 5-6 schools located in close proximity to each other, with a maximum travel time of 5-30 minutes. Vision teachers and O&M specialists will be itinerant between 5-6 schools located in close proximity to each other, with a maximum travel time of 30 minutes.

QUESTION #35 - Will the district review other SPED service classifications if submitted with the vendor proposal?

ANSWER #35: No.

QUESTION #36 - What are the district expectations of contract providers to assist in Medicaid reimbursement documentation services?

ANSWER #36: All qualified providers are expected to document services daily in the electronic documentation platform supported by the District; the company supporting the electronic documentation platform manages the Medicaid billing of eligible services from all of the services documented.

QUESTION #37 - What is the average caseload for the providers requested in this solicitation?

ANSWER #37: SLP caseload averages 55-65 students depending on the school, the intensity of the student needs, etc. Vision Teachers and O&M specialists have 8-10 students with direct and indirect services. OTs, OTAs, PTs, and PTAs average around 15-20 students with direct services and 5-10 students with indirect services.

QUESTION #38 - Will the district accept Speech Language Pathologists during their Clinical Fellowship Year (CFY)?

ANSWER #38: The District prefers SLPs with CCC, but will consider very strong CFY candidates depending on the number of CFYs the district is already supporting. CFY candidates are supported and trained by district level SLPs who hold CCC. The District will not allow vendors to provide CFY supervision.

QUESTION #39 - Can the district please clarify the maximum weekly allowable hours approved for providers requested in this solicitation?

ANSWER #39: SLPs-37.50 to 40 hours maximum. No overtime will be paid; OTs, OTAs, PTs, PTAs have a maximum of 40 hours per week. No overtime will be paid. Vision Teachers and O&M Specialists have a maximum of 37.50 hours a week. No overtime will be paid.

QUESTION #40 - Will the district accept contract exceptions?

ANSWER #40: Please refer to page 7 of the RFP document regarding additional terms and conditions.

QUESTION #41 - It looks like the links are informational. Is there anything I need to take action now?

ANSWER #41: The RFP #241904 solicitation documents are available in the Current Bid Activity section on the Procurement Department website listed on Page 6 of the RFP document. Vendors who do not respond and submit a proposal response prior to the deadline will not be considered for an award. RFP #241904 will replace the current RFP #190806 when it expires on June 30, 2024.

QUESTION #42 - Please provide a list of current vendors, respective rates, and how many providers were provided by your current vendors.

ANSWER #42: Please refer to attached Vendor Totals for 2023-2024.

QUESTION #43 - Will Escambia County School District consider contracting teletherapy services for this proposal?

ANSWER #43: At this time, teletherapy services for School Psychology, OT, OTA, PT, PTA, Vision Teacher, or O&M Specialist will not be considered. The District prefers for SLP therapy services to be performed in person services as the primary method of filling vacancies. Teletherapy will only be considered in unique circumstances determined by the SLI Program Specialist and ESE Director.

QUESTION #44 - Are the positions going to be subject to any minimum wage increases over the course of the contract?

ANSWER #44: No. Please refer to page 13-14 (Program Cost) of the RFP document.

QUESTION #45 - Can the district please describe the supplies and materials that contracted providers will have access to at the district? (wifi, computer access, testing material, office supplies, etc.)?

ANSWER #45: SLPs will have access to an appropriate therapy room, School District WiFi, computer, a range of appropriate, current testing materials for all areas typically assessed in schools, a wide range of therapy materials, and a district issued iPad with a range of therapy and AAC apps. All SLPs are trained and supported weekly by District based SLPs. All OTs, OTAs, PTs, PTAs, Vision Teachers, and O&M Specialists will have access to therapy space, School District wifi, a laptop, a range of current testing materials for all areas typically assessed in schools, and a range of therapy materials. All staff are trained and supported by peers and District staff.

QUESTION #46 - Do you prefer a flat rate or a rate range?

ANSWER #46: Please provide pricing per position. Please refer to page 13 (Program Cost) and page 21 (Attachment A) of the RFP document.

QUESTION #47 - Who provides the supervision for a SLPA if they are providing services to a district school? Is there any responsibility (fiscal or personnel) by the awarded vendor?

ANSWER #47: The on-site SLP will provide supervision to SLPAs contracted through vendors in accordance with FL DOH requirements.

QUESTION #48 - For the job summaries for COTA and PTA, it lists one year experience in an educational setting, is that required or preferred?

ANSWER #48: It is preferred.

QUESTION #49 - Are resumes required with the proposal submission or is it acceptable to submit upon award?

ANSWER #49: Since this is a duplicate question, please refer to Answer #18.

QUESTION #50 - Will this be a single bid award or a multiple bid award? If it is a multiple bid award, how many vendors will the District award to?

ANSWER #50: It is anticipated that multiple vendors will be awarded to maximize the potential for filling positions. The number of vendors awarded may vary. Please refer to pages 13-14 (Proposal Format and Evaluation Criteria) of the RFP document.

QUESTION #51 - Which vendors are currently providing the services requested in the RFP by discipline?

- a. What rates are you paying each vendor by discipline?
- b. Have your current vendors been able to meet all your existing service needs? If not, which of your needs are not being met?

ANSWER #51: B.) Current vendors have not been able to fill all vacancies requested.

QUESTION #52 - Will the District provide laptops and necessary supplies to perform the scope of work?

ANSWER #52: Yes, the District will provide necessary work-related items.

QUESTION #53 - Will the District provide assessments, protocols, and evaluation tools to perform the scope of work?

ANSWER #53: Yes, the District will provide the above listed items.

QUESTION #54 - What is the tie-breaking policy for proposals with identical scores based on the evaluation criteria, assuming all vendors certify they are a drug-free workplace?

ANSWER #54: Based on the evaluation criteria, all vendors who score 70 or above will be placed on the approved vendor list. Please refer to page 12-13 (Proposal Format) of the RFP document.

QUESTION #55 - In what order will the District request candidates from awarded vendors (based on the highest proposal score, all-call, etc.)?

ANSWER #55: An email outlining SLP needs will be sent to all awardees simultaneously when needs arise.

QUESTION #56 - Do you require resumes of potential contracted therapists/candidates to be included in our submission? We typically include samples as we cannot guarantee the same candidates will be interested if awarded.

ANSWER #56: Yes, resumes for potential contracted therapists/candidates should be submitted with your proposal submission.

QUESTION #57 - Will the District allow face-to-face and virtual service options?

ANSWER #57: The District will only allow face to face service options for OT, OTA, PT, PTA, Vision Teacher, or O&M Specialist. SLP therapy services are preferred to be performed in person as the primary method of filling vacancies. Teletherapy will only be considered in unique circumstances determined by the SLI Program Specialist and ESE Director.

QUESTION #58 - Will the District pay mileage for travel between locations?

ANSWER #58: Yes, the District will pay for approved mileage for travel.

QUESTION #59 - Can the District confirm the initial term of the Agreement(s) is July 1st, 2024, through June 30th, 2025, with 4 one additional one-year renewal options for a total of 5 contracted school years (ending SY 28-29)?

ANSWER #59: Yes, please refer to page 1 (Introduction) of the RFP document.

QUESTION #60 - The calendar of events lists RFP evaluation as Monday, June 3rd, 2024. Is this the date the District expects the evaluation to begin or the date the vendors will receive notification of their evaluation scores?

ANSWER #60: The evaluation is expected to be concluded on June 3, 2024. The Tabulation and Award Notice will be finalized and posted on the Procurement Department website. Please refer to page 6 (RFP Tabulations, Recommendations, and Protest) of the RFP document.

QUESTION #61 - Page 4 reads: "Proposal openings will be public on the date and time specified on the Proposal Acknowledgement form." Can vendors attend the proposal opening virtually? If so, can the district provide login information for the meeting?

ANSWER #61: No, at this time, proposal openings are not held virtually.

QUESTION #62 - Page 12 reads "If submitting electronically, Responders shall submit their responses on BidNetDirect.com." Can vendors submit responses electronically in lieu of the hard copies requested?

ANSWER #62: Yes, proposal responses may be submitted either electronically or mailed. Please refer to page 11 of the RFP document regarding Proposal Format and Evaluation Criteria.

QUESTION #63 - If proposals can be submitted electronically in lieu of hard copies, does the pricing need to be sent as a separate file?

ANSWER #63: Yes, BidNetDirect.com system allows for separate envelopes. Envelope 1 and Envelope 2 are provided electronically.

QUESTION #64 - Page 14 reads "If located within the Escambia County, FL, a copy of their County Business Tax Receipt must be included." If we are located outside of Escambia County, is a Business Tax Receipt from our home County required?

ANSWER #64: Yes, please refer to page 12-13 (Company Background and Experience) of the RFP document.

QUESTION #65 - How many students have been identified as needing services by discipline?

ANSWER #65: For SLP-approximately 3,000 students; OT – 541 students; PT – 186 students; Vision Services – 35 students; O&M – 8 students.

2022-2023 Vendor Totals

Vendor Name	City	State	Position	Hourly Rate	Total Paid 22/23 Fiscal Year
Academic Staffing Inc	St Augustine	FL			
Accountable Health Care Staffing	Boca Raton	FL			
AMN Healthcare (Prev. Advanced Medical Personnel)	San Diego	CA			
Career Staff Unlimited	Winter Park	FL			
Community Rehab Associates, Inc	St Petersburg	FL	1 SLP	\$66.00	\$191,779.50
Comprehensive Therapy Consultants	Atlanta	GA	1 SLP	\$64.50	\$178,923.00
Edu Healthcare	Huntersville	NC			
Health Pro Pediatrics	Hunt Valley	MD			
Infojini, Inc	Columbia	MD			
Innovative Employee Solutions	San Diego	CA			
Princeton Staffing Solutions	Boca Raton	FL			
Invo Healthcare Associates	Tampa	FL			
Jackson Therapy Partners	Orlando	FL			
Kids Talks Place LLC	Pensacola	FL	2 SLP	\$59.00	\$64,605.00
Maxim Health Services Inc	Columbia	MD			
New Mediscan II, LLC	Lutz	FL			
Noor Associates Inc	New York	NY			
Orange Tree Staffing LLC	Winter Park	FL	1 SLP	\$66.00	\$31,405.44
Pediatric Developmental Services	Pikesville	MD			
Soliant Health	Tucker	GA			
Sunbelt Staffing LLC	Oldsmar	FL			
Therapia Staffing LLC	Coral Springs	FL			

2023-2024 Vendor Totals

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Academic Staffing Inc	St Augustine	FL			
Accountable Health Care Staffing	Boca Raton	FL			
AMN Healthcare (Prev. Advanced Medical Personnel)	San Diego	CA			
Career Staff Unlimited	Winter Park	FL			
Community Rehab Associates, Inc	St Petersburg	FL	1 SLP	\$70.55	\$108,000.00
Comprehensive Therapy Consultants	Atlanta	GA	1 SLP/ 1 SLPA	\$64.50/\$51.50	\$151,560.00
Edu Healthcare	Huntersville	NC			
Health Pro Pediatrics	Hunt Valley	MD			
Infojini, Inc	Columbia	MD			
Innovative Employee Solutions	San Diego	CA			
Princeton Staffing Solutions	Boca Raton	FL	3 SLP	\$65.00	\$170,000.00
Invo Healthcare Associates	Tampa	FL			
Jackson Therapy Partners	Orlando	FL	1 SLP	\$61.20	\$57,040.00
Kids Talks Place LLC	Pensacola	FL	2 SLP	\$62.78	\$221,680.00
Maxim Health Services Inc	Columbia	MD			
New Mediscan II, LLC	Lutz	FL			
Noor Associates Inc	New York	NY			
Orange Tree Staffing LLC	Winter Park	FL	1 SLP	\$66.00	\$33,660.00
Pediatric Developmental Services	Pikesville	MD			
Soliant Health	Tucker	GA			
Sunbelt Staffing LLC	Oldsmar	FL			
Therapia Staffing LLC	Coral Springs	FL			