

BID TABULATION - HEALTHCARE SERVICES2014 JAIL FACILITY

| | | |
|---|--|---|
| HEALTHCARE SERVICES 2014 - JAIL | CORRECTIONAL HEALTHCARE COMPANIES INC | ADVANCED CORRECTIONAL HEALTHCARE |
| FACILITY BID OPENING 11-5-13 | 6200 S SYRACUSE WAY GREENWOOD VILLAGE CO 80111 | 3922 W BADING TRACE PEORIA IL 61615 |
| Contract term: 1-1-14 to 12-31-16 upon approval by the County Council and County Executive. | | |
| TOTAL ANNUAL COST | \$359,438.40 | |
| AFFIDAVIT COMPLETED | YES | YES |
| COPY OF INSURANCE PROVIDED | YES | YES |
| COMMENTS: | SEE ATTACHMENT | SEE ATTACHMENT |

RFP



JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
729 MAPLE ST / PO BOX 100
HILLSBORO MO 63050
WWW.JEFFCOMO.ORG

Request for Proposal: HEALTHCARE SERVICES 2014 – JAIL Date Issued: 10-4-13

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, NOVEMBER 5, 2013, AT 2:00 P.M. LOCAL TIME.

Specification
Contact:
CPT. RON ARNHART
 Department of the Sheriff
 636-797-5588

Contract
Contact:
VICKIE PRATT
 Department of Administrative Services
 636-797-5382

Mail (3) Three Complete Copies With Vendor And Proposal Information As Shown In Sample:

Contract Term:
1-1-14 to 12-31-16
upon approval by the County Council and County Executive

Vendor Information:

| | |
|---|---------------------------------------|
| VENDOR NAME | DEPARTMENT OF THE COUNTY CLERK |
| VENDOR ADDRESS | JEFFERSON COUNTY MISSOURI |
| CONTACT NUMBER | 729 MAPLE ST / PO BOX 100 |
| HILLSBORO MO 63050-0100 | |
| SEALED PROPOSAL: (PROPOSAL NAME) | |

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional one-year terms with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

| | |
|---|--------------------------|
| Correctional Healthcare Companies, Inc. | R. Dirk Allison |
| Company Name | Authorized Agent (Print) |
| 6200 S. Syracuse Way #440 | Signature |
| Address | |
| Greenwood Village, CO 80111 | Chief Executive Officer |
| City/State/Zip Code | Title |
| 866-246-5245 | 11/1/13 |
| Telephone # | Date |
| dirk.allison@correctioncare.com | Tax ID # |
| E-mail | Fax # |

Request For Proposal and Proposal Form

Page 1 of 13

Bidder's Initials: J.D.

Option 1 - 80 hours with 2 full time and 1 part- time.
Option 2 – 112 hours with 3 full time and 1 part time 8 hours.
Option 3 – 140 hours with 4 full time.

Schedule to be determined depending on option selected.

11. Agree to provide the following off-site services: hospital outpatient and emergency services, inpatient hospitalization, inpatient physician care, medical specialty referral, emergency transportation by ambulance, laboratory and diagnosis testing and surgery.
12. Allow the Jefferson County Sheriff's Office to retain all fees generated by the physician while providing medical services for the Jefferson County Sheriff's Office.
13. Will operate based on accreditation standards through the American Correction Association (ACA) and the National Commission on Correctional Health Care (NCCHC).
14. Inmate Health Care Provider agrees to assume 100% of costs that are over and above the contract cost, holding the Jefferson County Sheriff's Office 100% risk free of costs that are over and above the contract costs.

The Jefferson County Sheriff's Office shall:

1. Require that proposals be based on an annual rate. Physician costs shall be blocked as follows with the below described specialty services.
 - a) Mental Health Services
 - b) Dental Services
 - c) Medications
 - d) Nursing Services
 - e) Women's Health, including OB/GYN services
 - f) Dietary Services
2. Require that proposals be based on a rate when on-call and services are required via telephone. The physician will be available as needed at his/her office, home, hospital or elsewhere by appropriate paging service.
3. Require physician to be available for sick call on a daily basis with hours set to see all who are on sick call. This will be based on mutual agreement between the physician, his/her agent and the Jefferson County Sheriff's Office.
4. Agree to act in good faith regarding the process of reviewing of physician's credentials, providing initial orientation for the physician, and supporting physician efforts in the delivery of medical services to patients during these assignments.
5. Require that this agreement may be terminated by either the Jefferson County Sheriff's Office, the physician or his/her agency for any reason by giving written notice to the other parties 60 days prior to termination date, provided all fees have been paid in full. This agreement shall be renewed each year and remain in force until an additional agreement can be made.

TOTAL ANNUAL COST: \$ 359,438.40

Staffing and Cost Proposal

Staffing and Services Overview

Correctional Healthcare Companies, Inc. (CHC) is pleased to provide the following cost proposal for the consideration of Jefferson County (the “County”). We are proposing the following solution to best meet the County’s specific needs. CHC is open to discussing our proposal in order to provide the optimal healthcare program for the County.

| Staffing and Services Overview | | | | |
|---|---------------------|---------------------|---------------------|---------|
| Jefferson County, Missouri | | | | |
| ADP Overview | Option 1 | Option 2 | Option 3 | |
| Average Daily Population (ADP) | 310 | 310 | 310 | |
| Per Diem Reconciliation | \$0.65 | \$0.65 | \$0.65 | |
| Professional Staffing (Hours per Week) | Option 1 | Option 2 | Option 3 | On Call |
| Medical Director - Physician | 5.00 | 5.00 | 5.00 | ✓ |
| Licensed Practical Nurse | 80.00 | 112.00 | 140.00 | |
| Psychologist | 6.00 | 6.00 | 6.00 | |
| Total Equivalent Full-Time Employees | 2.28 | 3.08 | 3.78 | |
| Professional Onsite Services | Option 1 | Option 2 | Option 3 | |
| Medical Services | ✓ | ✓ | ✓ | |
| Mental Health Services | ✓ | ✓ | ✓ | |
| On-Call 24/7 | ✓ | ✓ | ✓ | |
| Policies and Procedures | ✓ | ✓ | ✓ | |
| Laboratory Services | ✓ | ✓ | ✓ | |
| X-Ray Services | ✓ | ✓ | ✓ | |
| Medical Supplies | ✓ | ✓ | ✓ | |
| Medical Waste Removal | ✓ | ✓ | ✓ | |
| Office Supplies | ✓ | ✓ | ✓ | |
| Basic Medical Training - Jail Staff | ✓ | ✓ | ✓ | |
| Comprehensive Medical Malpractice Insurance | ✓ | ✓ | ✓ | |
| Corporate Management and Oversight | ✓ | ✓ | ✓ | |
| Professional Offsite Services | Option 1 | Option 2 | Option 3 | Cap |
| Ambulance Services | ✓ | ✓ | ✓ | 1 |
| Hospitalization | ✓ | ✓ | ✓ | 1 |
| Laboratory Services | ✓ | ✓ | ✓ | 1 |
| X-Ray Services | ✓ | ✓ | ✓ | 1 |
| Dental Services | ✓ | ✓ | ✓ | 1 |
| Specialty Services | ✓ | ✓ | ✓ | 1 |
| Utilization Management | ✓ | ✓ | ✓ | |
| Pharmacy Services | Option 1 | Option 2 | Option 3 | Cap |
| Complete Pharmaceutical Management | ✓ | ✓ | ✓ | |
| Pharmaceuticals: Over-the-Counter | ✓ | ✓ | ✓ | |
| Pharmaceuticals: Prescriptions | ✓ | ✓ | ✓ | |
| Pharmaceuticals: Mental Health/Psychotropic | ✓ | ✓ | ✓ | |
| Pharmaceuticals: AIDS, HIV, and Cancer | ✓ | ✓ | ✓ | 1 |
| Caps | Option 1 | Option 2 | Option 3 | |
| (1) Annual Aggregate Cap | \$75,000 | \$75,000 | \$75,000 | |
| Percentage of Unused Cap Returned to County | 100% | 100% | 100% | |
| Monthly Cost | \$29,953.20 | \$35,228.20 | \$40,003.20 | |
| Annual Cost | \$359,438.40 | \$422,738.40 | \$480,038.40 | |

Flexible Staffing Matrix

CHC will provide the County with a comprehensive healthcare staffing program consisting of qualified medical and mental health professionals. The following staffing matrices provide detailed staffing plans for the options previously outlined. Please note that the exact days shown in the charts below are for illustrative purposes only and are flexible to meet the County's needs. We will work with the County to create an exact schedule which best maximizes the County's utilization of CHC's resources.

Option 1 – Two full-time and one part-time nurses

| Position | On Call | Shift | Scheduled Hours | | | | | | Total Hours | FTE |
|------------------------------|---------|---------|-----------------|--------------|--------------|-------------|-------------|-------------|--------------|-------------|
| | | | MON | TUE | WED | THU | FRI | SAT | | |
| Medical Director - Physician | ✓ | Day | | | 5.00 | | | | 5.00 | 0.13 |
| Licensed Practical Nurse | | Day | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | 1.20 |
| Licensed Practical Nurse | | Evening | 8.00 | 8.00 | 8.00 | | | 8.00 | 32.00 | 0.80 |
| Psychologist | | Day | | 6.00 | | | | | 6.00 | 0.15 |
| Totals | | | 16.00 | 22.00 | 21.00 | 8.00 | 8.00 | 8.00 | 91.00 | 2.28 |

Option 2 – Three full-time and one part-time nurses

| Position | On Call | Shift | Scheduled Hours | | | | | | Total Hours | FTE | |
|------------------------------|---------|---------|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-------------|
| | | | MON | TUE | WED | THU | FRI | SAT | | | |
| Medical Director - Physician | ✓ | Day | | | 5.00 | | | | 5.00 | 0.13 | |
| Licensed Practical Nurse | | Day | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 56.00 | 1.40 | |
| Licensed Practical Nurse | | Evening | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 56.00 | 1.40 | |
| Psychologist | | Day | | 6.00 | | | | | 6.00 | 0.15 | |
| Totals | | | 16.00 | 22.00 | 21.00 | 16.00 | 16.00 | 16.00 | 16.00 | 123.00 | 3.08 |

Option 3 – Four full-time nurses

| Position | On Call | Shift | Scheduled Hours | | | | | | Total Hours | FTE |
|------------------------------|---------|---------|-----------------|--------------|--------------|--------------|--------------|--------------|---------------|-------------|
| | | | MON | TUE | WED | THU | FRI | SAT | | |
| Medical Director - Physician | ✓ | Day | | | 5.00 | | | | 5.00 | 0.13 |
| Licensed Practical Nurse | | Day | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 70.00 | 1.75 |
| Licensed Practical Nurse | | Evening | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 70.00 | 1.75 |
| Psychologist | | Day | | 6.00 | | | | | 6.00 | 0.15 |
| Totals | | | 20.00 | 26.00 | 25.00 | 20.00 | 20.00 | 20.00 | 151.00 | 3.78 |

Comprehensive Medical, Mental Health, and Pharmaceutical Services

CHC will provide the County with a wide-ranging inmate healthcare program consisting of either 2.28, 3.08, or 3.78 equivalent full-time employees as well as comprehensive onsite medical, mental health, and pharmaceutical services. In addition, we will provide a full suite of offsite offerings, including ambulance, hospitalization, and other offsite and specialty services as described in this proposal and the preceding table.



JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
729 MAPLE ST / PO BOX 100
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FACILITY

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With Vendor And
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Shown In Sample:**

**Contract Term:
1-1-14 to 12-31-16
upon approval by
the County Council
and County
Executive**

**Vendor
Information:**

SAMPLE ENVELOPE

VENDOR NAME

VENDOR ADDRESS

CONTACT NUMBER

DEPARTMENT OF THE COUNTY CLERK

JEFFERSON COUNTY MISSOURI

729 MAPLE ST / PO BOX 100

HILLSBORO MO 63050-0100

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Advanced Correctional Healthcare

Neil Leuthold

Company Name

Authorized Agent (Print)

3922 W. Baring Trace

Address

Signature

Peoria, IL 61615

President/Comptroller

City/State/Zip Code

Title

309-692-8100

10/24/13

36-4495255

Telephone #

Date

Tax ID #

ach@advancedch.com

309-692-8106

E-mail

Fax #

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Option 3 – 140 hours with 4 full time.

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TOTAL ANNUAL COST: \$Please attachmt
B for cost & services

PROGRAM OVERVIEW
 Jefferson County, MO

November 5, 2013

| | | | |
|---|---|---|---|
| Any population variance will be assessed the appropriate per diem rate and reflected on subsequent invoices. Population decreases will be credited to the county. | County ADP: 310 Per Diem \$0.60 Non-County ADP: 0 Per Diem: \$0.20 | County ADP: 310 Per Diem \$0.60 Non-County ADP: 0 Per Diem: \$0.20 | County ADP: 310 Per Diem \$0.60 Non-County ADP: 0 Per Diem: \$0.20 |
| ACH PROVIDED SERVICES | Option 1 \$344,433.32 | Option 2 \$ 395,493.26 | Option 3 \$433,941.04 |
| Financial Limit- 100% payback | Option to include a financial pool to cover expenses for: specified medications, specialty & off-sites, hospital, dental, lab, x-ray, vision, hearing, and emergency transport. \$75,000 | No Change | No Change |
| Nursing Staffing - Benefits - Recruiting/Training - Med Malpractice Insurance | LPN 80/hrs per week. Full time benefits | LPN 112/hrs per week Full time benefits | LPN 140/hrs per week Full time benefits |
| Dental Services | Screening, hygiene instruction, medication management, coordination of services & referral for off-site care. Cost is ACH responsibility up to financial limit . | No Change | No Change |
| Vision and Hearing Services | Screening, coordination of services and referral of off-site care. Cost is ACH responsibility up to financial limit . | No Change | No Change |
| Mental Health Services | Screening, medication management, coordination of services & referral for off-site care. QMHP 12/hrs per week | No Change | No Change |
| Basic pharmaceuticals and Prescribed Over the Counter Medications | Includes policies on proper storage of medications, pharmacy ordering, usage, returns, and destruction. ACH is responsible for the cost of these medications | No Change | No Change |
| Specified medications for HIV/AIDS, Hepatitis, MS, CF, Cancer, Biologicals, Court-Ordered & Anti-Rejection | Includes policies on proper storage of medications, pharmacy ordering, usage, returns, and destruction. Cost is ACH responsibility up to financial limit . | No Change | No Change |
| Radiology & Laboratory | On-site laboratory to include dipstick UA & glucose monitoring. Cost of mobile & off-site services is responsibility of ACH up to financial limit . | No Change | No Change |

| | Option 1 \$344,433.32 | Option 2 \$ 395,493.26 | Option 3 \$433,941.04 |
|--|---|-----------------------------------|----------------------------------|
| Off-site & Specialty Services | Coordination of services, & referrals for off-site and specialty service care. Cost is the responsibility of ACH up to financial limit . | No Change | No Change |
| Medical Records | HIPAA compliance. Maintained in the standard SOAP format | No Change | No Change |
| Disposable Medical Supplies | Gloves for the medical unit, glucose strips, bandages & syringes are included in the ACH program | No Change | No Change |
| Office Supplies | Medical charts, pens, post-it notes, etc. Cost is the responsibility of ACH up to financial limit . | No Change | No Change |
| TB Screening | Management of tuberculosis screening administration for the inmates | No Change | No Change |
| Continuous Quality Improvement Program | Meetings & Statistical reports every 4 months Participation in outcome studies offered. | No Change | No Change |
| Medical Waste | Compliance with all applicable state laws and OSHA-regulated standards. Cost is the responsibility of ACH . | No Change | No Change |
| Risk Management Program | Hold Harmless & indemnification Additional Insured for County and Sheriff. Umbrella coverage of \$15 million | No Change | No Change |
| Cost Containment and Advanced Purchasing Program | Potential APP savings of \$84,800 | No Change | No Change |
| Training Program for Medical and Jail Staff | Orientation seminar, In-service and Educational DVD's, one set of drug ring cards | No Change | No Change |

Upon acceptance of this proposal and receipt of a signed contract, ACH will recruit appropriate personnel. It is understood the RFP requires a January 1, 2014 start date.

PROGRAM OVERVIEW
Jefferson County, MO
Alternate Proposal

November 5, 2013

| | |
|---|--|
| Any population variance will be assessed the appropriate per diem rate and reflected on subsequent invoices. Population decreases will be credited to the county. | County ADP: 310 Non-County ADP: 0 Per Diem \$0.49 Per Diem: \$0.09 |
| ACH PROVIDED SERVICES | \$331,983.32 |
| Financial Limit- 100% payback | Option to include a financial pool to cover expenses for: specified medications, specialty & off-sites, hospital, dental, lab, x-ray, vision, hearing, and emergency transport. \$120,000 |
| Physician/PA Services | Weekly sick call, 24/7 On-call phone assistance with 2 additional providers |
| Nursing Staffing - Benefits, Recruiting/Training, Med Malpractice Insurance | LPN 80/hrs per week Full time benefits |
| Dental Services | Screening, hygiene instruction, medication management, coordination of services & referral for off-site care. Cost is ACH responsibility up to financial limit . |
| Vision & Hearing Services | Screening, coordination of services and referral of off-site care. Cost is ACH responsibility up to financial limit . |
| Mental Health Services | Screening, medication management, coordination of services & referral off-site care. QMHP 12/hrs per week |
| Basic pharmaceuticals and Prescribed Over the Counter Medications | Includes policies on proper storage of medications, pharmacy ordering, usage, returns, and destruction. ACH is responsible for the cost of these medications up to financial limit . |
| Specified medications for HIV/AIDS, Hepatitis, MS, CF, Cancer, Biologicals, Court-Ordered & Anti-Rejection | Includes policies on proper storage of medications, pharmacy ordering, usage, returns, and destruction. Cost is ACH responsibility up to financial limit . |
| Radiology & Laboratory | On-site laboratory to include dipstick UA & glucose monitoring. Cost of mobile & off-site services is responsibility of ACH up to financial limit . |
| Off-site & Specialty Services | Coordination of services, & referrals for off-site and specialty service care. Cost is the responsibility of ACH up to financial limit . |
| Medical Records | HIPAA compliance. Maintained in the standard SOAP format |
| Disposable Medical Supplies | Gloves for the medical unit, glucose strips, bandages & syringes. Cost is ACH responsibility up to financial limit . |
| Office Supplies | Medical charts, pens, post-it notes, etc. Cost is the responsibility of ACH up to financial limit . |
| TB Screening | Management of tuberculosis screening administration for the inmates. Cost is ACH responsibility up to financial limit . |
| Continuous Quality Improvement Program | Meetings & Statistical reports every 4 months Participation in outcome studies offered. |
| Medical Waste | Compliance with all applicable state laws and OSHA-regulated standards. Cost is ACH responsibility up to financial limit . |
| Risk Management Program | Hold Harmless & indemnification. Additional Insured for County and Sheriff. Umbrella coverage of \$15 million |
| Cost Containment and Advanced Purchasing Program | Potential APP savings of \$84,800 |
| Training Program for Medical and Jail Staff | Orientation seminar, In-service and Educational DVD's, one set of drug ring cards |

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