

RFP TABULATION

Inmate and Juvenile Medical Services for the Baldwin County Corrections Center and Juvenile Detention Facility

| BIDDER:3C Comprehensive Correctional Care                                                                                                                                                | BIDDER:TK Health                                                                          |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| <b>Baldwin County Corrections Center and Juvenile Facility</b>                                                                                                                           | <b>Baldwin County Corrections Center and Juvenile Facility</b>                            |
| <b>Proposed Base Pricing will include:</b>                                                                                                                                               |                                                                                           |
| Cost for Medical Coverage - provider care, nursing care, quarterly jail staff training, clerical duties, liability insurance coverage, hazardous waste, electronic health record system. | Personnel - including benefits, paid time off & holiday pay.\$3,765,314.07                |
|                                                                                                                                                                                          | Routine Lab and Radiology Diagnostic Services\$35,081.10                                  |
|                                                                                                                                                                                          | Offsite Emergency, Hospitalization & Specialty Services - \$200,000.00                    |
|                                                                                                                                                                                          | Aggregate limit of \$200,000 per contract year.                                           |
|                                                                                                                                                                                          | Pharmaceuticals - Aggregate limit of \$175,000 per contract year.\$175,000.00             |
|                                                                                                                                                                                          | Disposable Medical Supplies - All durable equipment or disposable \$57,058.84             |
|                                                                                                                                                                                          | supplies that exceed \$500/unit will be responsibility of County.                         |
|                                                                                                                                                                                          | Medical Waste Management\$7,624.75                                                        |
|                                                                                                                                                                                          | Liability Insurance and Legal Services\$97,059.60                                         |
|                                                                                                                                                                                          | Administrative Services\$583,291.54                                                       |
|                                                                                                                                                                                          | <b>Total Annual Cost\$4,920,429.89</b>                                                    |
| <b>Ancillary Services Cost Pool - Proposed \$750,000.00 annually.</b>                                                                                                                    | Annual Renewals - Renewals assume an ADP up to 925 (combined adult & juvenile facilities) |
| Unused funds will be credited or refunded 100% to the County at year-end.                                                                                                                |                                                                                           |
| Should services exceed the cost pool amount, the County will be billed for this difference.                                                                                              |                                                                                           |
|                                                                                                                                                                                          |                                                                                           |
| Annual base cost should be for in-facility medical care as described below.                                                                                                              |                                                                                           |
| <b>Option A</b>                                                                                                                                                                          |                                                                                           |
| Total Nursing / Admin Hours / Mental Health Hours / Week = 724 Hours                                                                                                                     |                                                                                           |
| \$2,397,556.00 Annualized\$199,796.33 Monthly                                                                                                                                            |                                                                                           |
|                                                                                                                                                                                          |                                                                                           |
| <b>Option B</b>                                                                                                                                                                          |                                                                                           |
| Total Nursing / Admin Hours / Mental Health Hours / Week = 1016 Hours                                                                                                                    |                                                                                           |
| \$3,269,919.00 Annualized\$272,493.25 Monthly                                                                                                                                            |                                                                                           |
|                                                                                                                                                                                          |                                                                                           |
| 3C will submit invoice 30 days prior to the month in which services are to be provided.                                                                                                  |                                                                                           |
| County shall pay the invoice within 30 days of receipt. 3C does not charge per diem fees.                                                                                                |                                                                                           |
| <b>Exceptions:</b> None                                                                                                                                                                  |                                                                                           |
|                                                                                                                                                                                          |                                                                                           |
| Registered with Alabama Secretary of StateYes                                                                                                                                            | Registered with Alabama Secretary of StateYes                                             |

| BIDDER: FirstClass Healthcare, LLC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                 |                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|---------------------|
| <b>Baldwin County Corrections Center and Juvenile Facility</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                 |                     |
| Contract Year                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Annual Rate     | Monthly Installment |
| Year 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$ 6,295,000.00 | \$ 524,583.33       |
| Year 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$ 6,546,800.00 | \$ 545,566.67       |
| Year 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$ 6,808,672.00 | \$ 567,389.33       |
| <b>Terms and Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                 |                     |
| Pricing assumes a base popultion of 900. Pricing and staffing matrix can be adjusted accordingly should the base popultion substantially deviate from 900. Pricing is inclusive of: staff wages & benefits, psychiatrist and/or psychiatric nurse practitioner medical director, policies & procedures development, clinical lab procedures, travel expenses, any necessary pharmacy licenses/permits, all required insurance as specified in RFP, on call costs, training for officers in the facility on various behavioral health topics. |                 |                     |
| Annual Escalator: 4%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                 |                     |
| Off-Site Care Aggregate Cap: \$300,000 per contract year for off-site medical sevicees.                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                 |                     |
| Pharmacy Cost Aggregate Cap: \$300,000 per contract year for all pharmacy & medication.                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                 |                     |
| Refunds: If annual costs are less than the aggregate cap for each categore, the amount of the surplus will be refunded to the Baldwin County Commission within 60 days of the contract year. Scope of Service: This pricing is all-inclusive for the provision of comprehensive healthcare services at both the Baldwin County Adult and Juvenile Detention Centers.                                                                                                                                                                         |                 |                     |
| Payment Terms: Invoices submitted by FCH monthly. We propose Net 30 payment terms.                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                 |                     |
| Late Payment Penalty: A penalty of 5% of the outstanding balance will be assessed for any payments not received within the agreed-upon terms.                                                                                                                                                                                                                                                                                                                                                                                                |                 |                     |
| <u>Exceptions:</u> None                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                 |                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                 |                     |
| Registered with Alabama Secretary of State                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                 | Yes                 |

| BIDDER: Advanced Correctional Healthcare, Inc.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       |      |
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| <b>Baldwin County Corrections Center ADP 625</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                       |      |
| Staffing (Wages and Benefits includes Holiday, Sick, and PTO coverage)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$ 4,145,828.96       | 88%  |
| Administrative Services (medical malpractice insurance, civil rights insurance, legal fees, advertising/recruiting, travel expenses, Mental Health First Aid certification, LMS Training, Arista MD, licensure, CIERR, DetainEMR operation, etc.)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$ 554,665.05         | 12%  |
| Monthly \$ 391,707.83                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Total \$ 4,700,494.01 | 100% |
| <b>Value-Added Options</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       |      |
| DetainEMR at BCCC includes equipment required to operate the DetainEMR system.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       |      |
| Start-Up Cost: \$45,623.28. Services are then inclusive in Total Price.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       |      |
| <b>Baldwin County Juvenile Facility ADP 25</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       |      |
| Staffing (Wages and Benefits includes Holiday, Sick, and PTO coverage)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$ 584,302.64         | 86%  |
| Administrative Services (medical malpractice insurance, civil rights insurance, legal fees, advertising/recruiting, travel expenses, Mental Health First Aid certification, LMS Training, Arista MD, licensure, CIERR, DetainEMR operation, etc.)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$ 94,012.05          | 14%  |
| Monthly \$ 56,526.22                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Total \$ 678,314.69   | 100% |
| <b>Value-Added Options</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       |      |
| DetainEMR at BCCC includes equipment required to operate the DetainEMR system.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       |      |
| Start-Up Cost: \$10,990.47. Services are then inclusive in Total Price.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       |      |
| <b>Exceptions: Policy and Procedures:</b> exception to any part of the Request for Proposal regarding the creation of policies and procedures by ACH or ACH staff. <b>Penalties:</b> ACH believes that penalties may create an adverse relationship between our company and Baldwin County. ACH strives to make sure that the medical needs of the inmates at the facility are taken care of within the NCCHC guidelines. However, there are certain issues that are out of the control of ACH that would prevent ACH from providing services, such as riots, acts of God, etc. <b>Cost of Equipment:</b> ACH wants to make it clear that our proposal does not cover the cost of equipment. Unless the County agrees to a rolling monthly pool and this was an item covered under the pool, the County will be responsible for the cost of equipment. <b>Disposable Med Supplies Provision:</b> exception to providing disposable medical supplies for inmates. <b>CPR Training:</b> exception to providing CPR training for facility staff. <b>Mental Health Counsellors Being On Call:</b> exception to the Mental Health Counselors being on call 24/7. Solutions are educated prescribers with access to AristaMD or Telehealth Mental Health PRN service (in addition to yearly fee listed). Payments Traditionally Covered by a Pool: ACH no longer uses a standard pool but a rolling monthly pool. LPN Staffing: ACH does not use LPNs or EMTs to staff the facilities, RNs are employed instead for various reasons. |                       |      |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                       |      |
| Registered with Alabama Secretary of State                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | Yes  |

| BIDDER: SymboCor, LLC                                                                                                                                                                                                                                                                                                                                                                                                   |                         |                           |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------------------|
| <b>Baldwin County Corrections Center and Juvenile Facility</b>                                                                                                                                                                                                                                                                                                                                                          |                         |                           |
| <b>Adult &amp; Juvenile-Medical &amp; Mental Health Services</b>                                                                                                                                                                                                                                                                                                                                                        |                         |                           |
|                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>Current ADP: 650</b> | <b>Projected ADP: 900</b> |
| Staff Wages & Benefits                                                                                                                                                                                                                                                                                                                                                                                                  | \$ 1,693,720.00         | \$ 2,584,937.00           |
| Brand Medications                                                                                                                                                                                                                                                                                                                                                                                                       | \$ 75,000.00            | \$ 103,500.00             |
| Libility Insurance                                                                                                                                                                                                                                                                                                                                                                                                      | \$ 162,500.00           | \$ 225,000.00             |
| Administration & Management Fee - \$68 per inmate per month (PIPM)                                                                                                                                                                                                                                                                                                                                                      | \$ 533,664.00           | \$ 734,400.00             |
| <b>Total</b>                                                                                                                                                                                                                                                                                                                                                                                                            | <b>\$ 2,464,884.00</b>  | <b>\$ 3,647,837.00</b>    |
| Cost per Month (Including Juveniles)                                                                                                                                                                                                                                                                                                                                                                                    | \$ 205,407.00           | \$ 303,986.00             |
| <b><u>Included in PIPM:</u></b>                                                                                                                                                                                                                                                                                                                                                                                         |                         |                           |
| Generic Formulary Medical Medications, Clinical lab procedures, any necessary pharmacy licenses/permits, training for officers in th Facility on various behavioral health topics, policies & procedures development, travel expenses.                                                                                                                                                                                  |                         |                           |
| <b>*Details in Response Packet Section 8 Special Conditions - Juvenile</b>                                                                                                                                                                                                                                                                                                                                              |                         |                           |
| Primary care, staffing, physician/medical director, health services administrator, nursing, care reports, disposable medical supplies, health education, health evals, medical records, medical waste removal, off-site and/or specialty services, chronic care cliinics, on-site & off site testing, pharmaceuticals. correctional healthcare experience.                                                              |                         |                           |
| <b><u>Exceptions:</u></b> SymboCor respectfully notes an exception to the minimum requirement of five (5) years of direct correctional healthcare experience. While SymboCor is a formed entity with two (2) years providing correctional healthcare, our eight years of combined healthcare operations experience, including direct involvement in correctional, municipal, and other complex healthcare environments. |                         |                           |
| Registered with Alabama Secretary of State                                                                                                                                                                                                                                                                                                                                                                              |                         |                           |
| Yes                                                                                                                                                                                                                                                                                                                                                                                                                     |                         |                           |

| BIDDER: Southern Health Partners, Inc.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                        |                         |
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| <b>Baldwin County Corrections Center and Juvenile Facility</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                        |                         |
| <b>Main Jail</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                        |                         |
| ADP                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 900 (No Per Diem)                                      |                         |
| Staffing Summary                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 24/7 Staffing Coverage, Dental Services                |                         |
| Program Pricing                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>\$ 2,853,132.00</b> annually                        | \$ 237,761.00 per month |
| <b>Juvenile Facility</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                        |                         |
| ADP                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 35 (No Per Diem)                                       |                         |
| Staffing Summary                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | RN 40 hrs/wk, Providers weekly, Mental Health Services |                         |
| Program Pricing                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>\$ 421,620.00</b> annually                          | \$35,135 per month      |
| <b>Staffing &amp; Services Included:</b> Medical staff wages & benefits, contracted provider (MD/NP) on-site + on-call. Admin Services; Professional insurance; regional oversight; medical staff training, basic office supplies, repairs on SHP equipment, medical claims repricing service, discount management, reports to County, basic officer training of medical services upon request.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                        |                         |
| *Details for compensation for increase/decrease in inmate popultion, billing/payment, future year's pricing based on 3.5% value or medical CPI, whichever is higher, cost containment services program. Any and all savings are then passed back to the County; there is no mark up or percentage of savings fee charged.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                        |                         |
| <b><u>Exceptions:</u></b> Penalties/Claims: SHP reserves the right to work with the County in implementing contract language that serves to assess penalties for deficiencies under certain essential services. Further, as all claims are to be paid by the County, we are unsure of the statement made on page 23, #3, 2nd paragraph. Litigation History: Upon review by our legal counsel, and in reference to FOIA requests, SHP has provided this information in part within the submitted Proposal. We are willing to provide additional information, upon request, through our General Counsel to a designated member of the evaluation committee under a confidential discussion, provided doing so does not violate any existing agreements. SHP's Forms: Due to confidentiality and proprietary considerations, our policies, procedures, and forms are not included in this submission but can be made available to the evaluation committee upon request during negotiations under appropriate confidentiality protections. Summary of Experience: To protect the Counties from unwanted or unsolicited contacts, we have not provided a list of all current client contact information, but did provide a list of all current Alabama contracts. While we appreciate the County's due diligence in evaluating a provider's history, the request for a listing of all former clients and their contact information extends beyond what is customary. Many client relationships conclude simply due to changes in budget or local administration priorities and providing such information could also raise confidentiality considerations. We have not provided a list of all new clients in the past two years. We would be happy to discuss certain new additions with the evaluation committee within a meeting to better gauge the County's request for this information. |                                                        |                         |
| Registered with Alabama Secretary of State                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                        |                         |
| Yes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                        |                         |