# **RFP TABULATION**

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

BIDDER: 3C Comprehensive	Correctional Care	BIDDER:	BIDDER: TK Health					
Baldwin County Corrections Center and Ju-	venile Facility	Baldwin County Correc	tions Center and Juvenil	e Facility				
Proposed Base Pricing will include:		Personnel - including be	Personnel - including benefits, paid time off & holiday pay.			\$	3,765,314.07	
Cost for Medical Coverage - provider care, nursing care, quarterly jail staff training,		Routine Lab and Radiolo	Routine Lab and Radiology Diagnostic Services			\$	35,081.10	
clerical duties, liability insurance coverage, hazardous waste, electronic		Offsite Emergency, Hos	Offsite Emergency, Hospitalization & Specialty Services -			\$	200,000.00	
health record system.		Aggregate limit of \$200,	Aggregate limit of \$200,000 per contract year.					
		Pharmaceuticals - Aggre	Pharmaceuticals - Aggregate limit of \$175,000 per contract year.				175,000.00	
Ancillary Services Cost Pool - Proposed \$750,000.00 annually.		Disposable Medical Sup	Disposable Medical Supplies - All durable equipment or disposable				57,058.84	
Unused funds will be credited or refunded 100% to the County at year-end.		supplies that exceed \$5	supplies that exceed \$500/unit will be responsibility of County.					
Should services exceed the cost pool amount, the County will be billed for this		Medical Waste Management				\$	7,624.75	
difference.		Liability Insurance and L	Liability Insurance and Legal Services			\$	97,059.60	
		Administrative Services				\$	583,291.54	
Annual base cost should be for in-facility medical care as described below.			Tota	al Annual Cost		\$	4,920,429.89	
Option A		Annual Renewals - Renewals assume an ADP up to 925 (combined adult & juvenile facilities)						
Total Nursing / Admin Hours / Mental Health Hours / Week = 724 Hours			% Increase Cor	itract Amount				
<b>\$2,397,556.00</b> Annualized	\$199,796.33 Monthly	Year One	N/A \$	4,920,429.89				
		Year Two	3.95% \$	5,114,786.87				
Option B		Year Three	3.95% \$	5,316,820.95				
Total Nursing / Admin Hours / Mental Health Hours / Week = 1016 Hours		Year Four	3.95% \$	5,526,835.38				
<b>\$3,269,919.00</b> Annualized	\$272,493.25 Monthly	Per Diem - monthly ADP	s higher than 900 (adult)	\$1.41	(No per diem for added	d juveniles)		
		Scope Changes - modifi	Scope Changes - modifications to local, national, or community standards of care or scope of					
3C will submit invoice 30 days prior to the month in which services are to be provided.		services, court rulings, state or federal law/statue changes, opening of new areas in facility or						
County shall pay the invoice within 30 days of receipt. 3C does not charge		new construction of additional space would need to be addressed/renegotiated.						
per diem fees.	<b>Exceptions</b> : Litigation R	<b>Exceptions</b> : Litigation RFP Pg25:D1-upon award willing to answer questions from public record.						
Exceptions: None		Penalties RFP Pg23:G3-discuss requirements that all claims be processed within 30 days &						
	returned for payment and come to agreeable terms.							
Registered with Alabama Secretary of State	Yes	Registered with Alabama Secretary of State Yes						

# BIDDER: FirstClass Healthcare, LLC

# **Baldwin County Corrections Center and Juvenile Facility**

Contract Year	Annua	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			

### Terms and Conditions

Exceptions: None

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 sevices.

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.

BIDDER: Advanced Correctional Healthcare	, Inc.				
Baldwin County Corrections Center ADP 625					
Staffing (Wages and Benefits includes Holiday, Sick,	\$	4,145,828.96	88%		
and PTO coverage)					
Administrative Services (medical malpractice insurance,	\$	554,665.05	12%		
civil rights insurance, legal fees, advertising/recruiting, travel expenses, Mental					
Health First Aid certification, LMS Training, Arista MD, licensu	ure, CIERR, D	etainEMR operation, etc.)			
Monthly \$ 391,707.83	Total \$	4,700,494.01	100%		
/alue-Added Options					
DetainEMR at BCCC includes equipment required to operate	the DetainEN	1R system.			
Start Un Coate #45 C22 20 Continue are then including in Tat	al Drian				
Start-Up Cost: \$45,623.28. Services are then inclusive in Tot Baldwin County Juvenile Facility ADP 25	at Price.				
Staffing (Wages and Benefits includes Holiday, Sick,	\$	584,302.64	86%		
and PTO coverage)	Ψ	304,302.04	0070		
Administrative Services (medical malpractice insurance,	\$	94,012.05	14%		
civil rights insurance, legal fees, advertising/recruiting, travel	expenses, M				
Health First Aid certification, LMS Training, Arista MD, licensure, CIERR, DetainEMR operation, etc.)					
Monthly \$ 56,526.22	Total \$	678,314.69	100%		
/alue-Added Options					

#### Value-Added Options

DetainEMR at BCCC includes equipment required to operate the DetainEMR system.

Start-Up Cost: \$10.990.47. Services are then inclusive in Total Price.

Exceptions: Policy and Procedures: exception to any part of the Request for Proposal regarding the creation of policies and procedures by ACH or ACH staff. Penalties: 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. Cost of Equipment: 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. Disposable Med Supplies Provision: exception to providing disposable medical supplies for inmates. CPR Training: exception to providing CPR training for facility staff. Mental Health Counsellors Being On Call: 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

Registered with Alabama Secretary of State

Yes

# Baldwin County Corrections Center and Juvenile Facility

### Adult & Juvenile-Medical & Mental Health Services

	Current ADP: 650		Projected ADP: 900		
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	\$	533,664.00	\$	734,400.00	
per inmate per month (PIPM)					
Total	\$	2,464,884.00	\$	3,647,837.00	
Cost per Month (Including Juveniles)	\$	205,407.00	\$	303,986.00	

### **Included in PIPM:**

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.

# \*Details in Response Packet Section 8 Special Conditions - Juvenile

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.

Exceptions: 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.

BIDDER: Southern Health Partners, Inc.

## **Baldwin County Corrections Center and Juvenile Facility**

Main Jail

ADP 900 (No Per Diem)

Staffing Summary 24/7 Staffing Coverage, Dental Services

Program Pricing **\$ 2,853,132.00** annually \$ 237,761.00 per month

Juvenile Facility

ADP 35 (No Per Diem)

Staffing Summary RN 40 hrs/wk, Providers weekly, Mental Health Services

Program Pricing \$ 421,620.00 annually \$35,135 per month

**Staffing & Services Included**: Medical staff wages & benefits, contracted provider (MD/NP) on-site + on-call. Admin Services; Professional insurance; regional oversite; 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.

Exceptions: 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