

Addendum #1:

Questions & Answers raised in response to Student Services RFP

Updated: 5/9/20

1. Is there a preference to use RNs or LPNs?

The use of RNs vs. LPNs depends on the needs of the student. For example, we may have an LPN to serve as the school nurse in the health clinic to manage routine student illness, but we may also have a student with a specific condition or medical order that would specify the need for an RN. There may also be specifications included in the students' IEP or 504 plan..

2. What is the budget amount for this contract?

We are seeking hourly rates as the student population is unknown at this time. Please see below for FY20 actuals and FY21 budget.

3. Will nurses be used for 1:1 student cases (1 nurse to 1 special education student) or will nurses only work the school clinic?

Nurses will largely work in the clinic; however there may be a medical need for a 1:1 nurse at some of the Breakthrough Schools..

4. If nurses are used for 1:1 cases will they be required to accompany the student on the bus ride to and from school?

Possibly, depending on the student's condition and medical order.

5. Does the CMO currently contract for these services?

Breakthrough Schools currently has agreements with PSI and Cleveland Hearing and Speech. Some schools also have an MOU with Ohio Guidestone, and some schools had a one year agreement with Nancy Lowrie & Associates that expires at the end of this school year.

6. Why is the district utilizing a solicitation for the services requested in this bid?

Our agreements with two of our current service providers are coming to an end this school year. We have also expanded the breadth of services desired and are taking this opportunity to align all schools in our network, rather than have school by school agreements. We are not a true district in the legal sense, but rather a collaborative network of individual schools with individual IRNs.

7. Will there be a pre-bid meeting, or conference call, for interested vendors to attend?

There is nothing planned at this time but I would be happy to discuss this further with you, if you have something in mind or have further questions.

8. What is the anticipated award date?

We would like to make a decision by June 1st, 2020.

9. How many vendors does the district expect to award a contract to for the services requested in this solicitation?

As few as possible, but we do recognize that not every vendor provides every service listed in our RFP. So it is possible we will enter into an agreement with multiple vendors.

10. Is it a requirement that the winning vendor must offer all disciplines (OT, PT, SLP, Nursing, etc) or will the School district be open to awarding this solicitation by separate disciplines? Will this RFP be awarded to one or multiple vendors? Will the district require all services to be provided, currently listed in the bid, for the awarded vendor? For example if a vendor decided not to contract for a certain position, would that affect who may get awarded the bid?

We understand that you may not provide every service listed in the RFP. From an efficiency perspective, we would prefer fewer service providers – but our top priority is finding who can provide the best services for our students in each specific category.

11. How many vendors is the district currently using to fill these needs?

Please see #5 above.

12. Is the district satisfied with its current vendors?

We are satisfied with our current providers. However, we are always open to understanding what is available in the marketplace and are also required to engage in competitive bidding.

13. How many references does the district require?

Please provide **email addresses** for three references when you submit your proposal.

14. By discipline, how many caregivers were needed in the 2019/2020 school year?

1-3 per school, depending on total enrollment and student population.

15. By discipline, how much was spent on Student Health Services in 2019/2020 school year?

Note: the following represents billing for the period of July 2019 - March 2020.

	FY20 Actuals						
	Cliffs	WH	Willard	CA	CLA	CLAE	CAS
Nursing services (LPN or RN) + Medical Assistant	\$ 48,765.02	\$ 24,954.89	\$ 1,461.60	\$24,874.67	\$ 182.70	\$ 26,525.39	\$36,512.96
Medical Assistant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Health Aide	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Speech/Language Pathology	\$ 63,008.00	\$47,312.00	\$ 31,952.00	\$28,960.00	\$16,022.00	\$ 42,896.00	\$35,184.00
TESOL Services	\$ 36,428.31	\$ 409.28	\$ 21,330.45	\$ -	\$ -	\$ -	\$ -
School Psych	\$ 22,715.56	\$48,584.28	\$ 19,856.25	\$ 4,580.19	\$ 3,375.51	\$ 8,653.20	\$ 7,982.22
Counseling/Behavioral Specialists	\$ -	\$ -	\$ -	\$ 9,247.65	\$ -	\$ 9,247.65	\$ 9,247.65
OT	\$ 56,319.69	\$59,119.66	\$ 32,925.92	\$21,045.50	\$ -	\$ 22,540.00	\$21,756.00
PT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

16. For the 20-21 SY, what is the expected amount of FTE contract, vendor supplied professionals needed for each of the following categories:

	FY21 Budget						
	Cliffs	WH	Willard	CA	CLA	CLAE	CAS
Nursing services (LPN or RN)	\$ 52,455.00	\$ 31,432.00	\$ 2,100.00	\$30,000.00	\$ -	\$ 30,000.00	\$30,000.00
Medical Assistant	\$ 31,432.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Health Aide	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Speech/Language Pathology	\$ 82,560.00	\$ 63,725.00	\$ 47,056.00	\$30,400.00	\$ 20,000.00	\$ 60,000.00	\$53,333.33
TESOL Services	\$ 23,590.00	\$ 5,503.20	\$ 43,864.17	\$ -	\$ -	\$ -	\$ -
School Psych	\$ 31,240.00	\$ 58,537.76	\$ 33,362.00	\$11,400.00	\$10,000.00	\$ 25,000.00	\$26,666.67
Counseling/Behavioral Specialists	\$ -	\$ -	\$ -	\$19,000.00	\$ -	\$ 25,000.00	\$ 25,000.00
OT	\$ 67,074.00	\$ 65,072.00	\$ 45,790.00	\$18,240.00	\$ -	\$ 28,000.00	\$27,000.00
PT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00

17. Can the district clarify who, from the district, will provide the on-site supervision/management for the Health Screening Programs? If no one on-site, is it the expectation that the vendor provide the oversight?

Health Screenings are typically scheduled by the school Director of Operations with guidance from the Principal. The Director of Operations will also work with the provider to provide student information, establish a location for screenings inside the school building, etc. The vendor is to provide oversight for the delivery of service.

18. Is the TESOL teaching position a full-time position, or as needed?

As needed

19. Can Breakthrough please provide the number of students on IEPs at each of its seven (7) locations?

CA	32
CLA	30
CAE	33
CLAE	38
CAS/CLAS	38
Cliffs	96
Woodland Hills	99
Willard	49

20. Does Breakthrough utilize internally hired SPED staff, and if so how many for each position listed in this solicitation?

We have a newly formed Student Services team, effective July 1, 2020, that sits at the central office and provides oversight to all of the Breakthrough Schools. The central team will be led by a Managing Director of Student Services. In addition to the network team, each school has the following number of Intervention Specialists or Aides planned for FY21:

CA	5
CLA	3
CAE	5
CLAE	4
CAS/CLAS	6
Cliffs	8
Woodland Hills	10
Willard	6

21. Does Breakthrough provide SPED supervision for the positions listed in this solicitation?

The central team, referenced in #20 above, will manage the service delivery and work closely with the service provider to ensure the needs of our students are being met.

22. Additionally, in Schedule B of the RFP, there are a number of services listed, and the instructions indicate Schedule is to be completed "in its entirety," however there are services listed that OGS does not propose to provide. For Schedule B where the hourly rate for these services is requested, should the fields be left blank, or perhaps an "N/A" entered, so it can be clearly represented that the omission of a rate is not in error?

Please write N/A for those services. I do understand that not every vendor will provide every service listed.

23. Finally, the RFP does not appear to have specific requirements regarding additional documentation or attachments in addition to Schedule B, so I am inquiring whether such additional documents are necessary, encouraged, or even discouraged, as part of the submission of proposal?

At this time we do not ask for additional documentation. But you are welcome to submit anything you feel helps clarify your services for us.