

Addendum #2:

Questions & Answers raised in response to Student Services RFP

Updated: 5/12/20

1. Will any redlines/deviations be accepted to the terms? Or will negotiations be allowed upon award?

Each bidder must first respond to the specific terms as outlined in the RFP. Alternatives to the RFP terms may be offered via an appendix to the bidder's response

2. Does the CMO currently contract for these services?
 - o If so, with how many agencies?
 - o If so, are the current agencies able to meet the District's needs?
 - o What are the current rates for each service? Please provide the name of the incumbent provider(s) and the pricing they used for the services outlined in the RFP.

| Current Contracted hourly rates | | | |
|--|------------------------------|--------------------|-------------------|
| Service | Vendor | Hourly Rate | Expiration |
| Health Aide | PSI | \$17.22 | Jun-20 |
| Medical Assistant | PSI | \$20.06 | Jun-20 |
| LPN | PSI | \$24.48 | Jun-20 |
| RN | PSI | \$39.02 | Jun-20 |
| Health Screenings | PSI | \$48.72 | Jun-20 |
| Psychologist | PSI | \$52.95 | Jun-20 |
| Speech | PSI | \$60.67 | Jun-20 |
| Educational Specialist | PSI | \$50.74 | Jun-20 |
| TESOL Teacher | PSI | \$48.15 | Jun-20 |
| Occupational Therapy | PSI | \$98.00 | Jun-20 |
| Physical Therapy | PSI | \$98.00 | Jun-20 |
| Certified Occ Therapy Assistant | PSI | \$63.04 | Jun-20 |
| Physical Therapy Assistant | PSI | \$63.04 | Jun-20 |
| 1:1 Special Needs LPN | PSI | \$37.49 | Jun-20 |
| Speech Pathology | Cleveland Hearing and Speech | \$64.00 | Jun-20 |
| Audiology | Cleveland Hearing and Speech | \$97.00 | Jun-20 |
| Mental health diagnostic evaluation | Ohio Guidestone | \$112.00 | Evergreen |

3. Pg 2 (Section E - Personnel): Regarding the 60% reduction for Medical Assistants and Nurses Aids, would they be at a 60% reduction from the RN price?

No. If non-licensed or assistant providers are utilized, Vendor shall offer client a fee reduction of at least 60%. In other words; if a practicing, non-licensed Medical Assistant is approved by the school to provide the services instead of a licensed Medical Assistant, the fee for the non-licensed Medical Assistant would be reduced by at least 60% of the proposed licensed Medical Assistant rate. Same with Nurses Aids. Please note: Vendor must employ fully licensed service providers unless previously approved in writing by authorized representative of the school.

4. Can the district please provide evaluation criteria, as well as points or percentages for each? Can you provide a breakdown of the points/weights for the scoring criteria? When evaluating each proposal, what is most important to the school district? What criteria will be evaluated and how will each criteria be weighed? If not by numeric value, what is most important to least important?

Selection criteria will be developed after all bids are received and bids will be evaluated by a team of representatives from the Breakthrough Schools network.

5. Can the district please clarify if the Psychologists Test Kits (intelligence test, achievement test, etc.) are included with the rest of the supplies such as the office supplies and equipment, medical supplies and equipment referred to in Page 3, Section H?

Please submit pricing for medical supplies and equipment as requested on Page 3, Section H, including pricing for psychology test kits.

6. Page 11, number 10, under "Speech/Language Position Expectations": Can the district please explain the "PSI" requirement?

The statement should read as follows:

Ongoing consultation with administrative and professional supervisors, including participation in site visits, in accordance with vendor's policies and the Ohio Board of Speech Language Pathology & Audiology.

7. Can the district please clarify what equipment/materials are required for the health screenings program?

We provide hearing and vision screenings to our students and the physical space within our buildings to do so. In addition to the hourly rate for the service provider, please submit any additional pricing for Health Screenings on a separate page.

8. It looks like an hourly rate is requested, but there are more than one type of employee required for the screenings.

Please submit any additional pricing for Health Screenings on a separate page.

9. What, if any, SERS expectations are in place for vendors to cover pension costs of contract staff?

Vendors are responsible for SERS compliance for their employees. Please contact SERS with any specific questions.

10. Can you tell me in regards to the RFP is seeking "Counseling / Behavioral Specialists" services, are these in addition to the services OGS currently provides, or whether the proposals the RFP seeks are to encompass these services as well?

- o On average, each school needs a minimum of 20 hours per week for behavioral and counseling support, which varies by caseload and staff needs. Vendor should have the ability to bill the child's personal insurance and/or Medicaid. In some cases the school will cover the cost.

11. While all therapists will be licensed and located in Ohio, is it your preference for the awarded vendor to have an office in Ohio?

Preferred but not necessary

12. What would be the projected or average weekly hours of service for the OT, PT, SLP, and LSSP? For example: Full-time 37.5 hours per week (7.5 hours per day) billable.

Historically, OT/PT/Psych have worked 7-hour days and days per week were based on caseload numbers for their assigned schools.

13. What would be the average student caseload and number of schools served by the OT, PT, SLP, and LSSPs?

Larger schools utilize ONE OT per school location with about 20-25 students per campus. PT is very limited and an on an as-needed basis. Psych is based on the number of reevaluations + initial ETRs completed during the school year-- in 2019-2020 between 30 - 50 depending on the size of the school.

14. How many working days will the OT, PT, and SLP work during the school year (For Example: 180 days or less)?

There are 169 school days anticipated for the 2020-2021 school year.

15. Would Breakthrough Schools consider online tele-therapy for the speech and occupational therapy services?

Depending on the needs of the student, we may consider allowing for tele-health services.

16. Are resumes required at the time of proposal submission or only upon award?

Upon award

17. Do you require vendors to guarantee the provision of therapy services, or is it understood that vendors will begin recruiting on a best efforts' basis upon contract award?

This has not yet been determined.

18. Can the vendor incur in any penalties or be liable for any damages for not having a contracted provider available upon your school's request in a timely manner or would your school terminate the RFP contract with the vendor?

This has not yet been determined.

19. If Breakthrough Schools will find a permanent employee of the district and our services will no longer be needed, will the school provide the awarded vendor with a 30 day out termination written notice?

Yes

20. To complete the provision of therapy services, are testing/evaluation materials provided by Breakthrough Schools OR the Vendor?

The vendor

21. Will your school provide laptops/computers and/or an email account to the contracted providers during their assignment?

We provide access to technology for the service providers.

22. Who will be the representative from Breakthrough Schools to determine which materials/equipment are required for the therapy services?

The Director of Special Education or the Managing Director of Student Services

23. Will the therapists have access to internet capabilities, computers/laptops/iPads, office supplies, fax/copy machine at Breakthrough Schools?

Yes, we will provide access to technology for service providers.

24. Would the district pay for mileage travelling between school campuses on the same day? If so, what will be the district IRS Standard Rate?

No

25. Will Breakthrough Schools consider an all-inclusive hourly price rate range depending on the candidates' level of experience **OR** does the district only want a fixed flat hourly rate for service?

Please provide a fixed, flat hourly rate.