

PROCUREMENT SUMMARY

RFP#

Date Submitted:	July 25, 2023	Procurement Process:	Request for Proposals (RFP)													
Submitted by:	Amy Scott	Length of Advertising:	Standard (15+) days													
Supplier Name:	First Class Healthcare	Source Selection Method:	Highest Proposal Scoring													
Description:	Inmate Medical Services	Fair Price Determination:	Best Value: RFP Evaluation Criteria													
Agreement Type:	Purchase Order	Not Low Bid Award:	See Proposal Scoring Totals													
Contract Number:	024-2023-00	County Business:	No County Businesses Responded													
Contract Category:	Specialty Services	Submissions Received:	5	Vendors Contacted: 70												
Contract Term:	3 Years	<table><tr><th colspan="2">RFP/RFQ Selection Criteria Used in Selection Process</th></tr><tr><th>Weight</th><th>Evaluation Criteria</th></tr><tr><td>60%</td><td>Technical Requirements</td></tr><tr><td>40%</td><td>Total Cost of Ownership</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table>			RFP/RFQ Selection Criteria Used in Selection Process		Weight	Evaluation Criteria	60%	Technical Requirements	40%	Total Cost of Ownership				
RFP/RFQ Selection Criteria Used in Selection Process																
Weight	Evaluation Criteria															
60%	Technical Requirements															
40%	Total Cost of Ownership															
Contract Value:	\$17,773,911.36															
Contract Options/Renewals:	2 Additional 1-year terms															
Source of Funds:	General Funds															
Debarred/Suspended:	No (screen-print on file)															
SAM Requirement:	Registration Not Required															
BOC Meeting Prepared for:	August 1, 2023															

Bidder/Proposing Business	Place of Business	Evaluated Price	Score
First Class Healthcare	Atlanta, Geogia	\$ 17,773,911.36	106.80
Vital Care	Topeka, Kansas	\$ 15,672,241.50	104.40
CBH	Blue Bell, Pennsylvania	\$ 15,268,294.50	89.10
Advance Medical	Franklin, TN	\$ 18,827,442.19	41.00
Correct Health	Alpharetta Georgia	\$ 14,260,933.79	38.20

*Important Price Evaluation Notes
The County received 5 responsive and responsible proposals for RFP 2023-022 Inmate Medical Services. Evaluations were conducted based on the Technical Criteria and Cost as defined in the RFP. In addition, a shortlist of the three highest scoring vendors were invited for presentations. First Class Healthcare received the highest technical score. In addition, the Procurement Director negotiated pricing with the Vendor for a three (3) year term in the amount of \$ 17,773,911.36 with \$5,750,400 for the first year.
Other Important Considerations
Please Note pricing for First Health above represents final negotiated pricing while other prices represent the original proposed prices.

MEMORANDUM

25 July 2023

Subject: Price Scoring & Negotiation Results

From: Dale Jordan

Initial Scoring of Pricing – see Proposed Pricing & Points Earned – Initial and Final Scoring charts below.

Staffing levels are the highest cost in inmate medical delivery; the higher the level the higher probability of meeting all needs of the inmates and those contracting with the medical service provider. In order to fairly evaluate the price in relation to the staffing level proposed and not reward those who understaff or punish those that proposed higher staffing levels, a series of steps are used in the analysis of the pricing. First, the proposed amounts were adjusted to a cost per number of proposed full time equivalents (FTE).

Example: $\$6,200,000 \text{ proposed price} / 23.7 \text{ FTEs} = \$837,163 \text{ per FTE}$

This amount per FTE is then divided by the technical score to arrive at dollars per scope of work compliance factor (bang for the buck).

Example: $\$ \text{'s per FTE} / 51.4 = \$16,300$

This factor was then evaluated, with 40 points awarded to the lowest value and the balance proportionate to the lowest cost factor.

Example: Vital Core had the lowest cost factor and earned 40 points

First Class 11% over Vital Core, First Class was off by 11%, so they earned 89% of 40 points, or 35.6.

Those scores were then used along with the technical scores to determine the short list.

Final Scoring after interview scoring favored First Class Healthcare.

Negotiation – Target Development – see Negotiation Results

70% of the cost assumed to be labor related.

10% assumed profit was removed.

Amount Divided by 23.7 staffing level proposed

Assumed Staffing level 21.3 (Current provider is between 18 & 19.)

Negotiation Targets

Labor Reduction

Balance of Reductions:

Target for Negotiations
@ 550 inmates Net Cost Levels

Final Negotiation Results:

Concessions:

- Insurance Requirement was: \$2 Million per/ \$5 Million aggregate
 - Is: \$1 Million per/ \$5 Million aggregate
- Medication was: All the responsibility of the provider
 - Is shared 50%/50% after \$520, 000 in medication provided in one contract year

Final Negotiation Pricing – See Negotiation Results chart below.

Projected Contract Value – See Chart Below

Amounts:

Year One:	\$5,750,400
Total:	\$17,773,911.36

Proposed Pricing

Year	Population	Vital Core	FirstClass	CBH	Correct Health	Advanced
1	550	\$ 4,469,287.00	\$ 6,140,000.00	\$ 4,757,229.00	\$4,718,043.88	\$5,677,399.00
1	600	\$ 5,680,245.00	\$ 6,698,182.00	\$ 5,025,144.00	\$4,718,043.88	\$5,698,699.00
1	750	\$ 7,050,746.00	\$ 8,372,727.00	\$ 5,886,189.00	\$5,856,243.50	\$6,008,699.00
2	550	\$ 4,596,788.00	\$ 6,324,200.00	\$ 4,947,516.00	\$4,835,994.98	\$6,245,138.90
2	600	\$ 5,844,074.00	\$ 6,899,127.00	\$ 5,226,120.00	\$4,835,994.98	\$6,268,568.90
2	750	\$ 7,255,691.00	\$ 8,623,909.00	\$ 6,121,632.00	\$6,002,649.58	\$6,609,568.90
3	550	\$ 4,734,692.00	\$ 6,513,926.00	\$ 5,145,420.00	\$4,956,894.86	\$6,869,652.79
3	600	\$ 6,019,397.00	\$ 7,106,101.00	\$ 5,435,160.00	\$4,456,895.00	\$6,895,425.79
3	750	\$ 7,473,362.00	\$ 8,882,626.00	\$ 6,366,492.00	\$6,152,715.82	\$7,270,525.79
Yr 1 @Av Pop of 550&600		\$ 5,074,766.00	\$ 6,419,091.00	\$ 4,891,186.50	\$ 4,718,043.88	\$ 5,688,049.00
Yr 2 @Av Pop of 550&600		\$ 5,220,431.00	\$ 6,611,663.50	\$ 5,086,818.00	\$ 4,835,994.98	\$ 6,256,853.90
Yr 3 @Av Pop of 550&600		\$ 5,377,044.50	\$ 6,810,013.50	\$ 5,290,290.00	\$ 4,706,894.93	\$ 6,882,539.29
Totals		\$15,672,241.50	\$19,840,768.00	\$15,268,294.50	\$14,260,933.79	\$18,827,442.19

Points Earned – Initial and Final Scoring

Number	Item	Vital Core	FirstClass	CBH	Correct Health	Advanced
1	FTE @ 550	21.72	23.7	18.5	18.95	23.7
2	3 Yr Total/FTE (Av \$/Emp)	\$ 721,558	\$ 837,163	\$ 825,313	\$ 752,556	\$ 794,407
3	Tech Score	49.1	51.4	46.6	29.0	30.9
4	FTE/Tech Score	\$ 14,691	\$ 16,300	\$ 17,720	\$ 25,991	\$ 25,684
5	Low FTE/Tech Score	\$ 14,691	\$ 14,691	\$ 14,691	\$ 14,691	\$ 14,691
6	Lowest Line 5	\$ -	\$ 1,609	\$ 3,029	\$ 11,299	\$ 10,993
7	% of Lowest		11%	21%	77%	75%
8	% of Points Earned	100.0%	89.0%	79.4%	23.1%	25.2%
9	Price Points Available	40.0	40.0	40.0	40.0	40.0
10	Points Earned	40.0	35.6	31.8	9.2	10.1
11	Technical Points	49.1	51.4	46.6	29.0	30.9
12	Total Initial Points	89.1	87.0	78.3	38.2	41.0
13	Interview Scores	15.3	19.8	16.5		
14	Grand Total Points	104.4	106.8	94.8		

Negotiation Results

ADP	Base Proposed	Overage	Negotiated	Overages	Monthly	Reduction	
						Base	Monthly
550	\$ 6,140,000	\$ 930	\$ 5,700,000	\$ 140	\$ 475,000	\$ 440,000	\$ 790
650	\$ 7,256,364	\$ 930	\$ 6,506,604	\$ 140	\$ 542,217	\$ 749,760	\$ 790
750	\$ 8,372,727	\$ 930	\$ 7,313,208	\$ 140	\$ 609,434	\$ 1,059,519	\$ 790
	Year 2						
550	\$ 6,324,200	\$ 930	\$ 5,871,000	\$ 144	\$ 489,250	\$ 453,200	\$ 786
650	\$ 7,474,054	\$ 930	\$ 6,701,802	\$ 144	\$ 558,483	\$ 772,252	\$ 786
750	\$ 8,623,909	\$ 930	\$ 7,532,604	\$ 144	\$ 627,717	\$ 1,091,305	\$ 786
	Year 3						
550	\$ 6,513,926	\$ 930	\$ 6,047,130	\$ 149	\$ 503,928	\$ 466,796	\$ 781
650	\$ 7,698,276	\$ 930	\$ 6,902,856	\$ 149	\$ 575,238	\$ 795,420	\$ 781
750	\$ 8,882,626	\$ 930	\$ 7,758,582	\$ 149	\$ 646,548	\$ 1,124,044	\$ 781

ADP		Annual Cost	Over/Under	
Population	Staffing	Base Cost	Inmate ADP Base	
			+/-	
550	21.2	\$ 5,700,000	\$1,680	
650	24.2	\$ 6,506,604	\$1,680	
750	27.2	\$ 7,313,208	\$1,680	
500	21.2	\$5,616,000	Minimum Contract Value	
		\$468,000	Minimum Contract Monthly	
ADP	570			
BASE	550	\$ 6,140,000	\$ 5,700,000	\$ 440,000
OVER/OVER	20	\$ 223,200	\$ 33,600	\$ 189,600
		\$ 6,363,200	\$ 5,733,600	\$ 629,600
		\$ 44,880	\$ 33,600	\$ 11,280
				\$ 451,280
ADP	580			
BASE	550	\$ 6,140,000	\$ 5,700,000	\$ 440,000
OVER/OVER	30	\$ 334,800	\$ 50,400	\$ 284,400
				\$ 724,400

Projected Contract Value:

	Year 1	Year 2	Year 3	Grand Total
Base	\$ 5,700,000.00	\$ 5,871,000.00	\$ 6,047,130.00	
add 30 Over Base	\$ 50,400.00	\$ 51,912.00	\$ 53,469.36	
	\$ 5,750,400.00	\$ 5,922,912.00	\$ 6,100,599.36	\$ 17,773,911.36