

BOARD OF BIDS AND CONTRACTS JUNE 24, 2010

ITEMS REQUIRING BOCC APPROVAL

8 Items

1. TABLES FOR THE NATIONAL CENTER FOR AVIATION TRAINING'S CATIA & COMPUTER LABS - FACILITIES

DEPARTMENT

FUNDING - NCAT FURNITURE FIXTURES & EQUIPMENT

(Request for Proposal sent to thirty vendors)

RFP #10-0148 Req 10041557

	PS Furniture/ Palmer Snyder	Tables-N- Chairs	Mity-Lite	2M SPORTS	Records Retrieval Systems	John A. Marshall	Encompas	iFurn.Com, Inc
24" x 36"	no bid	no bid	no bid	no bid	n/a	n/a	n/a	n/a
24" x 72"					\$732.275 ea.	\$600.35 ea.	\$379.07 ea.	\$315.03 ea.
30" x 36"					\$653.52 ea.	n/a	\$308.80 ea.	n/a
30" x 72"					\$770.07 ea.	\$468.38 ea.	\$356.31 ea.	\$499.52 ea.
30" x 48"					\$548.00 ea.	\$445.51 ea.	\$321.33 ea.	\$297.70 ea.
Shipping/Installation					Included	Included	Included	\$6,450.00
Brand Quoted					SMI Systems	Versteel Tim	Chromcraft Task	HON Huddle
Addenda					Y	Y	Y	Y
Delivery Date					8 weeks	4 weeks	4-5 weeks	4-5 weeks
	Integrated Facilities Option #1	Integrated Facilities Option #2	Versa Products, Inc	Business Interiors by Staples	Business Interiors by Staples	Midwest Single Source Option #1	Midwest Single Source Option #2	Scott Rice
24" x 36"	\$331.02 ea.	\$386.02 ea.	\$291.50 ea.	\$538.78 ea.	\$447.98 ea.	\$285.95 ea.	\$316.15 ea.	\$255.20 ea.
24" x 72"	\$437.42 ea.	\$492.42 ea.	n/a	\$596.56 ea.	\$506.74 ea.	\$351.25 ea.	\$392.30 ea.	n/a
30" x 36"	\$323.79 ea.	\$323.79 ea.	\$319.00 ea.	\$552.56 ea.	\$461.99 ea.	\$264.35 ea.	\$288.80 ea.	\$294.09 ea.
30" x 72"	\$430.19 ea.	\$430.19 ea.	n/a	\$622.78 ea.	\$510.81 ea.	\$332.90 ea.	\$379.35 ea.	n/a
30" x 48"	\$349.35 ea.	\$349.35 ea.	\$329.00 ea.	\$575.67 ea.	\$485.50 ea.	\$272.60 ea.	\$331.90 ea.	\$319.64 ea.
Shipping/Installation	Included	Included	Included	Included	Included	Included	Included	Included

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Brand Quoted	Global Bungee (Generic power strips)	Global Bungee (Teknion power strips)	Versa BCT Series	Surface Tech Bent Leg	Surface Tech Post Leg	Paragon Intuitive computer training tables	Paragon Space Saving training work stations	Special.T Delta Series
Addenda	Y	Y	Y	Y	Y	Y	Y	Y
Delivery Date	4-5 weeks	4-5 weeks	6-8 weeks	4-6 weeks	4-6 weeks	4 weeks	4 weeks	5 weeks

On the recommendation of Dallas Shaffer, on behalf of the Facilities Department, Jennifer Dombaugh moved to **accept the proposal from Midwest Single Source Option #1 for an initial purchase of \$39,443.65 and establish contract pricing for one (1) year.** Ron Estes seconded the motion. The motion passed unanimously.

A review committee comprised of Paula Downs and Kelli Grant (Facilities Department), Kirk Peterson (Operations Manager for WATC), Shawn Ehrstein (Director of CAD/CAM Labs for NIAR), and Joe Thomas (Purchasing) reviewed proposals as to content, pricing and delivery. Consideration was also given to the functionality of the tables needed in a laboratory environment. Midwest Single Source Option #1 offered the best proposal.

The initial purchase will include 48 tables - 24" x 72" for 4 computer labs, 13 - tables 30" x 72" and 1 - table 30" x 36" for 1 CATIA lab, and 66 tables -30" x 48" for 3 CATIA labs.

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**2. BOOKSTORE SHELVING and INSTALLATION for the NATIONAL CENTER for AVIATION
TRAINING - FACILITIES DEPARTMENT
FUNDING - NCAT FURNITURE FIXTURES & EQUIPMENT**

(Request for Proposal sent to forty-four vendors)

RFP 10-0154 Req 10041814

	Encompas	Documation, Oklahoma	Scott Rice Office Interiors
Bookstore Shelving and Installation for NCAT	no bid	no bid	\$29,475.66
Addenda			Y
Lead-time			5 weeks

On the recommendation of Dallas Shaffer, on behalf of the Facilities Department, Ron Estes moved to **accept the proposal from Scott Rice Office Interiors in the amount of \$29,475.66 and establish contract pricing for one (1) year.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

The shelving will be installed in the NCAT Bookstore, which will be available for student, faculty, and visitor use. This bookstore will house typical University Bookstore items for sale.

Several vendors commented on why they did not respond. Some felt they could not be competitive in pricing and others stated they lacked experience with shelving installation. Question was asked if this shelving is unique. It is wall mounted perimeter unites that are grooved and you need hooks installed to hang the shelves. There are a couple of other units that sit on the floor with castors so they can be moved around. Another question was asked about pricing. The bid came in under budget and cost is under what had been previously quoted when establishing the specifications for the shelving.

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**3. AUTOMOTIVE PAINT PRODUCTS FOR FLEET BODY SHOP -- FLEET MANAGEMENT
FUNDING -- FLEET MANAGEMENT**

(Request for Proposal sent to eleven vendors)

RFP #10-0138

Description	Unit Size	Wholesale Auto Paint	Sherwin Williams	Automotive & Industrial Paint Supply Option #1	Automotive & Industrial Paint Supply Option #2	National Coatings & Supplies
1. Sealer	Gallon	\$140.05	\$173.10	\$136.80	<i>*\$133.65</i>	\$177.75
Brand Name/Product #		DeBeer #8-149	Ultra #J41	Envirobase #ECS65	<i>Deltron #DAS3025</i>	R/M #DP26
2. Activator	Quart	*\$37.54	\$58.20	\$68.40	\$77.97	\$55.20
Brand Name/Product #		DeBeer #47-35	Ultra #H38	Envirobase #EH391	Deltron #DCX3030	R/M #DH57
3. Sealer Reducer	Quart	*\$10.13	\$10.65	\$15.36	\$15.36	\$39.83
Brand Name/Product #		DeBeer #1-151	Ultra #U53	Deltron #DT870	Deltron #DT870	R/M #UR50
4. Basecoat	Quart	*\$51.03	\$57.80	\$66.80	\$69.23	64.24-135.56
Brand Name/Product #		DeBeer #MM513C	Ultra #87-1738	Envirobase #EHP	Deltron #DBC	R/M Diamont
5. Reducer	Gallon	\$40.55	\$36.80	<i>*\$12.16</i>	\$38.04	\$39.83
Brand Name/Product #		DeBeer #1-151	Ultra #U53	<i>Envirobase #T494</i>	Deltron #DT870	R/M #UR50
6. Clear Coat	Gallon	*\$110.14	\$147.10	\$120.65	\$120.65	\$146.44
Brand Name/Product #		DeBeer #8-300	Ultra #KC931	Deltron #DC3000	Deltron #DC3000	R/M #DC5335
7. Color Reducer	Quart	*\$10.13	\$16.80	\$120.65 sold as gallon only	\$15.36	\$39.83
Brand Name/Product #		DeBeer #1-151	Ultra #RHF75	Envirobase #T494	Deltron #DC3000	R/M #UR50
8. Pure White Paint	Gallon	\$214.82	<i>*\$178.15</i>	\$256.99	\$197.86	\$229.58
Brand Name/Product #		DeBeer #MM500	<i>Ultra #U7282</i>	Envirobase #EHP2185	Deltron #DBC2185	R/M #WH8624 Basecoat
Discount % off list price for other paint		23%	40%	24%	24%	25%
Submitted copy of list Price		Y	Y	Y	Y	N

On the recommendation of Brandy McCune, on behalf of Fleet Management, Irene Hart moved to **accept overall low proposal from Wholesale Auto Paint and establish contract pricing for one (1) year with two (2) one (1) year options to renew.** Ron Estes seconded the motion. The motion passed unanimously.

A review committee composed of Kevin Myles, Crystal Hester -Fleet management and Brandy McCune-Purchasing reviewed the responses . Wholesale Auto Paint gave the best over all proposal to the County. They are a distributor of the equipment currently being used by Fleet so they will be able to repair, replace, or upgrade any of the existing equipment at no cost to the County. Fleet has sampled some of the DeBeer products and were pleased with the results

There will be a reduction in inventory and cost due to the DeBeer #1-151 product being used for the sealer reducer, reducer, and color reducer. The usage of paint will be changing in the next year due to the "shamoo" paint scheme being discontinued. There will be a reduction in the purchase of the white paint and other products.*

Note: Italics in table denotes lowest price per item.

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4. MEDICAL BILLING -- EMERGENCY MEDICAL SERVICES

FUNDING -- EMERGENCY MEDICAL SERVICES

(Request for Proposal sent to twenty-three vendors)

RFB #10-0113

	AMB-MARS	EMS Management & Consultants	Intermedix / Advanced Data Processing Inc.	Professional Management Consultants
Monthly Percentage of Collection Basis	5.00%	6.00%	5.50%	No Bid
Cost for start-up, installation and conversion	\$0.00	\$0.00	\$0.00	
Any additional fees/charges	\$1,995.00	\$0.00	\$0.00	
Time required for completion of services (days)	60	45 to 60	30-45	
Addendum	Y	Y	Y	
	Existing A/R cleanup at 8.0% of Collections	Recommend 90 day wind down period / Aged receivables for 12 months prior to go live / 17.5% of collections		
	HOV Services	MDP	Medical Practice Solutions	Aeromedical Collection Services Inc
Monthly Percentage of Collection Basis	7.5% 1st year 8% 2nd & 3rd yrs	4% of collections + \$6.00 per Medicaid patient / plus a minimum of a 3% revenue increase over 3 years.	7.50%	5.50%
Cost for start-up, installation and conversion	\$85,000.00	\$0.00	\$500.00 per billing provider and all fees for HL7 interface (approx. \$8,000 to \$10,000)	\$0.00
Any additional fees/charges	\$0.00	\$0.00	Travel expenses for MPS personnel at cost for first 90 days	\$0.00
Time required for completion of services (days)	60	no time period listed	30-45	7

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Addendum	Y	NO RESPONSE PAGE	Y	Y
	Medserv	RMK Holdings Inc	Central Physicians Services Inc	Management Services Network LLC
Monthly Percentage of Collection Basis	6.25%	6.70%	6.50%	5.75%
Cost for start-up, installation and conversion	\$0.00	\$2,500.00	\$0.00	\$0.00
Any additional fees/charges	\$0.00	n/a	\$0.00	\$0.00
Time required for completion of services (days)	60 days / dependent upon approval of Federal & State Licensure - currently 58 days	60 days for interface development	60	12% of net revenue on electronic transfer acct. / if not electronic then \$4.75per EMS run plus 12% of net revenue
Addendum	Y	Y	Y	Y
	Southwest General Services			
Monthly Percentage of Collection Basis	3.75%			
Cost for start-up, installation and conversion	\$0.00			
Any additional fees/charges	\$0.00			
Time required for completion of services (days)	0 days			
Addendum	Y			

On the recommendation of Dallas Shaffer, on behalf of Sedgwick County Emergency Medical Services, Ron Estes moved to **accept the proposal from Intermedix/Advance Data Processing, Inc. and establish contract pricing for two (2) years with three (3) one (1) year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

Note: A committee comprised of Dennis Mauk, Emergency Medical Services; Cynthia Parsons and Marty Hughes, Finance; and Dallas Shaffer, Purchasing evaluated all proposals based on the responses received, cost, qualifications and experience of the company, and the availability of company to work with those being served. The decision was unanimous. Intermedix offered the best solution based on their infrastructure, data collection system, insurance follow-up, overall processes, interface capability and experience in billing and collections. Sedgwick County's current service provider for EMS medical billing is Southwest General Services. There has been several issues with them over the past several years and their collection rates are on the decline. Last year Sedgwick County spent \$577,528.05. The previous contract had a rate of 6.5%. This business generates revenue of about 70% of EMS budget. It is expected that the new vendor will have a better collection rate than the current vendor.

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**5. DIGITAL X-RAY MACHINE - FORENSIC SCIENCE
FUNDING - RECOVERY JAG '09 - SCIENCE LAB EQUIPMENT**

(Request for Bid sent to seven vendors)

RFB# 10-0146 Req #10041566

Item	Description	Merry X-Ray	Integrity Medical	Cassling Co
1	Summit Integrity 1000 FT	\$32,900.00	\$34,600.00	No Bid
2	Konica ImagePilot Pro-24	\$45,280.00	\$45,100.00	
3	Option #1 Flat Panel Monitor	\$398.00	\$1,450.00	
4	Option #2 Dell Precision T1500 Computer System	\$1,315.00	\$1,250.00	
5	Installation for Summit Integrity 1000 FT	\$3,500.00	\$3,500.00	
6	Installation for Konica ImagePilot Pro-24	\$2,000.00	\$1,500.00	
7	Trade In of old machine	\$0.00	(\$1,000.00)	
Overall Cost		\$85,393.00	\$86,400.00	
List all warranties applicable		5 Yrs Summit; 5 Yrs Pro-Rated X-Ray Tube; 1 Yr Non-summit components; 1 Yr labor on MXR; 1 Yr on Parts, Labor, Maint. Konica; 3 Yr Flat Panel Monitor; 3 Yr Dell Precision Computer for IT Support; 3 Yrs for on Site Service	5 Yrs on Summit X-Ray; 3 Yrs on X-Ray tube; 1 Yr Konica; 2 Yrs Computer Equip.	
Days to deliver and install		45-60 Days	14-20 Days	
Addendum Acknowledged		Y	Y	

On the recommendation of Dallas Shaffer, on behalf of the Sedgwick County Regional Forensic Science Center, Jennifer Dombaugh moved to **accept the low bid from Merry X-Ray in the amount of \$85,393.00.** Ron Estes seconded the motion. The motion passed unanimously.

Note: Merry X-Ray will dismantle and dispose of the old machine, which was purchased in 1995.

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**6. IN-HOME TELEHEALTH SERVICES - SEDGWICK COUNTY DEPARTMENT ON AGING
FUNDING - DEPARTMENT OF AGING**

(Notice of Solicitation sent to three vendors)

NOS # 10-0155

	Windsor Place At-Home Care
One time fee	\$250.00
Monthly Service	\$180.00

On the recommendation of Dallas Shaffer, on behalf of the Department of Aging, Irene Hart moved to **accept the solicitation from Windsor Place At-Home Care**. Ron Estes seconded the motion. The motion passed unanimously.

Note: This is a new program in the community that will provide monitoring and management of early chronic diseases. The number of clients utilizing the service is projected to be 50 people per year. The maximum cost of the program is \$14,600.00 per year. This is the first year for the program and mirrors other similar programs around the state of Kansas. Eligibility requirements are the same as the Senior Care Act.

The recommended vendor has a skilled nursing staff that will monitor and educate clients in the program. The other companies did not respond because they did not have anyone in this area to provide the installations and monitoring.

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**7. QUALITY IMPROVEMENT SPECIALIST - SEDGWICK COUNTY HEALTH DEPARTMENT
FUNDING - GRANT from the SUNFLOWER FOUNDATION**

(Request for Proposal sent to six vendors)

RFP 10-0152

	Public Health Foundation		
	Option 1	Option 2	Optional Handbook & Jogger
Deliver training for: Building a Foundation of QI Knowledge (14 hours)	\$1,932.00	\$1,932.00	
Plan agenda for Training 3: Applying QI Workshop in consultation with SCHD QIPM on 2 one hour conference calls (2 hours)	\$276.00	\$276.00	
Coach 8 Mini-QI Teams- 4 month period (46 hours)	\$6,348.00	\$6,348.00	
Develop 2 Sharing/Wrap-up Sessions (10 hours)	\$1,380.00		
Develop and Present at 2 Sharing/Wrap-up Sessions in consultation with SCHD QIPM (22 hours)		\$3,564.00	
Reasonable travel expenses		\$1,100.00	
The Public Health Quality Improvement Handbook (30 each)			\$1,777.50
The Public Health Memory Jogger II (30 each)			\$328.50
Total	\$9,936.00	\$13,220.00	\$2,106.00

On the recommendation of Dallas Shaffer, on behalf of the Sedgwick County Health Department, Jennifer Dombaugh moved to **accept the proposal, Option 2 from Public Health Foundation in the amount of \$13,220.00**. Ron Estes seconded the motion. The motion passed unanimously.

This training is part of the accreditation readiness assessment the health department is going through and will include training on the guidelines of policies and principles and providing quality services. Option 2 was selected because it includes a presentation to attendees at a wrap-up meeting from the consultation would be more meaningful than a telephone conference call. It will also give attendees a chance to ask questions and have direct discussion with the consultant.

The other vendors were contacted but several indicated they could not meet all of the specifications.

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8. EMPLOYEE MEDICAL AND PHARMACY BENEFITS - HUMAN RESOURCES

FUNDING --BENEFITS

(Request for Proposal sent to thirty-seven vendors)

RFP #10-0041

	Blue Cross/Blue Shield of Kansas	Preferred Health Systems	United Healthcare	Resource One Administrators	Express Scripts	Cigna Healthcare
Fully Funded*	\$25,898,182.80	\$27,422,058.94	No bid	No bid	No bid	No bid
Self Funded						
Option 1	\$31,185,069.49	\$35,710,793.71	No bid	No bid	No bid	No bid
Option 2	\$31,017,282.93	\$35,891,118.68		x	x	
Option 3	\$29,980,075.99	x		x	x	
Option 4	\$29,802,734.74	x		x	x	
VBBD						
Option 1	No bid	\$27,243,608.89	\$25,688,341.00	x	x	No bid
Option 2	x	\$25,950,000.00	\$24,821,383.00	x	x	
Administrative Services Only						
Self funded	\$2,444,202.25	\$2,456,695.80	\$1,085,243.00	\$3,252,623.88	x	No bid
Self funded Option	\$2,031,970.44	\$2,010,679.80	x	\$2,291,422.32	x	
VBBD option	x	x	\$1,099.305.00	No bid	x	
RX Only	x	x	x	x	Fee based**	

On the recommendation of Iris Baker, on behalf of Human Resources, Irene Hart moved to **accept the proposal from Preferred Health Systems for a 1st year cost of \$25,950,000.00 and execute a 5 year contract with 2 one year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

A committee comprised of Jo Templin and Kevin Nash, Human Resources; Cristina Helmer, Health Department; Pete Giroux, Budget Office; Jennifer Maganá, County Counselor's Office; Troy Bruun, Finance; Mick McBride, Risk Management; Ron Whiting, Wichita Business Coalition on Health Care; Linda Baughman, DIO; and Iris Baker and Kandace Johnson, Purchasing, reviewed all responses, short-listed and interviewed Blue Cross/Blue Shield of Kansas, Preferred Health Systems, and United Healthcare. The committee rated Preferred Health Systems highest based on their commitment to the VBBD, "healthy benefit" concept, the array of programs available to select from for wellness and health initiatives, and the size of physician's network.

VBBD is an acronym for "Value Based Benefit Design" a term used to educate and improve consumer health. The objective encourages employees and family members to take responsibility for their personal health and obtain education to choose healthy behaviors and seek high value health services. Preferred Health will use Medco for pharmacy.

Note: The costs identified in the table are the annual cost per option proposed. Each option proposed from each of the vendors consisted of different deductibles, co-pays, RX co-pays and programs, no two were alike.

* This option is the cost for a continuation of the County's current plan.

**Express Scripts proposed a discount for prescriptions, a fee for dispensing, processing claims, an administration fee and a rebate per brand of drug.

The recommendation represents a 5.8% increase over the current benefit plan. Question was asked about total cost of health insurance, \$25,950,000. is the premium cost to the employee and employer, it does not include cost of deductible, co-insurance or co-payment. Question was also asked about cost for future years. A formula will be used along with a cap of 10% per year, and the county's budget process. The county will also be negotiating each year as the programs offered each year could vary from year to year.