

2. COMPREHENSIVE MEDICAL SERVICES -- DIVISION OF CORRECTIONS
FUNDING -- JUVENILE DETENTION FACILITY AND JUVENILE RESIDENTIAL FACILITY

(Request sent to 62 vendors)

RFP #17-0094 Contract

	Advanced Correctional Healthcare, Inc.	Correct Care Solutions, LLC
Medical Base Price (18 months)	\$780,342.66	\$761,913.00
No Bid	Dr. Ron Waln	Blue Cross and Blue Shield of Kansas
	Cigna Corporation	The University of Kansas Medical Center
	Dandurand Drugstore	Innovative Holistic Therapy
	Ergoability/OT on Wheels	Hart Pharmacy
	Heartland Rural Counseling Services, Inc.	Primary Care Associates, LLC

On the recommendation of Paul Regehr, on behalf of Division of Corrections, Jennifer Dombaugh moved to **accept the low proposal from Correct Care Solutions, LLC in the amount of \$761,913.00 for the contracted period of 18 months.** Tim Myers seconded the motion. The motion passed unanimously.

A review committee comprised of Chris Collins-Thoman, Jodi Tronsgard, Stephanie Lane, and Steve Stonehouse - Division of Corrections; Elora Forshee - Emergency Communications and Paul Regehr - Purchasing evaluated the proposals based on criteria set forth in the RFP. Correct Care Solutions, LLC received the higher score and was unanimously chosen for award.

Advanced Correctional Healthcare, Inc. cost per month is \$43,352.37. Their proposal would rely on care outside of the facility. It does not include X-rays, OBGYN and pharmaceuticals. It also does not include a plan for catastrophic events. The overall scope of the proposal is narrower than requested.

Correct Care Solutions, LLC cost per month is \$42,328.50. Their proposal had a reasonable approach and exceeds the requirements. The services they provide are more comprehensive than that of Advanced Correctional Healthcare, Inc. at a similar cost. The Sedgwick County Sheriff's Office is currently utilizing their services at the Adult Detention Facility and is more than satisfied with the services rendered.

Questions and Answers

Tom Stolz: Did we get a new vendor for Corrections but the same vendor the Sheriff has?

Chris Collins-Thoman: Yes.

Talaya Schwartz: Did we get any reasons why the other vendors didn't respond?

Paul Regehr: I did call the no-bids. Some of the responses were they were not a medical provider; the RFP was outside their services; they didn't find a company to partner with; the RFP was over their capabilities; and they did not offer the services required.

Talaya Schwartz: Basically you are looking for truly comprehensive?

Paul Regehr: Yes.

Tom Stolz: Who is the current vendor? Did they bid?

Chris Collins-Thoman: We have several different vendors who are currently servicing us. One is KU Medical and they opted not to bid. The other is Dandurand Pharmacy that does our pharmaceuticals and this was outside the scope of what they could provide at a cost savings because they don't have a national formulary that allows for those reduced costs. The third provider is Comcare that does our psych services and they actually have been doing that for a number of years but really need their staff back at their facility to do community services. So all of our current vendors are aware we have been doing this and have had discussions with them.

Tom Stolz: So we actually crafted a contract here for comprehensive services and we've never done that before? We've always broken it up and allowed different vendors to provide different facets?

Chris Collins-Thoman: I've been in this role since March of 2017 but my understanding is there were discussions prior to me coming on about doing something more comprehensive and about an opportunity to partner with the adult facility. Actually our plan over time is to work in the RFP process with the adult jail, which is being kicked off in July and hopefully combine the comprehensive medical for adult and juvenile.

Tom Stolz: That makes a lot of sense. Can you tell if going to this model of comprehensive will be more or less cost effective than individually bidding it out with three different pairs?

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Chris Collins-Thoman: Our hope is over time it will and we'll realize the savings more when we're combined with the adult side. We've had multiple discussions with adult and have gone over and visited. One of the cost savings they realized was for medications for the cost of \$0.71 per day per inmate. So our costs already are higher than that.

Tom Stolz: So we'll see an immediate savings even by going to this?

Chris Collins-Thoman: We'll see a savings in pharmacy but I don't know it will translate to a savings over all until we are combined with adult moving forward.

Tom Stolz: This is an 18 month contract, which is a little unusual for the county instead of the three year or two year. Is there a reason Mike this is an 18 month contract?

Michael Fessinger: I don't know why it would be 18 months instead of 12 months. My suspicion is that is what the RFP had. I can't answer that.

Joe Thomas: I think the reason is we were trying to make it concurrent with the upcoming contract for ADF.

Tom Stolz: This gives a good trial period.

Chris Collins-Thoman: Yes and then we can also look at the staffing patterns that we requested and see if they meet our needs or if we can reduce that as more of a cost savings moving forward.

Talaya Schwartz: Does Correct Care Solutions subcontract the individual services or are they located locally and can send people out for them, as far as the medical professionals?

Chris Collins-Thoman: They hire the medical professionals. One of the discussions we had moving forward was that now with them servicing the jail annex, once that is in place, they hope to utilize staff time between that and our facility to use their time more wisely as opposed to dedicating the staff to one facility.

Talaya Schwartz: So they'll have scheduled days where they will come to the facilities?

Chris Collins-Thoman: Yes. In this one, we are also requesting medication aide services, which are currently being done by our Corrections Staff and so we anticipate some staff savings there to get them back into the role of Corrections as opposed to medication management.

Talaya Schwartz: Are they providing any on-call services?

Chris Collins-Thoman: Yes. That was written in.