

**BOARD OF BIDS AND CONTRACTS MAY 2, 2019**

**ITEMS REQUIRING BOCC APPROVAL**

(5 Items)

**1. PREVENTION/EARLY INTERVENTION SERVICES -- DEPARTMENT OF CORRECTIONS**

**FUNDING -- DEPARTMENT OF CORRECTIONS**

(Request sent to 66 vendors)

RFP #19-0014 Contract

	<b>Tiyospaye, Inc. dba Higher Ground</b>	<b>Kansas Big Brothers Big Sisters</b>	<b>Kansas Legal Services</b>
Prevention/Early Intervention Services	<b>\$100,000.00</b>	<b>\$35,331.00</b>	\$29,397.00
Program Name	<b>Learning the Ropes</b>	<b>Secondary and Tertiary Youth Mentoring</b>	Wichita Detention Advocacy Services Program
	<b>Center for Behavioral and Academic Research</b>	<b>The Pando Initiative, Inc.</b>	<b>Youth For Christ Wichita</b>
Prevention/Early Intervention Services	<b>\$145,686.00</b>	<b>\$66,784.00</b>	\$20,943.00
Program Name	<b>McAdams Academy</b>	<b>The Pando Initiative Prevention Services</b>	YFC Juvenile Justice Mentoring
	<b>EmberHope, Inc. dba EmberHope Youthville</b>		
Prevention/Early Intervention Services	<b>\$138,344.31</b>		
Program Name	<b>Functional Family Therapy</b>		
No Bid	Central Plains Health Care Partnership	Child Advocacy Center of Sedgwick County	Comcare of Sedgwick County
	DCCCA, Inc.	Derby Recreation Commission	Goodwill Industries of KS, Inc.
	Inter-Faith Ministries	Kansas Children's Service League	Mirror, Inc.
	Prairie View	Rainbow's United	YMCA

On the recommendation of Britt Rosencutter, on behalf of the Department of Corrections, Angela Caudillo moved to **accept the proposals and execute service provider agreements with Tiyospaye, Inc. dba Higher Ground for \$100,000.00, Kansas Big Brothers Big Sisters for \$35,331.00, Center for Behavioral and Academic Research for \$145,686.00, The Pando Initiative, Inc. for \$66,784.00, and EmberHope, Inc. dba EmberHope Youthville for \$138,344.31.** Tim Myers seconded the motion. The motion passed unanimously.

A committee consisting of Chris Collins-Thoman - Department of Corrections; Jeannette Livingston, Assistant Director - SCDDO; Delores Craig-Morland, Ph.D.- WSU consultant; and Britt Rosencutter - Purchasing evaluated all proposal responses based on the criteria set forth in the RFP. The committee agreed unanimously to accept the proposals as stated above.

The Sedgwick County Community Crime Prevention Fund utilizes current research to target grant dollars to achieve the greatest crime prevention impact and assist youth at risk of offending to improve the quality of their lives.

Sedgwick County is allocating approximately \$582,000.00 annually in support of prevention and early intervention programs targeted to youth at risk for juvenile delinquency.

Note:

Kansas Legal Services withdrew their proposal and it was decided that Youth for Christ Wichita would not receive funding at this time.

### *Questions and Answers*

Russell Leeds: Chris, could you please give us a brief overview for the record what these contracts are intended to accomplish?

Chris Collins-Thomas: In 2018, the crime prevention dollars under Sedgwick County were moved to the Department of Corrections but there was already a 3 year RFP in progress at that time so this will be the first year of us being responsible all the way through the RFP through contracts. The services we get, Higher Ground, target substance abuse treatment. Kansas Big Brothers Big Sisters is a new partner this cycle who will be doing mentoring. We have asked them to focus on the highest risk youth and hardest to match. They have agreed to 15 matches within 6 months so we can then hopefully see some outcomes from the last of the contract year.

The services through the Center for Behavioral and Academic Research is actually a gap service. We had put that out for RFP on the Sedgwick County KDOC grant site at one point. There weren't really any other service providers that were willing to take youth that were in short term suspension or expulsion from school. The school district at that point does not have a service for them but this service provider will take those youth. He has an online training course he does with them for credits towards their high school diploma. He also does life skills and other cog-based services within that. We have had our WSU consultants working with them on implementing more evidence-based programming into their service, because again, it's not one that as a whole is evidenced-based. For our purpose and keeping our youth busy when they are suspended or expelled, this is a perfect match for us.

The Pando Initiative works in the middle schools targeting youths in the moderate to high risk range for potential to offend. They may not have offended yet. This year they will also be branching out to the Derby School District, which I know one of the commissioners is very interested in because most of the services have previously been in Wichita as opposed to the surrounding communities.

We have partnered with EmberHope for a number of years for functional family therapy. They did have some poor outcomes last year and we asked them to do a corrective action plan. They lost some of their referral base when the State of Kansas, Kansas Department of Corrections contracted with a different provider locally to provide those services. They do provide us a gap service for those youth who aren't in the custody of KDOC or receiving those services. Even though it looks like it's a large amount, the for-service profit in the national database shows that per cost they're still meeting that amount.

Russell Leeds: How many programs did we have in 2018?

Chris Collins-Thomas: We had 6 in 2018. What happened this time is one of our current providers, for whatever reason, said they didn't get the proposal that it was on the list to be sent out so we will have a little bit left over and plan to do another round with that overage to get another secondary prevention provider in place. We hope they will apply because again they target that middle school range of kids. The one that's missing is Mental Health Association is who we had funded in the last cycle.

**BOARD OF BIDS AND CONTRACTS MAY 2, 2019**

**2. SAP SMS TEXT - ENTERPRISE RESOURCE PLANNING (ERP)  
FUNDING - ENTERPRISE RESOURCE**

#19-2035 SC #8000146549

May 2019 - April 2023	SAP Public Services, Inc.		
	Quantity	Unit Pricing	Extended Price
SMS Text Implementation (One time cost)	1	\$1,800.00	\$1,800.00
SMS Text (per year)	5	\$18,600.00	\$93,000.00
SMS Text Overage and Carrier Fees (per year)	5	\$600.00	\$3,000.00
<b>Total</b>			<b>\$97,800.00</b>

On the recommendation of Josh Lauber, on behalf of Enterprise Resource Planning, Tim Myers moved to **accept the quote from SAP Public Services, Inc. in the amount of \$97,800.00.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

This contract adds the functionality of SMS Text to the SAP SuccessFactors Recruiting & Onboarding solution. Currently, all communication with potential employees who create profiles, apply for positions, or have accepted positions are being processed through our county's jobsite. This new process will allow the same type of communication to occur via SMS Text.

**Note:**

Some (not all) options for text messaging in SuccessFactors Recruiting & Onboarding:

- Candidate sets up a profile on the system
- Notifications of job openings
- Candidate submits application
- Recruiter can text candidates/applicants Ad Hoc
- Exchange texts to schedule interviews
- Applicant reminders of upcoming tests
- Applicant reminders of upcoming multi-stage hiring process

Research shows that email open rates are 20%-30% while SMS Text open rates hover around 98%, with 90% of text messages being opened within 3 minutes versus less than 15% for email.\* Also, on average, workers receive 121 emails per day whereas Millennials on average receive 67 texts.\*\*

\* Source: Theblog.adobe.com July 2015

\*\* Source: MarketingProfs.com Nov 2017

**Questions and Answers**

Russell Leeds: Mike, can you give us a brief explanation on how this integrates with the product we already have?

Mike Elpers: Currently, all types of communication with candidates goes out via e-mail. When someone creates a profile on our jobsite, we automatically send them an e-mail that says thank you for visiting our site and looking over jobs. Same thing when someone actually applies for a job, we automatically send them an e-mail thanking them for their interest in the Sedgwick County position, your application has been received, mainly generic e-mail messages. This gives us the ability to not only communicate with those candidates via e-mail but also SMS Text through a text message. SMS Text is proven to have been more responsive and grabs their attention. They respond to it faster. It has a higher read rate. A lot of times when e-mails come in from generic e-mail addresses, they can be dismissed more easily by the consumer. There's even some e-mail programs out there that recognize an invalid e-mail address and will move it to a spam folder type thing. This is just proven to be a better way to communicate to potential employees, as well as, increase the speed of communication.

Tim Myers: Are they able to schedule their interviews, testing times, that kind of thing through the SMS Text also?

Mike Elpers: Scheduling doesn't occur through that. There's a different functionality that does the scheduling. Communication about those upcoming appointments, interviews, and testing sessions can be made through the SMS Text as well as e-mail.

Randy Bargdill: Those kind of texts are going to be both from HR and the department?

Mike Elpers: They can be. It supports any kind of ad hoc kind of e-mail or text message from the hiring authorities.

**BOARD OF BIDS AND CONTRACTS MAY 2, 2019**

**3. DENTAL SUPPLIES -- HEALTH DEPARTMENT  
FUNDING -- HEALTH DEPARTMENT**

(Request sent to 14 vendors)

RFB #18-0088 Contract

	<b>Description</b>	<b>Dental Health Products, Inc.</b>	<b>Darby Dental Supply, LLC</b>	<b>Henry Schein, Inc.</b>
1	1/2 After Five Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$35.38 (\$35.38)	\$39.59 (\$39.59)
2	1/2 Mini Five Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$33.66 (\$33.66)	\$39.59 (\$39.59)
3	11/12 Five rigid Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$35.38 (\$35.38)	\$39.59 (\$39.59)
4	11/12 Mini Five Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$33.66 (\$33.66)	\$39.59 (\$39.59)
5	13/14 After Five Rigid Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$35.38 (\$35.38)	\$39.59 (\$39.59)
6	13/14 Mini Five Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$35.38 (\$35.38)	\$39.59 (\$39.59)
7	15/16 After Five Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$33.66 (\$33.66)	\$39.59 (\$39.59)
8	17/18R Gracey Curette Rigid EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$33.66 (\$33.66)	\$39.59 (\$39.59)
9	3M Secure Fit Protective Eyewear-Gray	<b>\$2.07</b> <b>(\$2.07)</b>	\$2.09 (\$2.09)	\$5.99 (\$5.99)
10	5/6 Mini Five rigid Gracey Curette EverEdge 2.0 #9 Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$33.66 (\$33.66)	\$39.59 (\$39.59)
11	5/6 Rigid After Five Gracey Curette #9 EverEdge Handle	<b>\$36.02</b> <b>(\$36.02)</b>	\$35.38 (\$35.38)	\$39.59 (\$39.59)
12	Air/ Water Syringe Sleeves Slide Through 2.5" x 10" 500/box Health-Tec	<b>\$12.22</b> <b>(\$0.244)</b>	\$6.77 (\$0.0135)	\$414.19 (\$0.0284)
13	Aurelia Perform Nitrile Exam Gloves Powder Free Teal Large 200/box	<b>\$10.12</b> <b>(\$0.0506)</b>	\$8.00 (\$0.04)	\$11.99 (\$0.0600)
14	Aurelia Perform Nitrile Exam Gloves Powder Free Teal Medium 200/box	<b>\$10.12</b> <b>(\$0.0506)</b>	\$8.00 (\$0.04)	\$11.99 (\$0.0600)
15	Aurelia Perform Nitrile Exam Gloves Powder Free Teal Small 200/box	<b>\$10.12</b> <b>(\$0.0506)</b>	\$8.00 (\$0.04)	\$11.99 (\$0.0600)
16	Bib-Eze Disposable Bib Holders 250/box	<b>\$11.17</b> <b>(\$0.0447)</b>	\$11.09 (\$0.0444)	\$11.29 (\$0.0452)
17	Bitewing Tabs Self-Adhesive 500/box	<b>\$7.18</b> <b>(\$0.0144)</b>	\$7.43 (\$0.0149)	\$207.19 (\$0.0173)
18	BluTab Waterline Maintenance Tablets for 750ml Bottle 50/bx	<b>\$26.78</b> <b>(\$5.356)</b>	\$28.85 (\$5.77)	\$28.29 (\$5.658)
19	Carbide Burs FGSS 330 Pear Short 10/pack Health-Tec	<b>\$11.38</b> <b>(\$1.138)</b>	\$11.53 (\$1.153)	\$12.99 (\$1.299)
20	Carbide Burs FGSS 557 Flat Fissure Cross Cut Short 10/pack Health-Tec	<b>\$11.38</b> <b>(\$1.138)</b>	\$11.53 (\$1.153)	\$12.99 (\$1.299)

21	Cavitron 30K Focused Spray PowerLINE FitGrip Ultrasonic Insert 3	<b>\$139.97</b> <b>(\$139.97)</b>	\$134.38 (\$134.38)	\$181.79 (\$181.79)
22	Cavitron 30k Focused Spray PowerLINE FitGrip Ultrasonic Insert 100	<b>\$139.97</b> <b>(\$139.97)</b>	\$134.38 (\$134.38)	\$181.79 (\$181.79)
23	Cavitron 30K Focused Spray slimLINE FitGrip Ultrasonic Insert L Curve	<b>\$139.97</b> <b>(\$139.97)</b>	\$134.38 (\$134.38)	\$181.79 (\$181.79)
24	Cavitron 30K Focused Spray slimLINE FitGrip Ultrasonic Insert R Curve	<b>\$139.97</b> <b>(\$139.97)</b>	\$134.38 (\$134.38)	\$181.79 (\$181.79)
25	Cavitron Cavi-Jet Air polishing Nozzle 30 Unit	<b>\$158.38</b> <b>(\$158.38)</b>	\$152.53 (\$152.53)	\$206.99 (\$206.99)
26	Cavitron Jet Plus Package Includes 1 SlimeLine 10S Fit Grip 3 Year Warranty	<b>\$4892.27</b> <b>(\$4892.27)</b>	\$5540.22 (\$5540.22)	\$6023.69 (\$6023.69)
27	Cetacaine Topical Anesthetic Spray 20gm Rx	<b>\$66.12</b> <b>(\$66.12)</b>	\$72.31 (\$72.31)	\$101.99 (\$101.99)
28	Clinpro Sealant 1.2ml Syringe Refill with 10 Syringe Tips	<b>\$19.78</b> <b>(\$19.78)</b>	\$21.30 (\$21.30)	\$22.89 (\$22.89)
29	Cotton Rolls #2 Medium Non Sterile White 2000/box DNC	<b>\$31.82</b> <b>(\$0.159)</b>	\$26.09 (\$0.130)	\$20.49 (\$0.102)
30	Crest Oral B Solution bundle ages 2-4	<b>\$61.00</b> <b>(\$8742)</b>	No Bid	\$62.09 (\$8624)
31	Crest Oral B Solution bundle ages 5-7	<b>\$58.36</b> <b>(\$8106)</b>	No Bid	\$57.59 (\$7999)
32	DEFENDLOC Sterilization Pouches 2.25" x 2.75" 200/box	<b>\$9.42</b> <b>(\$0.471)</b>	\$4.93 (\$0.247)	No Bid
33	Dispersed Phase Amalgam 2 Spill Fast Set 600mg 50 Caps Health-Tec	<b>\$68.21</b> <b>(\$1.3642)</b>	\$61.93 (\$1.2386)	\$61.19 (\$1.2238)
34	Dispos-A-Bite Kerr Total Care 100 per box	<b>\$43.93</b> <b>(\$4393)</b>	\$41.94 (\$4194)	\$48.59 (\$4859)
35	Disposable Prophy Angles Standard Cup Soft Gray 500/box Health-Tec	<b>\$132.97</b> <b>(\$2.659)</b>	\$110.86 (\$2.217)	\$31.49 (\$3.149)
36	Disposable Saliva Ejectors White 100/bag Health-Tec	<b>\$3.47</b> <b>(\$0.347)</b>	\$3.21 (\$0.321)	\$2.99 (\$0.299)
37	Dri-Aids Thin Absorbent Wafer Large 250/pkg	<b>\$17.68</b> <b>(\$0.707)</b>	\$18.59 (\$0.744)	\$20.39 (\$0.816)
38	Econoback Bib 2-Ply Paper 1-Ply Poly Green 13" x 19" 500/case	<b>\$27.83</b> <b>(\$0.557)</b>	\$22.86 (\$0.457)	\$20.99 (\$0.420)
39	EMS Sterilizer Monitoring Service Mail-In Biological Indicators 52/box	<b>\$139.27</b> <b>(\$2.6783)</b>	\$148.22 (\$2.8504)	\$164.79 (\$3.1690)
40	Equia Forte Intro Kit Capsules A2 48/pkg	<b>\$257.43</b> <b>(\$5.3631)</b>	\$235.29 (\$4.9019)	\$299.99 (\$6.2498)
41	Etch Gel 12 -1.2gm with 60 Tips Health-Tec	<b>\$29.02</b> <b>(\$2.0153)</b>	\$6.61 (\$.5508)	\$8.79 (\$.7325)
42	E-Z Jett Cassette Slim 8-Place	<b>\$23.63</b> <b>(\$23.63)</b>	\$26.81 (\$26.81)	\$35.43 (\$35.43)
43	Flash Tips Disposable Air Water Syringe Tips 250/bag	<b>\$43.37</b> <b>(\$1.735)</b>	\$40.15 (\$1.606)	\$51.43 (\$2.057)
44	Flecta Disposable Mirrors 200/box	<b>\$38.50</b> <b>(\$1.925)</b>	\$42.26 (\$2.113)	\$47.49 (\$2.375)
45	FUSION Barrier Sleeves Custom Fit DentLight 100/pack	<b>\$11.38</b> <b>(\$1.138)</b>	\$14.38 (\$1.438)	\$15.43 (\$1.543)
46	Half Chair Sleeves 27.5" x 24" 225/box Health-Tec	<b>\$20.48</b> <b>(\$0.910)</b>	\$21.24 (\$0.944)	\$24.49 (\$1.088)

47	Health Tec Round Magnetic Bur Block	<b>\$5.08</b> <b>(\$5.08)</b>	\$2.86 (\$2.86)	\$4.23 (\$4.23)
48	Health Tec 330 Carbide burs pack of 10	<b>\$13.97</b> <b>(\$1.397)</b>	\$11.53 (\$1.153)	\$12.99 (\$1.299)
49	Health Tec 557 Carbide burs pack of 10	<b>\$11.38</b> <b>(\$1.138)</b>	\$11.53 (\$1.153)	\$12.99 (\$1.299)
50	Health-Tec Cone Mask 50/box	<b>\$9.98</b> <b>(\$1.996)</b>	\$6.10 (\$1.22)	\$13.49 (\$2.698)
51	Health Tec Enzymatic Tablets 60 per box	<b>\$34.62</b> <b>(\$577)</b>	\$34.78 (\$5434)	\$35.49 (\$5545)
52	Health Tec Articulating paper Thin blue 144/box	<b>\$5.92</b> <b>(\$0.411)</b>	\$2.60 (\$0.181)	\$3.99 (\$3.325)
53	HurriView II Plaque Indicating Snap-N-Go Swabs 72/box	<b>\$25.87</b> <b>(\$3.593)</b>	\$27.7 (\$3.847)	\$31.59 (\$4.388)
54	HurriView Plaque Indicating Snap-n-Go Swabs 72/box 10472	<b>\$22.72</b> <b>(\$3.156)</b>	\$24.08 (\$3.344)	\$26.79 (\$3.721)
55	Intra oral Camera Sheath	<b>\$45.56</b> <b>(\$4.556)</b>	\$51.28 (\$5.128)	\$67.99 (\$6.799)
56	KaVo 642/632 Steel Turbine	<b>\$148.93</b> <b>(\$148.93)</b>	\$75.97 (\$75.97)	\$424.79 (\$424.79)
57	KaVo Spray Handpiece Cleaner Without Nozzle 500ml	<b>\$46.76</b> <b>(\$46.76)</b>	\$51.40 (\$51.40)	\$49.99 (\$49.99)
58	Kerr Gel Etchant Refill Pack 37.5% Phosphoric Acid Gel 3 -3gm Syringes, 30 Tips	<b>\$46.23</b> <b>(\$15.41)</b>	\$43.92 (\$14.64)	\$51.49 (\$17.1633)
59	Kids Crest Cavity Protection Toothpaste Sparkle Fun .85oz Bubblegum Flavor 72/box	<b>\$19.16</b> <b>(\$2.661)</b>	\$23.64 (\$3.283)	\$21.59 (\$2.999)
60	Lamp Viewers F14T8/D 14W	<b>\$8.37</b> <b>(\$8.37)</b>	\$8.67 (\$8.67)	\$11.82 (\$11.82)
61	Lidocaine HCL 2% EPI 1:100,000 Red Cook-Waite 1.7ml 50/box Rx	<b>\$31.50</b> <b>(\$.63)</b>	\$29.74 (\$5948)	\$47.49 (\$9498)
62	Lidocaine Topical Ointment Septodont	<b>\$22.02</b> <b>(\$22.02)</b>	\$23.76 (\$23.76)	\$31.34 (\$31.34)
63	Light Handle Sleeves 4" x 5.75" 500/box Health-Tec	<b>\$13.62</b> <b>(\$0.272)</b>	\$10.60 (\$0.212)	\$16.59 (\$0.332)
64	Listerine Total Care Fresh Mint Mouthwash 24 -3.2oz Bottles	<b>\$15.37</b> <b>(\$6.404)</b>	\$17.92 (\$7.467)	\$16.89 (\$7.038)
65	Manifold Assembly With 750ml Bottle for Water Systems	<b>\$25.17</b> <b>(\$25.17)</b>	\$27.72 (27.72)	\$36.00 (\$36.00)
66	Microbrush Tube Series Applicators Fine 1.5mm Assorted Colors 400/pkg	<b>\$35.88</b> <b>(\$0.897)</b>	\$29.87 (.0747)	\$34.49 (\$0.862)
67	MicroPrime B 10ml Bottle	<b>\$75.22</b> <b>(\$75.22)</b>	\$71.95 (\$71.95)	\$54.99 (\$54.99)
68	MirrorLite Illuminated Mouth Mirror #5 Refill Mirrors 50/pk with 2 Batteries & 50 Sleeves	<b>\$19.43</b> <b>(\$3.886)</b>	\$20.60 (\$4.12)	\$25.59 (\$5.118)
69	Monoject Needles #400 Plastic Hub 30ga. Short 100/box	<b>\$9.63</b> <b>(\$0.936)</b>	\$9.79 (\$0.979)	\$12.69 (\$1.269)
70	MyDent International Tray Cover 500/box	<b>\$26.57</b> <b>(\$0.531)</b>	\$22.81 (\$0.456)	\$18.29 (\$0.366)
71	Non-Woven Sponges Non-Sterile 4 Ply 2" x 2" 5000/box Health-Tec	<b>\$39.89</b> <b>(\$0.080)</b>	\$24.16 (\$0.048)	\$44.89 (\$0.090)
72	Nupro Sodium Fluoride Rinse berry Chery	<b>\$44.63</b> <b>(\$44.63)</b>	\$39.73 (\$39.73)	\$49.19 (\$49.19)

73	Nupro Sodium Fluoride Rinse Mint	<b>\$44.63</b> <b>(\$44.63)</b>	\$39.73 (\$39.73)	\$49.19 (\$49.19)
74	NUPRO White Varnish 5% Caramel 100 -0.4gm Application Package	<b>\$140.67</b> <b>(\$1.4067)</b>	\$130.71 (1.3071)	\$155.99 (\$1.5599)
75	NUPRO White Varnish 5% Mint 100 -0.4gm Application Package	<b>\$140.67</b> <b>(\$1.4067)</b>	\$130.71 (\$1.3071)	\$155.99 (\$1.5599)
76	Opti-Cide 3 Pour Bottle Gallon	<b>\$32.38</b> <b>(\$32.38)</b>	\$25.42 (\$25.42)	\$38.23 (\$38.23)
77	Opti-Cide 3 Surface Wipes 7" x 10" 100/canister	<b>\$12.57</b> <b>(\$.1257)</b>	\$10.27 (\$1.027)	\$14.79 (\$1.479)
78	Original Tofflemire Matrix Bands #1 Adult Universal .002 36/pkg	<b>\$5.57</b> <b>(\$.1547)</b>	\$5.15 (\$1.431)	\$5.99 (\$1.664)
79	Original Tofflemire Matrix Bands #13 Pedo Universal .002 36/pkg	<b>\$5.57</b> <b>(\$.1547)</b>	\$5.15 (\$1.431)	\$5.99 (\$1.664)
80	Palmero Healthcare Mesh bur holder	<b>\$5.78</b> <b>(\$5.78)</b>	\$3.97 (\$3.97)	\$6.23 (\$6.23)
81	Patient Bibs 2 Ply Blue 18" x 13" 500/case Health-Tec	<b>\$21.67</b> <b>(\$.0433)</b>	\$15.50 (\$0.31)	\$18.99 (\$0.380)
82	Phosphor Plate Barrier Envelope Size 0 100/box	<b>\$6.97</b> <b>(\$.0697)</b>	\$3.75 (\$0.375)	\$22.29 (\$2.229)
83	Phosphor Plate Barrier Envelope Size 1 100/box	<b>\$6.97</b> <b>(\$.0697)</b>	\$3.75 (\$0.375)	\$22.29 (\$2.229)
84	Phosphor Plate Barrier Envelope Size 2 100/box	<b>\$6.97</b> <b>(\$.0697)</b>	\$3.75 (\$0.375)	\$43.59 (\$1.453)
85	Platypus Orthodontic Flossers Sample Box 3 flossers/pkg 75 pkgs/box	<b>\$34.97</b> <b>(\$.4663)</b>	\$34.83 (\$4.644)	\$43.59 (\$5.812)
86	Polocaine 3% Plain 1:200,000 50 -1.7ml Cartridges Mepivacaine HCl Injection Rx	<b>\$41.13</b> <b>(\$.8226)</b>	\$36.54 (\$7.308)	\$56.99 (\$1.1398)
87	Pre-Bent Dispensing Tips 20ga Black 100/bag Health-Tec	<b>\$12.57</b> <b>(\$.1257)</b>	\$11.41 (\$1.141)	\$13.49 (.1349)
88	Pre-Bent Dispensing Tips 25ga Blue 100/bag Health-Tec	<b>\$12.57</b> <b>(\$.1257)</b>	\$5.57 (\$0.557)	\$13.49 (\$1.349)
89	Prime & Bond NT Introductory Kit	<b>\$138.22</b> <b>(\$138.22)</b>	\$136.43 (\$136.43)	\$163.99 (\$163.99)
90	Prophy Paste Bubblegum Fine 200/box Health-Tec	<b>\$18.87</b> <b>(\$.0944)</b>	\$13.71 (\$0.686)	\$21.29 (\$1.065)
91	Pro-Tip Turbo DCI Converter	<b>\$25.38</b> <b>(\$25.38)</b>	\$24.09 (\$24.09)	\$35.19 (\$35.19)
92	Pro-Tip Turbo Disposable Air/Water Syringe Tips 250/bag	<b>\$44.77</b> <b>(\$.1791)</b>	\$40.55 (\$1.622)	\$53.03 (\$2.121)
93	PUREVAC Evacuation System Cleaner 5 liters	<b>\$104.97</b> <b>(\$104.97)</b>	\$113.63 (\$113.63)	\$127.69 (\$127.69)
94	REACH Floss Refill Mint Waxed 200yds Each	<b>\$2.77</b> <b>(\$2.77)</b>	\$3.25 (\$3.25)	\$3.19 (\$3.19)
95	SafeMask Level 3 procedure Mask 50 per box	<b>\$11.38</b> <b>(\$.2276)</b>	\$8.00 (\$1.16)	\$6.99 (\$1.1398)
96	ScanX Barrier Envelopes Size 0 100 per package	<b>\$20.76</b> <b>(\$.2076)</b>	\$21.88 (\$2.188)	\$19.09 (\$1.1909)
97	ScanX Barrier Envelopes Size 1 100 per package	<b>\$20.76</b> <b>(\$.2076)</b>	\$21.88 (\$2.188)	\$19.09 (\$1.1909)
98	ScanX Barrier Envelopes Size 2 300 per package	<b>\$49.16</b> <b>(\$.1639)</b>	\$52.50 (\$1.175)	\$49.29 (\$1.1643)

99	SecureTip Saliva Ejectors 100/bag	<b>\$5.08</b> <b>(\$0.508)</b>	\$5.12 (\$0.0512)	\$7.99 (\$0.0799)
100	SecureTip Saliva Ejectors-Adaptor	<b>\$14.32</b> <b>(\$14.32)</b>	\$15.37 (\$15.37)	\$19.19 (\$19.19)
101	Septocaine with EPI 1:200,000 50 -1.7ml Rx Articaine Hydrochloride 4%	<b>\$43.22</b> <b>(\$8644)</b>	\$44.93 (\$8986)	\$45.99 (\$9198)
102	Septodont Septoject Needles Long Yellow 27ga 100 per box	<b>\$11.87</b> <b>(\$1187)</b>	\$10.61 (\$1061)	\$15.99 (\$1599)
103	Septoject Needles 30ga X-Short Purple 100/box	<b>\$11.87</b> <b>(\$1187)</b>	\$10.61 (\$1061)	\$15.99 (\$1599)
104	Setup Tray Ritter Size B Divided Blue 13.5" x 9-5/8" x 7/8"	<b>\$4.73</b> <b>(\$4.73)</b>	\$13.00 (\$13.00)	\$5.59 (\$5.59)
105	Sopro 617 Intrao-oral Camera	<b>\$1,416.91</b> <b>(\$1,416.91)</b>	\$1,219.51 (\$1,219.51)	\$2,622.99 (\$2,622.99)
106	Tipadilly refill tips 200 per pack	<b>\$13.13</b> <b>(\$0.657)</b>	\$14.40 (\$0.72)	\$15.03 (\$0.752)
107	Topex Prophy Paste Unit Dose Cups Coarse Assorted 200/box Cherry, Mint & Pina Colada	<b>\$35.18</b> <b>(\$1759)</b>	\$31.11 (\$1556)	\$21.99 (\$1100)
108	Topical Anesthetic Gel Bubble Gum 1oz Jar Rx Health-Tec	<b>\$5.22</b> <b>(\$5.22)</b>	\$2.75 (\$2.75)	\$4.99 (\$4.99)
109	Topical Anesthetic Gel Cherry 1oz Jar Rx Health-Tec	<b>\$5.22</b> <b>(\$5.22)</b>	\$2.75 (\$2.75)	\$4.99 (\$4.99)
110	TPH Spectra ST LV A2 20 -0.25gm Compules Tips	<b>\$95.78</b> <b>(\$4.789)</b>	\$96.58 (\$4.829)	\$98.79 (\$4.9395)
111	TPH Spectra ST LV A3 20 -0.25gm Compules Tips	<b>\$99.02</b> <b>(\$4.951)</b>	\$96.58 (\$4.829)	\$98.79 (\$4.9395)
112	TPH Spectra ST LV A3.5 20 -0.25gm Compules Tips	<b>\$99.2</b> <b>(\$4.96)</b>	\$96.58 (\$4.829)	\$98.79 (\$4.9395)
113	TPH3 Flow Refill A3.5 20 -0.25gm Compula Tips	<b>\$87.68</b> <b>(\$4.384)</b>	\$95.94 (\$4.797)	\$104.79 (\$5.2395)
114	Trace Disclosing Agent Tablets 250/pack	<b>\$20.83</b> <b>(\$0.833)</b>	\$23.03 (\$0.921)	\$26.39 (\$1.057)
115	Ultra Earloop Exam Masks Blue Level 1 50/box Health-Tec	<b>\$3.99</b> <b>(\$0.798)</b>	\$3.10 (\$0.62)	\$8.39 (\$1.678)
116	Ultra Sterilization Pouches with Dual Indicators 2-3/4" x 9" 200/box Health-Tec	<b>\$8.37</b> <b>(\$0.419)</b>	\$7.08 (\$0.354)	\$8.79 (\$0.440)
117	Ultra Sterilization Pouches with Dual Indicators 3-1/2" x 9" 200/box Health-Tec	<b>\$8.37</b> <b>(\$0.419)</b>	\$7.24 (\$0.362)	\$7.49 (\$0.375)
118	Varnish Pen Assorted Mint, Grape & Bubblegum 90/box	<b>\$152.22</b> <b>(\$1.6913)</b>	\$154.85 (\$1.7206)	\$178.39 (\$1.9821)
119	Young D-Lish Fine Prophy paste Assorted flavors 200	<b>\$44.77</b> <b>(\$2.239)</b>	\$45.77 (\$2.289)	\$48.99 (\$2.450)
120	Young Elite Flex Prophy Angles 200 per box	<b>\$131.08</b> <b>(\$6.554)</b>	\$148.92 (\$7.446)	\$153.99 (\$7.700)



On the recommendation of Paul Regehr, on behalf of the Health Department, Randy Bargdill moved to **accept the overall low pricing from Dental Health Products, Inc. as shown in the table above and establish contract pricing for two (2) years with options to renew for two (2) additional one (1) year terms.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

Sedgwick County's dental program is a fully functioning, comprehensive dental office. Sedgwick County provides services for low-income, uninsured children ages 5-15, who do not qualify for state managed insurance and parents that meet the poverty guidelines. Volunteer dentists provide all restorative work and Wichita State University's Dental Hygiene students provide all preventive services.

Dental Health Products, Inc. was the previously awarded vendor. The county's 2018 spend with them was \$12,744.00.

Note:

The number in parenthesis is the unit price.

### ***Questions and Answers***

Angela Caudillo: What's the difference between the recommended and the next highest? I noticed some have higher prices and some have lower prices. It looks like on this list it's only showing one box, unit, or package would be. I wouldn't think you would use just 1 so maybe some you would use 20 and some you would use 2. How did we get to the low overall?

Joe Thomas: Since we're uncertain about the total pricing, we had to convert it to the unit pricing. We added the unit pricing together to get the cumulative total to see which one overall had the lower price. Each year fluctuates as to how much we use.

Susan Shelite: It can. It really depends on how many fillings we're doing versus how many extractions or how many cleanings were done.

Joe Thomas: The reason we went to overall low pricing for one vendor because managing 3 contracts with 3 vendors would be pretty problematic.

Susan Shelite: To be financially scrupulous, it would take so much time to go through this vendor, this vendor, and this vendor and then going to put it into the system and find that. It was just easier to go with one because this vendor was cheaper on this one thing but may have been higher on another. So by the end of it all, if it's one and the same by the time you go through each of the 3 vendors.

Angela Caudillo: Was there any weighing for if we're a little cheaper on this one but we use a bunch more of this?

Joe Thomas: It didn't really skew it. We did a couple configurations to come up with the overall low bidder. Plus the fact that Dental Health Products, Inc. was the incumbent and the department has had good success with it.

Susan Shelite: It also helps being with the same person too. They've done well for the program. They give us really great prices on a lot of things compared to people in our area. I feel it's fiscally responsible to stick with that vendor we've had before instead of changing to another one or trying to remember which vendor I'm supposed to buy what from. If there's 3 of them and we're such a small office to start with, it just makes life easier.

Angela Caudillo: From a number standpoint, is there any financial breakdown that we could look at and see what that difference would be for estimating?

Paul Regehr: I actually did a comparison based on estimated annual usage and Dental Health Products came out the cheapest.

Joe Thomas: So you used last year's numbers?

Paul Regehr: In quantities, yes.

Randy Bargdill: Has Sedgwick County ever done business with Darby Dental or Henry Schein before?

Susan Shelite: Not that I'm aware of but I'm very new to this position.

Joe Thomas: How far back did Dental Health go?

Paul Regehr: I think it was 4 years.

Susan Shelite: I think maybe it was Goetze before then. I know that Dental Health Products is much less expensive than Goetze's prices.

**BOARD OF BIDS AND CONTRACTS MAY 2, 2019**

**4. SEDGWICK COUNTY ADULT DETENTION FACILITY (SCADF)  
OFFICE & ENTRY EXPANSION/REMODEL -- PROJECT SERVICES  
FUNDING -- ADF 1ST FLOOR REMODEL/ADDITION**

(Request sent to 134 vendors)

RFB #19-0034 S/C #8000146527

	Compton Construction Services, LLC	Harman Huffman Construction Group, Inc.
Calendar Days to Substantial Completion	270	<b>270</b>
Calendar Days to Final Completion	30	<b>25</b>
Total Calendar Days	300	<b>295</b>
Base Bid: To complete the Base Bid Work, in the time stipulated, in accordance with the Bidding Documents for the lump sum price of:	\$3,571,300.00	<b>\$3,506,000.00</b>
<b>Unit Prices:</b>		
1. Cost per l.f. (add) for piles deeper than bottom of pile elevations scheduled:	\$25.00	<b>\$27.00</b>
2. Cost per s.f. for replacement of existing saturated gypsum or lightweight concrete and saturated insulation beneath new roofing membrane (thicknesses vary - avg. 5" combined insulation and topping):	\$20.00	<b>\$23.00</b>
<b>Break-Out Pricing:</b>		
1. Cost to remove and replace roofing down to the gypsum/concrete topping on the central and south portions of the Adult Detention Facility:	\$771,000.00	<b>\$781,000.00</b>
2. Cost to replace the two (2) emergency engine generators (located on the South portion of the project) and the associated paralleling equipment located in the basement (paralleling equipment will be through the generator controls located at generator with remote monitoring in basement):	\$274,900.00	<b>\$283,000.00</b>
Bid Bond	Y	<b>Y</b>
Acknowledge Addenda	Y	<b>Y</b>

	Key Construction, Inc.
Calendar Days to Substantial Completion	270
Calendar Days to Final Completion	21
Total Calendar Days	291
Base Bid: To complete the Base Bid Work, in the time stipulated, in accordance with the Bidding Documents for the lump sum price of:	\$3,720,000.00
<b>Unit Prices:</b>	
1. Cost per l.f. (add) for piles deeper than bottom of pile elevations scheduled:	\$25.00
2. Cost per s.f. for replacement of existing saturated gypsum or lightweight concrete and saturated insulation beneath new roofing membrane (thicknesses vary - avg. 5" combined insulation and topping):	\$20.00
<b>Break-Out Pricing:</b>	
1. Cost to remove and replace roofing down to the gypsum/concrete topping on the central and south portions of the Adult Detention Facility:	\$781,800.00
2. Cost to replace the two (2) emergency engine generators (located on the South portion of the project) and the associated paralleling equipment located in the basement (paralleling equipment will be through the generator controls located at generator with remote monitoring in basement):	\$282,000.00
Bid Bond	Y
Acknowledge Addenda	Y

On the recommendation of Joe Thomas, on behalf of Project Services, Jennifer Dombaugh moved to **accept the low bid from Harman Huffman Construction Group, Inc. in the amount of \$4,570,000.00 and establish contract unit pricing as shown above.** Randy Bargdill seconded the motion. The motion passed unanimously with Tim Myers abstaining.

Sedgwick County's Adult Detention Facility is expanding and in-filling the vacant northeastern section of the building's perimeter. This expansion will allow for a new entry, higher security lobby features, and a refined process flow for facility visitors. Other expansion spaces include new offices, conference rooms, and workstations.

This project also includes a renovation of the existing adjacent work and previously inmate visitation areas on the first and second floors to provide more efficient and higher functioning work areas for the Sheriff's Operation staff, currently housed on the second floor of the Main Courthouse.

### ***Questions and Answers***

Angela Caudillo: What is that \$4,000,000.00 figure based on?

Joe Thomas: It's based on the base bid, which is the \$3,506,000.00, the breakout pricing for item #1 of \$781,000.00 and the breakout pricing for item #2 of \$283,000.00.

**BOARD OF BIDS AND CONTRACTS MAY 2, 2019**

**5. EMPLOYEE MEDICAL AND PHARMACY BENEFITS -- HUMAN RESOURCES**

**FUNDING -- BENEFITS**

(Request sent to 18 vendors)

RFP #18-0082 Contract

	United HealthCare	Blue Cross and Blue Shield of Kansas, Inc.	Aetna Life Insurance Company	Meritain Health, Inc.	Continental Benefits, LLC	EBMS, LLC	HealthComp
<b>Carrier Administrative Services Only (Self-Funded)*</b>							
<b>Carrier Fees</b>							
Administrative Fee Rate (PEPM)	<b>\$0.73</b>	\$27.00	\$4.00	N/A	N/A	N/A	N/A
Estimated Total Administrative Fee	<b>\$21,917.52</b>	\$840,672.00	\$201,761.28	N/A	N/A	N/A	N/A
\$500,000 Specific Stop Loss Premium <sup>(3)</sup>	<b>\$689,651.28</b>	\$689,651.28	\$682,445.52	N/A	N/A	N/A	N/A
<b>Carrier Fees Subtotal</b> <sup>(1)</sup>	<b>\$711,568.80</b>	\$1,530,323.28	\$884,206.80	N/A	N/A	N/A	N/A
<b>County's Responsibility</b>							
Expected Med/Rx Claims	<b>\$34,729,699.00</b>	\$35,229,250.00	\$34,384,029.00	N/A	N/A	N/A	N/A
Estimated Rebates <sup>(4)</sup>	<b>-\$1,407,333.00</b>	-\$2,343,690.00	N/A	N/A	N/A	N/A	N/A
<b>County's Responsible Funding Subtotal</b> <sup>(2)</sup>	<b>\$33,322,366.00</b>	\$32,885,560.00	\$34,384,029.00	N/A	N/A	N/A	N/A
<b>Estimated Total Cost</b> <sup>(1)+(2)</sup>	<b>\$34,033,934.80</b>	\$34,415,883.28	\$35,268,235.80	N/A	N/A	N/A	N/A
<b>Third Party Administrator**</b>							
	No Bid	No Bid	No Bid	\$1,124,893.20	\$1,138,643.52	\$1,314,472.08	\$1,006,113.84
No Bid	HealthScope Benefits	Benefit Management, LLC	Humana	Cigna Healthcare	USI Insurance Services	Arthur J. Gallagher & Co.	Kroger Prescription Plans

<sup>(1)</sup> Amount to be paid to provider for services provided. Total is based on quoted rates per employee per month (PEPM), and will vary if number of employees differs from assumption. Assumption for all providers is

<sup>(2)</sup> Amount to be paid by county in addition to carrier fees. Expected claims provided by IMA in Sedgwick County Self Funded Underwriting Analysis.

<sup>(3)</sup> Stop Loss Premiums are estimated for United Healthcare and BCBS. Aetna provided an illustrative quote.

<sup>(4)</sup> Estimated Rebates are a retrospective review of actual pharmacy claims for calendar year 2018

On the recommendation of Joe Thomas, on behalf of Human Resources, Tim Myers moved to **accept the proposal from United HealthCare (self-funded) for a first year cost of \$711,568.80 and execute a three (3) year contract with two (2) one (1) year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously with Randy Bargdill abstaining.

A committee comprised of Karen Bailey - Chief Deputy Clerk; Randy Bargdill - Chief Deputy Treasurer; Tonya Buckingham - Register of Deeds; Adrienne Byrne - Health Department Director; Mike Elpers - ERP Director; Susan Erlenwein - Environmental Resources Director; Rusty Leeds - Assistant County Manager; Lindsay Poe-Rousseau - Chief Financial Officer; Heather Poorman - Benefits Manager; Richard Powell - Undersheriff; Sheena Schmutz - Human Resources Director; Tom Stolz - County Manager; and Joe Thomas - Purchasing reviewed all responses, shortlisted and interviewed Blue Cross and Blue Shield of Kansas, Inc., United HealthCare, and Aetna Life Insurance Company.

The committee unanimously agreed that United HealthCare (*self-funded model*) offers the best proposal for the county. The recommended carrier offers robust wellness and disease management programs supported through extensive technology based applications including mobile apps, web-based programs, wellness coaching, and extensive condition management options, which fully supports Sedgwick County's overall philosophy regarding employee health and accountability goals. United HealthCare offered a three (3) year rate cap on the administrative service costs for self-funding, as well as, offered extensive guarantees for operational, service, clinical, and network discounting performance. United HealthCare's offer includes a PPO (preferred provider organization) product that allows easier access to network providers without the need for referrals. Their offering also includes providing a \$75,000.00 annual wellness fund to be used to support initiatives.

The amounts shown in the carrier self-funded model represent the total fixed costs paid to the insurance carrier for administrative fees and specific stop loss insurance coverage plus expected annual claims and other fees paid directly by the county. The amounts shown in the third party administrator model represent payments made for administrative fees only with no insurance or pharmacy coverage included.

Notes:

\* **Carrier Administrative Services Only (Self-Funded)** - a plan where all administrative services (claims administration, stop-loss, pharmacy benefit management, etc.) are provided by an insurance carrier. The employer pays for claims directly in lieu of premium payments.

\*\* **Third Party Administrator (TPA)** - an individual or firm hired by an employer to handle claims processing, pay providers and manage other functions related to the operation of health insurance. The TPA is neither the policyholder or the insurer. The TPA performs tasks traditionally handled by the company providing the insurance or the employer.

United HealthCare is the current provider for these services and has been well-received by the county over the past years of their engagement.

### *Questions and Answers*

Mike Fessinger: I'll just note that 2 current people voting on Bid Board were on the review committee. It would be my recommendation both Mr. Bargdill and Mr. Leeds abstain from this vote given they already recommended this be given to Bid Board.

Lindsay Poe Rousseau: Since it's tied to all employees, does that change? It's not on behalf of their department, it's on behalf of the entire organization.

Mike Fessinger: They're not secluded from voting under Charter 68. In my view, it would be more proper for them to abstain. There would still be 3 members left, which is enough to go ahead and approve this. If they do opt to vote, it wouldn't cast us in any kind of doubt. The safer position would be to have them abstain in my view.

Angela Caudillo: Did the RFP ask the bidders to give any different options for employees? Is that something that is done by the county?

Joe Thomas: There were several types of offers, bundled and unbundled.

Lindsay Poe Rousseau: This was just for the administrative service and type of administration benefits. The plan design will be up to us because we are self-funded. There will be further discussion with Commissioners on the 20th. That will be when the employees and Commissioners have the opportunity to decide. This is strictly who is going to administer the program.

Angela Caudillo: So those options are well within that administration?

Lindsay Poe Rousseau: Absolutely.

Russell Leeds: For the record, would you want to give a brief overview of the steps that were followed, including the interviews of the top 3 bidders.

Joe Thomas: In the Purchasing evaluation process, we put out the proposal and receive them back from the individual proposers. First we get together and put together a timeline and come back and score. Each individual member reads the proposals and prepares scoring for the individual proposals. Some of the proposals had a totally different approach and so we had to issue another addendum to clarify the approach that we decided would be in our best interest. The result was that 3 proposers responded, which is Aetna, Blue Cross Blue Shield, and United Healthcare. When they came back in, we had further interviews and we allowed the review committee to change their scores based on what they presented. We also had the assistance from a consultant.

Russell Leeds: So at face value, United Healthcare comes in with a low bid of \$34,033,934.80.

Joe Thomas: Yes.