

BOCC APPROVAL NOVEMBER 18, 2020

8. TECHNOLOGY SOLUTIONS TO IMPROVE THE QUALITY OF LIFE OF INDIVIDUALS WITH INTELLECTUAL/DEVELOPMENTAL DISABILITIES – COMMUNITY DEVELOPMENTAL DISABILITY ORGANIZATION (CDDO)

**FUNDING – COMMUNITY DEVELOPMENTAL DISABILITY ORGANIZATION**

(Request sent to 60 vendors)

RFP #20-0056 Contract

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Abilitytech LLC		
Item Description	Quantity	Item Price	Line Total
<b>Agency/Participant Identification</b>			
Generate a list of potential provider partners	10	\$120.00	\$1,200.00
Provider Interviews/Selection	60	\$120.00	\$7,200.00
Participant/TechMentor Selection	130	\$120.00	\$15,600.00
Agency Compensation (held in reserve)	1	\$5,000.00	\$5,000.00
<b>Device Deployment</b>			
Phone/Phablet with MyGuide setup	25	\$4,845.00	\$121,125.00
TechMentor consulting support (20 hours)	25	\$2,400.00	\$60,000.00
TechMentor Compensation (help in reserve)	1	\$10,000.00	\$10,000.00
Transportation Guide Development	5	\$2,400.00	\$12,000.00
<b>Survey/Reporting</b>			
Survey Development	10	\$120.00	\$1,200.00
Quarterly Reporting	4	\$600.00	\$2,400.00
<b>TOTAL</b>			<b>\$235,725.00</b>

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Catholic Charities, Inc. dba Adult Day Services		
Item Description	Quantity	Item Price	Line Total
Samsung Galaxy Tablet A 10.1 - 64GB WiFi tablet	8	\$272.20	\$2,177.60
Tablet Cases	8	\$27.00	\$216.00
Tablet Screen Protectors	8	\$13.00	\$104.00
<b>TOTAL</b>			<b>\$2,497.60</b>

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Goodlife Innovations, Inc. dba Goodlife, formerly Community Living Opportunities (CLO) (iLink)			
Item Description	Quantity	Item Price	In-Kind	Line Total
<b>Provider Installations</b>				
Home Install (12 homes @ \$1,775/mo for 8 months)	8	\$1,775.375		\$14,203.00
Support Pods (1 Pod)	1	\$5,082.50		\$5,082.50
Server Lease/Host (8 mo @ \$858.30)	8	\$858.30		\$6,866.40
iLink Assist (40 clients @ 8 mos @ \$99)	8	\$3,960.00		\$31,680.00
iLink Maintenance Support (8 visits)	8	\$238.00		\$1,904.00
<b>Training/Implementation Support</b>				
Agency and Client Assess (1 agency)	1	\$3,500.00		\$3,500.00
Policies and Operational Procedures	1	\$8,500.00		\$8,500.00
Initial Training	1	\$4,500.00		\$4,500.00
Ongoing Support (6 mo @ \$350)	6	\$3,500.00		\$21,000.00
Legal Review	1	\$5,700.00		\$5,700.00
<b>Workforce Capacity</b>				
Implementation (4 mo @ \$14,000)	4	\$14,000.00	\$14,000.00	\$42,000.00
Travel, Lodging and Incidentals	1	\$10,555.00	\$10,555.00	\$0.00
Administrative and Indirect	1	\$8,474.55	\$8,474.55	\$0.00
<b>TOTAL</b>			<b>\$33,029.55</b>	<b>\$144,935.90</b>

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Goodlife Innovations, Inc. dba Goodlife, formerly Community Living Opportunities (CLO) (iRide)		
Indeed Recruitment Fees - \$1,000 per month for 2 months.	2	\$1,000.00	\$2,000.00

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Carepool Innovation, Inc. (Ride Subsidy Project)*		
Item Description	Quantity	Item Price	Line Total
<b>Personnel - Carepool Corporate Staff</b>			
Customer Success Manager, Carly Van Asten - Dispatch Drivers and Fulfill Customer Service inquiries: 0.10 FTE for 12 months.	1	\$5,131.00	\$5,131.00
Director of Operations, Nick Bloomquist - Operational Oversight: .05 FTE for 12 months. Responsible for successful implementation, training, and driver management.	1	\$2,750.00	\$2,750.00
Chief Product Officer, Brent Benner - 52 hours over 12 months. Responsible for developing relationships with community stakeholders, procuring and disseminating product feedback and grant management.	1	\$2,375.00	\$2,375.00
Chief Executive Officer, Josh Massey - 52 hours over 12 months. Responsible for business development, and identifying funding sources.	1	\$2,375.00	\$2,375.00
Payments to Drivers for labor and mileage reimbursements.	1	\$61,248.00	\$61,248.00
<b>Personnel - Carepool Corporate Staff TOTAL</b>			<b>\$73,879.00</b>

<b>Benefits &amp; Taxes</b>			
Health Insurance. None allocated to this project.			\$0.00
Workman's compensation insurance (.35% of salaries). None allocated to this project.			\$0.00
Unemployment insurance (1.5% of salaries). None allocated to this project.			\$0.00
Payroll Taxes (7.65% of salary allocation for this project). None allocated to this project.			\$0.00
<b>Benefits &amp; Taxes TOTAL</b>			<b>\$0.00</b>

<b>Professional Fee/Grant &amp; Award</b>			
Transportation Network Company - License for Kansas. Kansas doesn't currently have a license fee.			\$0.00
Inflammo Consulting, Accounting Firm - Responsible for accurate bookkeeping of distribution of funds. \$1,500 per month * 20% allocation * 12 months.	1	\$3,600.00	\$3,600.00
Melissa Turczyn, Attorney of Law - Michael Best & Friedrich LLC - Contract agreement review, registered business in State of Kansas. \$2,500 Subtotal.	1	\$2,500.00	\$2,500.00
<b>Professional Fee/Grant &amp; Award TOTAL</b>			<b>\$6,100.00</b>

<b>Supplies</b>			
Supplies for driver partners including personal protection equipment such as sanitization materials, face masks, and other supplies. \$1 per ride for 6 months (Assumption: vaccine is distributed by 6/1/2021).	1	\$1,740.00	\$1,740.00
<b>Supplies TOTAL</b>			<b>\$1,740.00</b>

<b>Software &amp; Hosting</b>			
Google Suite (GSUITE) Productivity Suite - email, office productivity apps. \$200 per month * 20% allocation * 12 months.	1	\$480.00	\$480.00
Zoom - videoconferencing. \$100 per month * 20% allocation * 12 months.	1	\$240.00	\$240.00
Slack - internal communication tool. \$50 per month * 20% allocation * 12 months.	1	\$120.00	\$120.00
Aircall - call tree routing platform. \$117 per month * 33% allocation * 12 months.	1	\$468.00	\$468.00
Twilio - SMS notifications to drivers, riders, and caregivers. \$100 per month * 20% allocation * 12 months.	1	\$240.00	\$240.00
Amazon Hosting (\$1,500 per month * 20% * 12 months)	1	\$3,600.00	\$3,600.00
<b>Software &amp; Hosting TOTAL</b>			<b>\$5,148.00</b>

<b>Equipment Rental &amp; Maintenance</b>			
Computer Equipment Maintenance. \$500 per month * 20% allocation for 12 months.	1	\$1,200.00	\$1,200.00
<b>Equipment Rental &amp; Maintenance TOTAL</b>			<b>\$1,200.00</b>

<b>Travel/Conferences &amp; Meetings</b>			
Airfare and auto travel. 673 miles * round trip (2) * \$0.28 per mile*	1346	\$0.28	\$377.00
Lodging. (\$100 per night * 3 nights * two trips)	6	\$100.00	\$600.00
Meals and per diem (\$40/day, 6 days over 2 trips).	6	\$40.00	\$240.00
<b>Travel/Conferences &amp; Meetings TOTAL*</b>			<b>\$1,217.00</b>

<b>Insurance</b>			
Rideshare Insurance - New State Fee	1	\$2,500.00	\$2,500.00
Rideshare Insurance - \$5,000 per month *20% allocation * 12 months	12	\$1,000.00	\$12,000.00
<b>Insurance TOTAL</b>			<b>\$14,500.00</b>

<b>Other Non-Personnel</b>			
Indeed Recruitment Fees - \$1,000 per month for 2 months.	2	\$1,000.00	\$2,000.00

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Carepool Innovation, Inc. (Increased Accessibility Project)**		
Item Description	Quantity	Item Price	Line Total
<b>Line #1 Revamped UI</b>			
<b>Internal R&amp;D</b>			
Software Architecture	73.125	\$46.15	\$3,375.00
Software Development - Front End	146.25	\$46.15	\$6,750.00
Software Development - Back End	97.5	\$46.15	\$4,500.00
Developer Testing	8.125	\$46.15	\$375.00
<b>Internal R&amp;D TOTAL</b>			<b>\$15,000.00</b>

<b>External R&amp;D Design Consulting</b>			
User Interface (UI) Consultant Fees	68.92	\$75.00	\$5,169.00
User Experience (UX) Consultant Fees	15.7466	\$75.00	\$1,181.00
<b>External R&amp;D Design Consulting TOTAL</b>			<b>\$6,350.00</b>

<b>Testing</b>			
User Acceptance Testing - Internal	10	\$50.00	\$500.00
User Acceptance Testing - External	60	\$25.00	\$1,500.00
<b>Testing TOTAL</b>			<b>\$2,000.00</b>

<b>Management</b>			
Project Management	46.7	\$50.00	\$2,335.00
Product Management	46.7	\$50.00	\$2,335.00
<b>Management TOTAL</b>			<b>\$4,670.00</b>

<b>Line #1 Revamped UI TOTAL</b>			<b>\$28,020.00</b>
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<b>Line #2 - Ride Request Bot</b>			
<b>Internal R&amp;D</b>			
Software Architecture	121.875	\$46.15	\$5,625.00
Software Development - Front End	243.75	\$46.15	\$11,250.00
Software Development - Back End	162.5	\$46.15	\$7,500.00
Developer Testing	13.54167	\$46.15	\$625.00
<b>Internal R&amp;D TOTAL</b>			<b>\$25,000.00</b>

<b>External R&amp;D Design Consulting</b>			
User Interface (UI) Consultant Fees	0	\$75.00	\$0.00
User Experience (UX) Consultant Fees	0	\$75.00	\$0.00
<b>External R&amp;D Design Consulting TOTAL</b>			<b>\$0.00</b>

<b>Testing</b>			
User Acceptance Testing - Internal	10	\$50.00	\$500.00
User Acceptance Testing - External	60	\$25.00	\$1,500.00
<b>Testing TOTAL</b>			<b>\$2,000.00</b>

<b>Management</b>			
Project Management	54	\$50.00	\$2,700.00
Product Management	54	\$50.00	\$2,700.00
<b>Management TOTAL</b>			<b>\$5,400.00</b>
<b>Line #2 - Ride Request Bot TOTAL</b>			<b>\$32,400.00</b>
<b>Line #1 and Line #2 TOTAL</b>			<b>\$60,420.00</b>

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities	Starkey, Inc. (Project #1 - Robotic Companions)		

Item Description	Quantity	Item Price	In-Kind	Line Total
GoodLife Software Engineer			\$18,500.00	\$17,868.00
Project Collaboration/Manager				\$5,642.00
Server Hosting/Licensing				\$2,350.00
Upworks Software Development			\$15,000.00	
Indirect/Administration			\$2,968.00	
<b>TOTAL</b>			\$36,468.00	\$25,860.00

\$36,468.00

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities  
Starkey, Inc.  
(Project #2 - Virtual Reality Supports)

Item Description	Quantity	Item Price	Line Total
360 Degree VR Camera			\$1,750.00
VR Headsets			\$13,250.00
Stitching and Editing			\$14,000.00
<b>TOTAL</b>			\$29,000.00

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities  
SimplyHome, LLC

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities

Item Description	Quantity	Item Price	Line Total
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**Technology Budget**

Total Number of Installation Locations***	24	\$3,885.14	\$93,243.36
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TOTAL Technology and Service Expenditure over 36 Months \$93,243.36

**Education Budget**

Number of Technology First Agency Accreditations****	2	\$5,499.00	\$10,998.00
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Number of additional Enabling Technology Intregation Specialist (ETIS) Certifications	2	\$599.00	\$1,198.00
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Number of additional DSP Certifications	10	\$89.00	\$890.00
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TOTAL Education Budget \$13,086.00

**Reporting and Administrative Budget**

	1	\$5,200.00	\$5,200.00
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TOTAL Reporting and Adminisitrative Budget \$5,200.00

**Provider Engagement, Marketing, and Consulting Budget**

	1	\$9,600.00	\$9,600.00
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TOTAL Provider Engagement, Marketing, and Consulting Budget \$9,600.00

**Provider Remote Support Center Development Budget**

	1	\$32,860.00	\$32,860.00
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TOTAL Provider Remote Support Center Development Budget \$32,860.00

TOTAL\*\*\*\*\* \$153,989.36

No Bid	Absolute Home Health Care	Arrowhead West, Inc.	Cross Country Healthcare	Disability Cocoon	Dream Vision, LLC	Independent Living Resource Center	Maxim Health Services LLC	New Hope Services	People First Employment & Residential Services
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	Rudy Ranch House		Snapmd		The Looking Glass		Thrive Skilled Pediatric Care	Trust Homecare LLC	Windsor Place At-Home Care, LLC
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Miscellaneous Costs	1	\$2,000.00	\$2,000
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**Other Non-Personnel TOTAL \$4,000**

**Marketing**

Marketing Campaign	1	\$5,000.00	\$5,000
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**Other Non-Personnel TOTAL \$5,000**

**Total Expenses \$112,784.00**

**Number of Rides (Monthly) 290**

**Number of Rides (Annual) 3480**

**Fee per Ride \$2.50**

**Total Revenue 3,480 (\$2.50) = -\$8,700.00**

**Deduction -\$84.00**

**Grant Award \$104,000.00**

Item Description	Quantity	Item Price	Line Total
Robot Material Costs	25	\$2,500.00	\$62,500.00
Programming	1	\$12,000.00	\$12,000.00
Maintenance and Support Plans	1	\$5,500.00	\$5,500.00
<b>TOTAL</b>			\$80,000.00

Technology Solutions to Improve the Quality of Life of Individuals with Intellectual/Developmental Disabilities  
Teltex, Inc.

**Packages (Inviduals)**

**Apple iPad (10.2", 8th Gen – latest, based on current timeline)**

Pre-configured and ready-to-use

Heavy-duty Otterbox protective case

Laser-etched with custom county info, logo, and ID number

App package including a suite of free apps along with select paid apps – Everyday Skills, First Then Visual Schedule, and Communicate Easy

DEP and MDM management enrollment for tech support and asset protection

Allows for advanced support including assisting with common issues such as resetting device passcode (locked out). Also allows for automatic security updates and tracking/locking a lost/stolen device.

**Sensor and Monitoring System**

Hub device – Communicates with wireless sensors

6 wireless sensors – Customizable (some limitations apply)

Common options include Door (window) Open/Close, Water Overflow, Temperature, Motion, Pressure Mat, and Usage of Medical Equipment

Web-based portal for setting alerts – Accounts for Individual and up to 10 care team and family members.

**Network Router**

Commercial-grade network router for secure, reliable Wi-Fi

**Teltex Support and Warranty**

3-years warranty and licensing

Full warranty on all components, including accidental damage (does not cover cases of client abuse or lost/stolen equipment)

3-years tech support (by phone or email with remote capabilities – see below)

Continuous hardware monitoring including remote equipment diagnostics, remote support capabilities, and automatic updates – Teltex can remotely troubleshoot all components of the system.

Self-directed system training through step-by-step videos

**Shipping to Client and Pre-Configuration**

System arrives to client pre-configured with simple, plug-and-play setup

TOTAL \$245,000.00

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On the recommendation of Joe Thomas, on behalf of CDDO, Linda Kizzire moved to **accept the proposals from Carepool Innovation, Inc. (Ride Subsidy Project) in the amount of \$104,000.00 and Goodlife Innovations, Inc. dba Goodlife, formerly Community Living Opportunities (CLO) (iLink) in the amount of \$144,935.90 and establish a contract term of January 1, 2021 good through December 31, 2021.** Ellen House seconded the motion. The motion passed unanimously.

A review committee comprised of Dee Nighswonger, Jeannette Livingston - CDDO; Catherine Helms - DIT; and Dorsha Kirksey - Aging; and Josh Lauber - Purchasing evaluated the proposals based on the criteria set forth in the RFP. CDDO oversees the service system for individuals with intellectual/developmental disabilities (I/DD) in Sedgwick County. The agency's mission is to assist people with I/DD to receive quality services and achieve greater independence. Ensuring adequate service capacity for the approximately 1,400 individuals receiving I/DD services is a significant challenge. Based on capacity analyses and feedback from providers, issues related to direct support staff shortages are a major factor impairing growth within the I/DD service system. The goal of this RFP was to improve the quality of life of individuals while also assisting provider agencies with staffing shortages through innovative use of technology. While not the sole focus, transportation was a particular priority of this proposal as it is one area specifically holding many individuals with I/DD back from greater independence. The CarePool proposal will provide a transportation program specifically designed to serve individuals with I/DD in Sedgwick County. GoodLife's proposal will work with multiple provider agencies to increase technology usage and provide targeted training and support to agencies to strategically retool and revise traditional services into next generation approaches.

Note:

\*Carepool Innovation, Inc. (Ride Subsidy Project) expects the county to only provide an amount of \$104,000.00. Rather than adjust the 290 rides per month to \$289.XX, the vendor plans to cover the remaining \$84.00. Additionally, please note that the 290 rides per week is highly dependent on the average mileage of each ride and thus the total number of rides per month will be dependent on that. Correct figure \$376.88. Vendor proposed \$377.00.

\*\*Carepool Innovation, Inc. (Increased Accessibility Project) provided extended decimal points causing line item totals to not accurately reflect the whole dollar totals of \$60,420.00.

\*\*\*SimplyHome, LLC Includes monthly service for 12 months from the time of installation.

\*\*\*\*SimplyHome, LLC Tech First agency accreditation includes up to 2 ETIS Certifications and 20 DSP.

\*\*\*\*\*\$0.05 disparity due to Technology Budget calculation (24\*\$3,885.14=\$93,243.36).

### **Questions and Answers**

Russell Leeds: I see there is quite a range of numbers here. I assume some of these very low cost solutions did not meet the criteria of the RFP. Goodlife Innovations, Inc. had \$144,000.00 and had another \$25,000.00 so that was something you weren't interested in. Starkey, Inc. had \$80,000.00. Did they not meet the criteria?

Joe Thomas: Is that right Dee? Of course, this was a proposal so cost was important but not the determining factor. Those smaller amounts didn't meet your needs correct?

Dee Nighswonger: Correct. Those proposals that were chosen were ones that had broader impact on the system versus very specific or individualized impact on a few.