

ITEMS REQUIRING BOCC APPROVAL

December 2, 2021

(6 Items)

1. STRYKER POWER-LOAD SERVICE PLAN -- EMERGENCY MEDICAL SERVICES

**FUNDING -- EMS OPERATIONS**

(Single Source)

#21-2062 Contract

		Stryker Sales Corporation
10/01/2021 - 9/30/2022	Year 1	\$41,544.00
10/01/2022 - 9/30/2023	Year 2	\$41,544.00
10/01/2023 - 9/30/2024	Year 3	\$41,544.00
<b>Total</b>		<b>\$124,632.00</b>

On the recommendation of Jaimee Witmer, on behalf of Emergency Medical Services (EMS), Jennifer Blasi moved to **accept the quote from Stryker Sales Corporation for a three (3) year total of \$124,632.00**. Brandi Baily seconded the motion. The motion passed unanimously.

The service agreement will include 24/7 technical support, onsite inspections/preventative maintenance, diagnostics, service repairs, and device replacement if deemed necessary. Also, discounts are provided on all supporting equipment and any future upgrades needed on all devices. In addition, Food and Drug Administration (FDA) reporting on device failures and detailed service reports on all repairs. Many of these repairs must comply with the FDA guidelines and be performed by an FDA authorized service technician from the manufacturer. Failure to follow these FDA protocols on repairs could place liability on EMS and the county for any potential equipment failures during critical patient care.

The Stryker Power-LOAD system was added to all newly constructed and remount ambulance specifications since January 2021.

**Notes:**

In 1998, Sedgwick County EMS and Stryker Medical began a partnership with its ambulance cots. Since that time, EMS has carried extended warranties on all Stryker cots after the manufacturer's warranty had expired. These extended warranties provided the necessary repairs, reporting, and assist in protecting the county's investments.

In 2007, the Stryker ambulance cots evolved to the PowerPro cots that EMS currently uses today on all ambulances. These cots are a power/hydraulic lifting cot that will safely raise and lower patients while secured to the cot.

In 2012, Stryker Medical introduced the Stryker Power-LOAD system. This system is installed in the floor of the ambulance module and supports the PowerPro cot throughout loading and unloading from the ambulance. The Power-LOAD communicates wirelessly with the PowerPro cot by raising the cot, retracting the cot's undercarriage, and loading the cot into the ambulance. This eliminates the need to steer the cot into and out of the ambulance. It helps minimize patient drops by supporting the cot until the wheels are on the ground. It also meets dynamic crash test standards for maximum safety of occupants.

In the Spring of 2020, Sedgwick County submitted a CARES request for 30 new Stryker Power-LOAD systems to be installed in all EMS ambulances, which were delivered in October 2020. All new Power-LOADs come with a one (1) year manufacturer's warranty that covers all maintenance and services.

**Questions and Answers**

Greg Gann: Could someone speak to the service life expectancy of the system?

Paul Gibson: We anticipate the life expectancy of the Power-LOAD system to be 8 to 10 years depending on the frequency of use. That's per the recommendations of Stryker.

Russell Leeds: Some of these were purchased with CARES money. The funding for the service plan is absorbed into the existing budget authority of EMS.

Paul Gibson: That's correct. All 30 of the Power-LOADS were purchased through CARES in 2020. The service plan is coming out of the EMS budget.

**BOARD OF BIDS AND CONTRACTS DECEMBER 2, 2021**

**2. ORGANIZATIONAL DIVERSITY & INCLUSION CONSULTANT -- MANAGER'S OFFICE**

**FUNDING -- MANAGER'S OFFICE**

(Request sent to 188 vendors)

RFP #21-0046 Contract

		<b>Elevate USA Inc.</b>			
1. Phase 1 - Kick Off		Included			
2. Phase 2 - Fact Finding					
a. Data Analysis - 10 hours @ \$350.00/hour		\$3,500.00			
b. Focus Groups - 2 sessions at \$2,512.00/day		\$5,024.00			
c. Community Panel - 1 session @ \$2,512.00/day		\$2,512.00			
d. Gap Analysis - 10 hours @ \$350.00/hour		\$3,500.00			
e. Shadowing - 1 session @ \$2,512.00/day		\$2,512.00			
3. Phase 3 - DE&I Plan Development - 40 hours @ \$350.00/hour		\$14,000.00			
4. Phase 4 - Staff Training Delivery - 10 sessions @ \$2,512.00/day		\$25,120.00			
5. Phase 5 - Quality Assurance Plan - 16 hours @ \$350.00/hour		\$5,600.00			
Program Total		\$61,768.00			
		<b>Hicks-Carter-Hicks, LLC</b>			
1. Meet with key stakeholders - Planning, Prep, Meeting(s), and Post-Work		\$3,500.00			
2. Develop communication plan and email templates		\$2,500.00			
3. Review/audit HR policies/procedures, DEI training programs		\$12,000.00			
4. Conduct up to twelve interviews with stakeholders		\$6,600.00			
5. Conduct up to seven virtual 1.5 hour focus groups (Employee and community focus groups; up to 15 people per focus group; and up to 1.5 hours each)		\$10,500.00			
6. Create and administer online employee survey (up to 3,000 participants)		\$12,000.00			
7. Analysis of collected data and synthesis into themes		\$6,900.00			
8. Create an electronic, written report detailing results of DEI audit along with recommendations		\$4,000.00			
9. Aid in establishment and formation of DEI Committee (up to 35 hours allocated for the committee startup - combination of virtual and in-person work) - Planning, Prep, DiSC Workplace Team Assessment, Commission-member Orientation Session, and Meeting Facilitation		\$15,000.00 <b>(inclusive of 15 Everything DiSC Workplace assessments for the Commission's orientation)</b>			
10. Facilitate the development of the county's DEI statement detailing mission, vision, and values via visioning session with DEI committee		\$7,000.00			
11. Develop and execute a DEI training and education strategy to include tailoring H-C-H's DEI program to fit county's needs, provide a three day train-the-trainer session for up to 10 county trainers; execute a one year license agreement that provides the county access to H-C-H's DEI training program		<b>a. Three day Train-the-Trainer session for up to ten (10) trainers - inclusive of materials: \$16,000.00</b> <b>b. One year H-C-H DEI training licenses for county employees only: \$18,000.00</b>			
12. Provide general DEI consulting for the county when needed regarding culture, policies, procedures, issues, strategy, etc. Consulting based on DEI audit results and new DEI initiatives (up to 50 hours)		\$14,250.00			
Program Total		\$102,000.00			
		<b>Johnson Squared Consulting</b>			
1. Learning & development of strategy sessions		\$1,500.00			
2. Labor of facilitators for training and preparation		\$48,000.00			
3. Group materials		\$1,000.00			
Program Total		\$50,500.00			
		<b>MGT of America Consulting, LLC</b>			
1. Project Initiation					
a. Initiate Project - 34 hours		\$8,549.00			
2. Organizational Assessment					
a. Preparing to conduct an organizational assessment - 100 hours					
b. Targeted focus groups, interviews, and community meetings - 100 hours		\$74,386.00			
c. Assessment Summary Report - 72 hours					
3. DEI Action Plan					
a. Application of Assessment findings to the current DEI Plan - 104 hours		\$23,603.00			
4. Develop Implementation Framework					
a. Policy, procedure, and training roadmap - 50 hours					
b. Community Relations Roadmap - 42 hours		\$25,341.00			
Program Total		\$131,879.00			
		<b>Traaen &amp; Associates, LLC</b>			
Project Proposal Fee		Not to exceed \$69,000.00			
<b>No Bids</b>	Allen, Gibbs & Houlik, L.C.	Audrey Curtis Hane	Axiom Service Professionals, LLC	Barbara Teicher, CSP	Catholic Charities Wichita
	Catt Consulting, LLC	CJD Consulting Solutions LLC	CML Collective LLC	Compliance Training Online	Critical Ops, LLC
	Dancing Moose Productions	Dauntless Leadership LLC	Dr. Hazmat	Friends University Professional Studies	Hagerty Consulting, Inc.
	IEM	Ignition Point Training, LLC	Interact Training Group	James Aaron Crandall	Jim Maddox
	John Belt	Kansas Head Start Association	KCOE ISOM	Label Master	LeaderSystems, Inc.
	Lewis G. Bender	Medxccl	New Horizons Computer Learning Center	Next Element Consulting, LLC	O'Reilly Media, Inc.
	Parent Project	Pass it on Purpose Coaching and Training	Preparedness Solutions, Inc.	Public Health Foundation	Sonja Armbruster
The Arnold Group	The Carpenter Group, LLC	Training Force USA LLC	Training Systems, Inc.	Will Interactive	
WSU Community Institute					

On the recommendation of Joe Thomas, on behalf of the Manager's Office, Brandi Baily moved to **accept the proposal from Hicks-Carter-Hicks, LLC (Items 1-11) in the amount of \$102,000.00**. Jennifer Blasi seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Tania Cole - Assistant County Manager; Tim Kaufman - Deputy County Manager; TaTy'Terria Gary - Diversity and Inclusion Fellow; Jeff Easter - Sheriff; Sheena Schmutz - Chief Human Resources Officer; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, was chosen for award.

Sedgwick County is seeking services of an Organizational Diversity and Inclusion Consultant with expertise in guiding the organization through successful Diversity, Equity, and Inclusion transformation. This consultant will assist the organization to develop a long-term roadmap [a Diversity, Equity, and Inclusion (DEI) Plan] that is aligned with the county's strategic plan and will ensure that barriers to inclusion continue to decrease, while internal awareness, knowledge, and skills continue to increase. This roadmap will include methods of long-term monitoring and evaluation that considers several areas including, but not limited to, the internal staffing practices, policies, procedures, community partnership engagement, and ongoing staff education.

The consultant will develop, execute, and perform comprehensive Diversity, Equity, and Inclusion analysis of the organization including staff, boards, and local underserved communities and support the development and facilitation of dialogues and outreach efforts that will engage employees, board members, and community members in this effort.

Outcomes will include a public statement regarding Diversity, Equity, and Inclusion that serves how Sedgwick County operates and makes decisions that impact budgeting, policies, procedures, operations, programming, outreach, and management practices. Also training and education strategies that will increase the awareness, knowledge, and skills of Sedgwick County staff and boards as it pertains to Diversity, Equity and Inclusion. Development of an active and engaged Diverse, Equity, and Inclusion committee comprised of key stakeholders with county staff and community partners.

**Notes:**

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are five (5) components to this RFP:

Component	Points
A. Experience in delivering work products and conducting interactive sessions that incorporate perspectives of Diversity, Equity, and Inclusion.	20
B. Consultant has experience in facilitating workshops with participants of all professional levels, from staff to board members and community partners and leading discussions about race, inequality, discrimination, bias, and building capacity to recognize bias.	20
C. Consultant is a Minority-Owned business and has a demonstrated focus in the nonprofit sector.	20
D. Embraces an active approach toward achieving equity for all people, considering systemic issues and how these impact individuals.	20
E. Most advantageous cost to the county*	20
<b>Total Points</b>	<b>100</b>

**Questions and Answers**

Brandi Baily: HR offers a diversity training class and they have a diversity area so how does this relate to what HR is already doing and how is it different from what HR does?

Tania Cole: I think this consultant is going to partner with HR and I think that what this consultant will do is enhance the training HR offers.

Greg Gann: Is it fair to say this is a more comprehensive approach to DEI as opposed to what HR is currently doing?

Tania Cole: Absolutely.

Russell Leeds: The intent for this contract is for them to do a thorough analysis organizationally as to how the organization fairs in the DEI realm and you have four (4) companies and bids vary greatly and I understand the criteria that was set forth in the 100 point scale. Specifically, this company is going to have the capacity to do the types of stakeholder meetings and employee engagement and employee training sessions that perhaps we don't have the capacity to do now with the staffing we have. Is that a fair characterization?

Tania Cole: What this company is going to do is basically give us a framework or a playbook over the next 9 to 12 months of our Diversity, Equity, and Inclusion in the organization. They are going to help us understand where our gaps are. This really came from when we started our strategic plan what we heard from employees and from the community and what we actually implemented in our strategic plan was that we wanted to have diversity within the organization. This company is going to help us understand where we are with Diversity, Equity, and Inclusion and where those gaps are, where we need to help with implementing Diversity, Equity, and Inclusion within the organization, and out in the community. They are going to do that through surveys, focus groups, and interviews. They are going to look at our policies and procedures, training, recruitment, and retention. They are basically going to look at the organization as a whole.

Russell Leeds: So it's internal focused to help our workforce be more diversified and open to diversity but it's also a customer service factor because it helps us look outward at gaps we have in service in the way we communicate and interact with diverse communities. Is that fair?

Tania Cole: It is fair. We are going to start internally but we are also going to focus externally as well and how we're working with those that come to us for services and programs as well.

BOARD OF BIDS AND CONTRACTS DECEMBER 2, 2021

3. TEMP SERVICES - MEDICAL STAFF -- VARIOUS DEPARTMENTS  
FUNDING -- AMERICAN RESCUE PLAN ACT (ARPA)

(Request sent to 48 vendors)

RFP #21-0061 Contracts

Arch Staffing & Consulting		Bilkins Inc.		Cross Country Staffing, Inc. dba Cross Country Healthcare Services	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$81.10	RN	\$80.00 (weekdays) \$114.75 (weekend)	RN	\$61.00 \$71.00 (Lead)
LPN	\$55.10	LPN	\$40.00 (weekdays) \$54.00 (weekend)	LPN	\$45.00 \$55.00 (Lead)
MA	\$51.10	CNA	\$30.00 (weekdays) \$40.00 (weekend)	MA	\$35.00 \$43.00 (Lead)
Conversion Fees based on days of work	Fee as a Percentage of Compensation	Medical Assistants	\$32.00 (weekdays) \$43.00 (weekend)	CNA	\$31.00
0-30 days	25%	Permanent or Direct Placement	12% of annual salary	Conversion Fees	Flat fee of \$500.00 after completion of 1,040 hours of work (and for up to six (6) months from last date of service)
31-90 days	20%	Contract to Hire	0 to 3 months (12% of annual salary) 3 to 6 months (10% of annual salary) Above 6 months (0%)		
91-120 days	15%	Other	28% mark-up hourly		
121+ days	\$500.00 Admin Fee				
Direct Hire	Placement fee of 25% of the candidate's annual compensation if hired within one (1) year of being presented to the county.				
Cynet Health Inc.		Favorite Healthcare Staffing, Inc		Greenstaff Medical Staffing LLC	
Positions	Hourly Rates	Positions	Hourly Rates	Incomplete Proposal	
RN	\$80.00 (weekdays) \$84.00 (weekend)	RN	\$82.00		
MA	\$50.50 (weekdays) \$54.00 (weekend)	BSN	\$82.00		
LPN	\$53.00 (weekdays) \$58.00 (weekend)	LPN	\$58.00		
Travel Nurse	\$108.00 (weekend) \$112.00 (weekend)	MA	\$48.00		
Conversion Fees		CNA	\$38.00		
0-90 days	18%	Conversion Fee Schedule (Flat Rate)			
91-180 days	12%	RN	\$6,000.00		
180 days plus	0%	BSN	\$6,000.00		
		LPN	\$4,500.00		
		MA	\$3,500.00		
		CNA	\$3,000.00		

Interim Health Care of Wichita, Inc.	
Positions	Hourly Rates
RN	\$75.00
LPN	\$52.50
MA	\$52.50
Certified Medication Aides	\$35.00
Certified Nurse Aides	\$30.00
Conversion Fees	
Waived	
Management Recruiters of Fort Worth - SW, L.P. dba Siter - Neubauer & Associates	
Positions	Hourly Rates
RN	\$72.00 \$97.92 (overtime/holidays)
MA	\$45.00 \$61.20 (overtime/holidays)
LPN/LVN	\$52.50 \$71.40 (overtime/holidays)
CNA	\$45.00 \$67.50 (overtime/holidays)
EMT	\$45.00 \$67.50 (overtime/holidays)
Phlebotomist/Lab Tech	\$45.00 \$67.50 (overtime/holidays)
Shift Differential	Evenings: \$5.00 per hour Nights: \$5.50 per hour Weekends: \$10.00 per hour
Conversion Fees	
1000 hours or more	Waived
Conversion Fees (less than 1,000 hours)	Fee: % of first yr annual salary
0-200 hours	33%
201-400 hours	30%
401-600	27.50%
601-800 hours	25%
801-1000 hours	20%

LanceSoft Inc.	
Positions	Hourly Rates
RN	\$68.15
LPN	\$46.64
MA	\$22.58
Conversion Fees (Tenure)	
0-1 Month	18%
1-2 Months	12%
3-4 Months	5%
4-5 Months	0%
5-6 Months	0%
6+ Months	0%
Maxim Healthcare Staffing Services, Inc.	
Positions	Hourly Rates
RN	\$80.00
LPN	\$70.00
Medical Specialist	\$50.00
MA	\$55.00
CNA	\$47.00
BSN	\$90.00
Aggregate Hours Worked (12 month period)	
0-260 hours	20%
261-520 hours	15%
521-780 hours	10%
781-1040 hours	5%
1041+ hours	0%
Fee: % of Annualized Starting Salary	

Lynn Care, LLC dba Zack Group	
Positions	Hourly Rates
RN	\$80.00
LPN	\$52.00
CNA	\$42.00
Conversion Fees	
520 hours or more	Waived
Direct Hire Fee (no hours worked)	
RN	\$11,000.00
LPN	\$8,000.00
CNA	\$5,000.00
Medical Alliance Staffing Resource	
Positions	Hourly Rates
RN	\$38.75
LPN	\$24.50
CNA	\$18.20
MA	\$17.00
Timeframe worked at facility through Medical ASR	Permanent Placement Fee (percentage of contracted salary)
30 days	10%
31 days or more	5%

Medical Edge Recruitment, LLC	
Positions	Hourly Rates
RN	\$75.00
LPN	\$49.00
CNA	\$35.00
MA	\$35.00
Any other position	Pay rate + 42%
Conversion Fees	
20% of annual salary - prorated for hours billed	
R. L. Klein & Associates	
Positions	Hourly Rates
BSN	\$74.00
RN	\$68.40
LPN	\$46.25
CNA	\$28.80
MA	\$23.00
Conversion Fees	
Waived	

OCC INC. dba OC SERVICE	
Positions	Hourly Rates
RN/BSN	\$71.50
LPN	\$51.50
MA/MS	\$51.50
CNA	\$35.50
Conversion Fee	
\$2,500.00 per conversion	
ShareSTAFF, LLC	
Positions	Hourly Rates
RN	\$76.83
LPN	\$53.19
CNA	\$42.85
Conversion Fees	
0-500 hours of work performed	\$10,000.00
501-1,000 of work performed	\$5,000.00
1,001+ hours of work performed	\$250.00 processing fee

Premier Staffing Source, Inc.	
Positions	Hourly Rates
RN	\$81.10 (weekdays - mornings and afternoons) \$83.13 (weekday - evenings) \$86.17 (weekends)
LPN	\$55.76 (weekdays - mornings and afternoons) \$57.23 (weekday - evenings) \$60.83 (weekends)
CNA	\$28.74 (weekdays - mornings and afternoons) \$29.84 (weekday - evenings) \$31.31 (weekends)
MA	\$52.50 (weekdays - mornings and afternoons) \$53.97 (weekday - evenings) \$55.44 (weekends)
BSN	\$85.51 (weekdays - mornings and afternoons) \$87.35 (weekday - evenings) \$88.94 (weekends)
Conversion Fees	
Hours as Temporary	Temp-to-Perm Placement Fee (10% of annual salary)
Less than 350 hours	100% of fee
351-520 hours	50% of fee
521+ hours	0% of fee
Staff Today Inc. (STI)	
Positions	Hourly Rates
RN	\$81.99
LPN	\$53.97
CNA	\$38.89
MA	\$52.00
NP	\$130.00
Conversion Fees	
Hours Worked	Fee: % of Annualized Salary
1-160	16%
161-280	14%
281-340	13%
341-400	12%
401-460	11%
461-520	10%
521-680	9%
681-720	8%
721+	0%

No Bids	Advanced Personnel, Inc.	Apprentice Personnel	Elite Staffing Solutions	Exhibit Arts, LLC	Manpower	Maxim Healthcare Services	Onpoint Physical Therapy, Inc.	Pure Health Nursing LLC	Randstad
	The Arnold Group			The Specialist Group			Syndeo Staffing		

On the recommendation of Joe Thomas, on behalf of various departments, Greg Gann moved to **accept the proposals from Cross Country Staffing, Inc. dba Cross Country Healthcare Services, Interim Health Care of Wichita, Inc., and Premier Staffing Source Inc. for the rates listed above and in their respective proposal responses for a contract period of one (1) year with three (3) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lurcretia Burch - Health Department; Brad Ashens - Health Department; Jeannette Livingston - CDDO; Amy Murray - Human Resources; Nancy Delgado - Appraiser's Office; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, the above three (3) proposers were chosen for award.

Due to the ongoing pandemic, the Health Department and various other departments require medical staff personnel provided by temp services to address the urgent and emergent needs of the community. Temp agencies will ensure people hired meet the minimum qualifications of the position. These agencies will meet with assigned county personnel monthly or more frequently to review the scope of work, temp agency performance, staffing needs, performance of temp employees, communication between the agencies and Sedgwick County, and other pertinent topics.

Funding is provided by the American Rescue Plan Act (ARPA).

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are five (5) components to this RFP:

Component	Points
A. Meeting all requirements as stated in proposal request	20
B. Competitive conversion fees	25
C. Pre-employment screening process	25
D. References	15
E. Pricing*	15
<b>Total Points</b>	<b>100</b>

### Questions and Answers

Brandi Baily: What's a conversion fee? What does that entail?

Brad Ashens: A conversion fee is when we have someone from the temp agency that we'd like to bring on board as a county employee. It's an amount of money they would charge us to obtain that person. We were spending on some of these people \$4,000.00 to \$6,000.00 or more for them. That's why we put the conversion fee in there as an issue. Interim Health put they would not charge anything for a conversion fee because of the business they've done with us.

Joe Thomas: As an example, what they would provide us with is the number of hours the temp person would work and based on those number of hours, at that point if you wanted to convert them, it would be a percentage of their annualized salary based on 2,080 work hours, correct?

Brad Ashens: Correct.

Brandi Baily: Some of these rates are different for example an RN. They go from \$61.00 to \$81.00. The ones you're asking us to award this to, how do you determine who is used to get the employee from since there is multiple agencies to chose from?

Brad Ashens: So which of the companies are we looking at to make a determination on which one we want to go with?

Brandi Baily: Since you're asking us to accept from multiple agencies, how will you determine which agency you are going to pull that employee from for the time period you need because there's such a big difference in pricing?

Brad Ashens: I think a lot of that depends on the services being provided. We looked at all the categories Joe provided as far as the conversion fee, references, requirements and things like that for them to do the functions and duties like that. We've had a lot of success with two (2) of the agencies already that we are currently using so we are very familiar with the services they provide for us and that makes it easier for us to make a determination like that. Does that answer your question?

Joe Thomas: Having multiple agencies allows them to have flexibility and as Brad mentioned, there were a couple they used frequently, Cross Country and Interim Health, they had very good experience with them. Then we picked a third. We felt like during the pandemic, they had two (2) but there was always a need for more. So instead of two (2), they felt the need for a third option.

Brandi Baily: For example for an RN like Premiere Staffing is \$81.00 a weekday and Cross Country is \$61.00. How are you going to determine which company are you going to use for the day because you have an \$81.00 for an RN or a \$61.00 for an RN fee so how are you going to make the determination on which one you are going to use?

Brad Ashens: Part of the determination is based upon the number of staffing these agencies have. Sometimes we have upsurge where we have to have 15 more vaccinators put in place right away and one of the agencies may not be able to provide all that and we end up getting six (6) RNs from one (1) agency and six (6) from another and three (3) from another just as we work through this. As Joe eluded to, at one time we were using four (4) different agencies when we were going through this process several months ago.

Brandi Baily: Just because a particular agency was out of staff so you had to go to another agency?

Brad Ashens: Correct.

Brandi Baily: That's how you determined how you were picking them, who was available?

Brad Ashens: Correct. At this point, I usually announce to the agencies we're looking for x number of staff whether it be RNs or whatever it may be. We try to find out through meetings from them what they have available and what they can provide for us.

Brandi Baily: Since you have multiple places to choose from, will you start with the one that has the lowest price per hour? Will you start with that company first and then work your way down?

Brad Ashens: Yes.

Greg Gann: Is there criteria you will follow to ensure the entire process has been fair and balanced or is it strictly off the provider's ability to service the demand?

Brad Ashens: I think it's part of that and also I meet with them regularly each week with the ones we currently working with. So it would be us monitoring how well they are providing the services in addition to the monetary expenses involved there if that's what you're asking.

Greg Gann: It is. Is there a reporting mechanism to give feedback on how well they're doing?

Brad Ashens: We have managers at the library where we are do a lot of the vaccinations there and also at our testing site that will give us updates on that and also hear back from the agencies that we're working with. Sometimes we'll hear from their staff they have what's going on, good or bad. We work on getting those things corrected and improved upon.



**BOARD OF BIDS AND CONTRACTS DECEMBER 2, 2021**

**4. TEMP SERVICES - DISEASE INVESTIGATORS -- VARIOUS DEPARTMENTS  
FUNDING -- AMERICAN RESCUE PLAN ACT (ARPA)**

(Request sent to 48 vendors)

RFP #21-0063 Contracts

Arnold & Associates of Wichita, Inc. dba The Arnold Group		Cross Country Staffing, Inc dba Cross Country Healthcare Services		Express Services, Inc. dba Express Employment Professionals	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$81.00	RN	\$66.00	Disease Investigator	\$45.00-\$60.00 (additional markup factor of 1.4575)
LPN	\$81.00	RN Lead	\$71.00	Conversion Fees	
CNA	\$47.25	LPN	\$50.00	Completion of 520 regular hours worked	Waived
Medical Clerical	\$47.25	LPN Lead	\$55.00		
Conversion Fees		Conversion Fees	Flat fee of \$500.00 after completion of 1,040 hours of work (and for up to 6 months from last date of service)		
up to 320 contract hours	10% of first year annual salary				
320 contract hours or more	waived			Management Recruiters of Fort Work-SW, L.P. dba Siter-Neubauer & Associates	
Interim Healthcare of Wichita, Inc.		LanceSoft, Inc.			
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
Disease Investigator	\$85.00	Disease Investigator	\$74.15	Disease Investigators	\$72.00 \$108.00 (overtime) \$162.00 (holidays)
Senior Disease Investigator	\$90.00	Senior Disease Investigator	\$96.64	Senior Disease Investigators	\$82.00 \$123.00 (overtime) \$184.50 (holidays)
Conversion Fees		Conversion Fees (Tenure)	Fee: % of Annualized Salary	Shift Differential	Evenings: \$5.00 per hour Nights: \$5.50 per hour Weekends: \$10.00 per hour
Waived		0-1 Month	18%	Conversion Fees	
		1-2 Months	12%	1000 hours or more	Waived
		3-4 Months	5%	Conversion Fees (less than 1,000 hours)	Fee: % of first yr annual salary
		4-5 Months	0%	0-200 hours	33%
		5-6 Months	0%	201-400 hours	30%
		6+ Months	0%	401-600	27.50%
					601-800 hours
				801-1000 hours	20%

Medical Edge Recruitment, LLC		OCC INC. dba OC SERVICE				R. L. Klein & Associates			
Positions	Hourly Rates	Positions	Hourly Rates			Positions	Hourly Rates		
Disease Investigator	\$75.00	Disease Investigator	\$79.50			Disease Investigators	\$84.75		
Senior Disease Investigator	\$80.00	Senior Disease Investigator	\$84.50			Conversion Fees			
Case Investigator	\$35.00	Conversion Fees				Waived			
Case Investigator - Team Lead	\$40.00	\$2,500.00 per conversion							
Contact Tracer	\$25.00								
Contact Tracer - Team Lead	\$30.00								
Data Manager	\$35.00								
Data Manager - Supervisor	\$45.00								
Any other position	Pay Rate + 42%								
Conversion Fees									
20% of annual salary - prorated for hours billed									
No Bids	Advanced Personnel, Inc.	Exhibit Arts, LLC	Express Employment Professionals	Manpower	Maxim Healthcare Services	Pure Health Nursing LLC	Randstad	Syndeo Staffing	The Arnold Group

On the recommendation of Joe Thomas, on behalf of various departments, Greg Gann moved to **accept the proposals from Arnold & Associates of Wichita, Inc. dba The Arnold Group, Cross Country Staffing, Inc. dba Cross Country Healthcare Services, and Interim Health Care of Wichita, Inc. for the rates listed above and in their respective proposal responses for a contract period of one (1) year with three (3) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lurcretia Burch - Health Department; Brad Ashens - Health Department; Jeannette Livingston - CDDO; Amy Murray - Human Resources; Nancy Delgado - Appraiser's Office; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Based on scoring, the above three (3) proposers were chosen for award.

Due to the ongoing pandemic, the Health Department and various other departments require disease investigators provided by temp services to address the urgent and emergent needs of the community. Temp agencies will ensure people hired meet the minimum qualifications of the position. These agencies will meet with assigned county personnel monthly or more frequently to review the scope of work, temp agency performance, staffing needs, performance of temp employees, communication between the agencies and Sedgwick County, and other pertinent topics.

Funding is provided by the American Rescue Plan Act (ARPA).

Notes:  
This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are five (5) components to this RFP:

Component	Points
<b>A. Meeting all requirements as stated in proposal request</b>	20
<b>B. Competitive conversion fees</b>	25
<b>C. Pre-employment screening process</b>	25
<b>D. References</b>	15
<b>E. Pricing*</b>	15
<b>Total Points</b>	<b>100</b>

### Questions and Answers

Greg Gann: Is it fair to say the same criteria as the previous item would apply to this item?

Joe Thomas: Yes sir.

Russell Leeds: I'll ask just for clarity, you can correct my understanding. I understand a Disease Investigator is a healthcare professional very likely a nurse, RN, but in this one you've got those specifically identified and give pricing for Disease Investigator and those who quote for RNs, LPNs as opposed to a Disease Investigator. The pricing for Cross Country RN serving as a Disease Investigator is \$66.00 as opposed to their RN on the previous one for \$61.00. So could you give just a little clarity on this RFP for a Disease Investigator? What's the difference between a Disease Investigator pricing from one to a RN on another? Does that make sense?

Brad Ashens: Yes it does. We have a department within the Health Department that has several Disease Investigators that go out and do disease investigations. These people have a little bit more expertise in the disease investigation area, which is why there's a difference in pricing as far as RNs providing medical services for our vaccinations and the Disease Investigators providing services in that area there. Typically is when they notice a rise of a disease that they need to be looking at in doing more research on.

Russell Leeds: That would fall to the clause where the agencies will meet the assigned county personnel monthly to review the scope of work. There's something in here about them meeting the qualifications of a Disease Investigator, whether they classify them as an RN or Disease Investigator, they will be qualified to do the investigative work.

Brad Ashens: Yes. Any Disease Investigator run through our Disease Investigator manager person to review their resume, their background experience, and all that.

**BOARD OF BIDS AND CONTRACTS DECEMBER 2, 2021**

**5. INTRUST BANK ARENA TELESCOPIC SEATING SYSTEM -- DIVISION OF FINANCE**

**FUNDING -- SHUTTERED VENUE OPERATORS GRANT (SVOG)**

(Joint Governmental Purchase - Omnia Partners Contract #R191805)

#21-2063 Contract

	<b>Irwin Seating Company</b>
<b>Telescopic Seating Systems</b>	
Release N Telescopic Seating System	<b>\$137,626.90</b>
Release Q Telescopic Seating System	<b>\$76,136.04</b>
Attic Stock	<b>\$13,598.92</b>
<b>Total List Price</b>	<b>\$227,361.86</b>
Omnia Partners Contract #R191805 (50% off of list pricing)	<b>-\$113,680.93</b>
<b>Net Contract Price</b>	<b>\$113,680.93</b>
<b>Freight</b>	
Telescopic Seating System Freight	<b>\$7,058.82</b>
<b>Installation</b>	
Complete installation of telescopic seating system	<b>\$18,277.65</b>
<b>GRAND TOTAL</b>	<b>\$139,017.40</b>

On the recommendation of Joe Thomas, on behalf of the Division of Finance, Jennifer Blasi moved to **accept the quote from Irwin Seating Company based on Omnia Partners Contract #R191805 in the amount of \$139,017.40**. Greg Gann seconded the motion. The motion passed unanimously.

INTRUST Bank Arena's telescopic seating is needing to be replaced due to the seats having exceeded their useful life expectancy since being constructed and installed in 2008-2009. This has resulted in the following control system and mechanical failures:

- Due to the age of the existing equipment arena staff has encountered control system failures, especially related to the west end telescopic seats. As a result, the control systems randomly stop working which causes seating rows to not retract completely.
- Arena staff currently encounters mechanical issues with all motorized units as the drive units are failing resulting in the seats needing to be pushed in and out with a forklift.
- The new units can be steered, whereas the current ones cannot be steered, thus creating alignment issues, which have to be corrected by a forklift.
- Additionally, current telescopic seats are labor intensive because units now need to be moved around by hand. The new units will tuck into the wall and remain in place when retracted rather than needing to be moved to another storage area within the facility.
- Also, the pockets that secure the handrails into place are now failing causing safety issues. Structural designs in the new telescopic seating product allow for a more stable and safer solution for the handrails.

The attic stock will allow the INTRUST Bank Arena to have certain replacement parts on hand in case of future issues.

Overall, arena staff needs to replace the existing seats because the equipment is failing, which affects the time and ability that it takes to properly reset the area from one type of event to another. The new seating product will allow arena staff to convert the building much more efficiently with less manual labor. Additionally, the new product will be safer for guests of arena events and will create more storage room for visiting touring shows.

**Questions and Answers**

Greg Gann: What is the time line from point of approval to installation? How long will that take? I ask that because safety is noted here.

Lindsay Poe Rousseau: I am here to speak on behalf of the arena because this is the Shuttered Venue Operators grant and I am the Contract Administrator on behalf of the county. This grant award we originally came to you and advised the date by which all work must be completed and paid was August 31, 2022. We did receive additional funds and so now that deadline has been extended to the end of calendar year 2022. They have already begun some of the work on the design behind the scenes as they work through the contract has already been approved. I would expect installation to begin very soon.

Greg Gann: So it's in process?

Lindsay Poe Rousseau: Yes.

Brandi Baily: What is the difference between the Release N Telescopic Seating System and Release Q Telescopic Seating System? There is a big price difference between the two (2).

Frank Griffith: The additional funding allowed us to replace two (2) other sections that were not on the original request. The difference between the two (2) is the sizes.

Brandi Baily: Approximately how many seats is this replacing?

Frank Griffith: Approximately 500 seats.

Russell Leeds: The two (2) projects combined, the original plus the supplemental, is this replacing all of the seating?

Frank Griffith: All of the retractable seating will be replaced and the temporary seating we bring out for basketball.

Brandi Baily: Which is essentially the total 500 seats?

Frank Griffith: Yes, the additional.

Brandi Baily: What is the total for the entire amount? How many seats will that replace?

Frank Griffith: Probably 2,500 to 3,000 seats.

Lindsay Poe Rousseau: This is just all lower bowl right?

Frank Griffith: Yes. This is lower bowl where we can push the retractable seating back to have a bigger floor area for Monster Jam and other shows.

Brandi Baily: What happens to what is currently there?

Frank Griffith: The current seating will be removed by Irwin Seating.

Brandi Baily: Will we sell it on Purple Wave or is it just disposed of?

Frank Griffith: They are responsible for removing the current seating. It will not go on Purple Wave as far as I know.

**BOARD OF BIDS AND CONTRACTS DECEMBER 2, 2021**

**6. ON-CALL ARCHITECTURAL AND ENGINEERING SERVICES -- PROJECT SERVICES**

**FUNDING -- VARIOUS DEPARTMENTS**

(Request sent to 104 vendors)

RFP #21-0069 Contract

Title of Staff Position and Hourly Rate	<b>Hanney &amp; Associates Architects</b>	<b>Schaefer Johnson Cox Frey Architecture, Inc. dba SJCF Architecture</b>	<b>LK Architecture, Inc.</b>
1. Project Architect	<b>\$65.00</b>	<b>\$100.00</b>	<b>\$140.00</b>
2. Project Manager	<b>\$80.00</b>	<b>\$120.00</b>	<b>\$175.00</b>
3. Interior Design	<b>\$50.00</b>	<b>\$80.00</b>	<b>\$100.00</b>
4. Landscape Design	<b>\$75.00</b>	<b>\$90.00</b>	<b>\$175.00</b>
5. Electrical Engineer	<b>\$100.00</b>	<b>\$105.00</b>	<b>\$115.00</b>
6. Mechanical Engineer	<b>\$80.00</b>	<b>\$105.00</b>	<b>\$115.00</b>
7. Structural Engineer	<b>\$100.00</b>	<b>\$110.00</b>	<b>\$95.00</b>
8. Civil Engineer	<b>\$90.00</b>	<b>\$100.00</b>	<b>\$120.00</b>
Title of Staff Position and Hourly Rate	<b>Spangenberg Phillips Tice, LLC dba Spangenberg Phillips Tice Architecture</b>	<b>DuBois Consultants Inc</b>	<b>GLMV Architecture, Inc.</b>
1. Project Architect	<b>\$110.00</b>	<b>\$140.00</b>	<b>\$100.00</b>
2. Project Manager	<b>\$120.00</b>	<b>\$185.00</b>	<b>\$120.00</b>
3. Interior Design	<b>\$105.00</b>	<b>\$100.00</b>	<b>\$80.00</b>
4. Landscape Design	<b>\$100.00</b>	<b>N/A</b>	<b>\$80.00</b>
5. Electrical Engineer	<b>\$100.00</b>	<b>\$179.00</b>	<b>\$100.00</b>
6. Mechanical Engineer	<b>\$100.00</b>	<b>\$142.00</b>	<b>\$100.00</b>
7. Structural Engineer	<b>\$120.00</b>	<b>\$146.00</b>	<b>\$110.00</b>
8. Civil Engineer	<b>\$125.00</b>	<b>\$146.00</b>	<b>\$120.00</b>
Title of Staff Position and Hourly Rate	<b>Alloy Architecture</b>		
1. Project Architect I	<b>\$130.00</b>		
2. Project Manager	<b>\$140.00</b>		
3. Interior Designer I	<b>\$110.00</b>		
4. Project Engineer II	<b>\$115.00</b>		
5. Structural Engineer	<b>\$95.00</b>		
No Bids	Architectural Development Services, LLC	Clarkitecture, LLC	Coonrod & Associates Construction
	Evans Building Co., Inc.	Folgers & Associates, Inc.	Gravity::Works Architecture, P.A.
	Key Construction, Inc.	Landmark Architects	Moody Nolan, Inc
	Randal Steiner Architect, P.A.	SFS Architecture, Inc.	Sheldon Architecture, Inc.
	The Law Company, Inc.	Wildcat Construction Co., Inc.	Yeager Architecture, Inc.

On the recommendation of Joe Thomas, on behalf of Project Services, Brandi Baily moved to **accept all submitted proposals from Hanney & Associates Architects, Schaefer Johnson Cox Frey Architecture, Inc. dba SJCF Architecture, LK Architecture, Inc., Spangenberg Phillips Tice, LLC dba Spangenberg Phillips Tice Architecture, DuBois Consultants Inc., GLMV Architecture, Inc., and Alloy Architecture and establish contracted hourly rates as listed above and in the respective proposal responses for a period ending October 1, 2022 with five (5) one (1) year options to renew.** Greg Gann seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lorien Showalter Arie – Budget; Tania Cole – Manager’s Office; Sandy Anguelov – Project Services; Andrew Dilts – Facilities Maintenance; and Joseph Thomas – Purchasing evaluated the proposal responses based on criteria set forth in the RFP. The committee unanimously agreed to accept the proposals from all vendors listed above.

Recommendation considerations include qualifications, experience, depth of staff, previous county or other municipal projects, and various cost factors. Services acquired under this contract will include; cost estimating, preparation of schematic drawings & construction documents, bidding assistance and other typical architectural and engineering services for various county projects including Americans with Disabilities Act (ADA) upgrades, remodels, new construction, space planning, etc. Utilizing a selection of architects and engineers allows the county to fast track project commencement and pair specialized projects to experienced firms with a history of similar work, limiting errors in construction.

This solicitation is intended for use for projects with a projected construction budget of \$350,000.00 or more. For projects with a projected construction budget of less than \$350,000.00, a previous On-Call Architectural & Engineering solicitation will be used. At the county’s discretion, any project may be bid using another solicitation process.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are five (5) components to this RFP:

Component	Points
A. Ability to meet or exceed all Request for Proposal conditions and instructions as outlined herein.	20
B. Competence to perform the specified and mandatory services as reflected by technical training and education, experience in providing required services, and the qualifications and competence of persons who would be assigned to perform the services. Prior work experience, job sizes and history of proven performance	20
C. Capacity to perform the services in the required time as reflected by workload, availability of adequate personnel, equipment, and facilities. The ability to manage projects simultaneously and expeditiously, approach to problem/task resolution, methodology/data gathering techniques and procedures and teamwork	20
D. Past performance with respect to cost control, quality of work, value engineering and ability to meet deadlines. This shall be determined in part by a check of references for similar projects and/or services provided for governmental entities or organizations of similar size and scope.	20
E. Proposing the services described herein with the most advantageous and prudent methodology and costs to the county.	20
<b>Total Points</b>	<b>100</b>

## Questions and Answers

Brandi Baily: This is giving us the option to have seven (7) different architects on call. How many do we currently have on call?

Andrew Dilts: We currently have six (6) architects on call.

Brandi Baily: Are we just adding another one for us to pull from?

Andrew Dilts: The six (6) architects we have on call are for projects with a construction budget cap of \$350,000.00. This will give us seven (7) architects on call for any project over \$350,000.00.

Russell Leeds: Some of the architecture firms on this list are also a part of the below \$350,000.00?

Andrew Dilts: Yes. The majority of the respondents are part of the previous solicitation list.

Russell Leeds: We have experience with most of these folks?