

ITEMS REQUIRING BOCC APPROVAL
January 27, 2022
(3 Items)

1. KRONOS WORKFORCE MAINTENANCE AND SUPPORT -- DIVISION OF INFORMATION & TECHNOLOGY
FUNDING -- ENTERPRISE RESOURCE
(Hardware/Software Maintenance)

#22-2004 Contract

Maintenance and Support - Workforce (Hardware and Software) 03/17/2022- 03/16/2023	Kronos Incorporated
Software Support Services	\$69,086.24
Equipment Support Services	\$32,102.30
Educational Services	\$11,531.01
Total	\$112,719.55

On the recommendation of Tammy Culley, on behalf of Division of Information & Technology, Anna Meyerhoff-Cole moved to **accept the quote from Kronos Incorporated in the amount of \$112,719.55**. Russell Leeds seconded the motion. The motion passed unanimously.

Kronos Workforce provides the E-Timesheet system and various time clocks for Sedgwick County departments. This system integrates with SAP to provide a complete timekeeping/payroll solution.

The above amount reflects an increase of approximately 7.6% from the last contract period.

Notes:

The total spend for 2021 was \$104,725.28.

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2. GREEN CLIMBER REMOTE CONTROL MOWER -- PUBLIC WORKS

FUNDING -- LV300 PRO REMOTE CONTROL MOWER

(Joint Governmental Purchase - Sourcewell Contract #070821-GCL)

#22-2006 Contract

	Key Equipment & Supply Co.
	Price
LV300 Pro w/Flail and Bucket Attachments	\$69,572.50

On the recommendation of Britt Rosencutter, on behalf of Public Works, Anna Meyerhoff-Cole moved to **accept the quote from Key Equipment and Supply Co. based on Sourcewell Contract #070821-GCL in the amount of \$69,572.50**. Kenly Zehring seconded the motion. The motion passed unanimously.

This piece of equipment is an industrial grade remote-controlled slope mower to be used by Public Works' field personnel throughout the county to safely mow and maintain steep slopes and difficult to reach locations within the public rights-of-way. These areas are currently unmaintainable or require time consuming work by hand. The mower also includes a versatile bucket attachment that will allow it to be used to clean box culverts of silt and debris, as well as move dirt and aggregate in areas where use of larger traditional equipment is not feasible.

This will be a new addition to the Public Works' fleet.

Notes:

This pricing was competitively bid through the Sourcewell bidding process.

Questions and Answers

Anna Meyerhoff-Cole: Is there a maintenance or service package included or is this something we will be able to maintain ourselves?

John Medlam: We will be able to maintain it ourselves.

Russell Leeds: What is the anticipated life of this piece of equipment?

John Medlam: Hopefully 10 years.

Russell Leeds: So this is primarily going to be used for mowing steep grades that currently are not mowed and I understand it has other remote capabilities in other areas that are potentially dangerous for our employees to manage traditional tractors or backhoes or something like that. On the mowing side of this thing those slopes that are steep and hard to reach that we normally don't mow, is there a public safety reason to do that? Is the growth blocking signage? If we're not mowing it currently, is there a reason to mow those?

John Medlam: There's a reason to go around the edges because the overgrowth will slowly get up in the line of sight of the traffic.

Russell Leeds: I assume this item is budgeted within your existing allocation and budget authority. Was this money approved through the 2022 budget process?

Britt Rosencutter: Yes it was.

Russell Leeds: So this was something that was budgeted for?

Britt Rosencutter: Yes. It was approved by BoCC.



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3. TEMP SERVICES - TRAVELING NURSES -- VARIOUS DEPARTMENTS

FUNDING – AMERICAN RESCUE PLAN ACT (ARPA)

(Request sent to 48 vendors)

RFP #21-0062 Contracts

Aequor Healthcare Services, LLC		Arch Staffing & Consulting		Bilkins Inc.	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$90.00	RN	\$109.10	RN	\$110.00/\$148.50
LPN	\$70.00	LPN	\$76.10	LPN	\$60.00/\$81.00
MA	\$50.00	MA	\$67.10	CNA	\$50.00/\$67.50
Conversion Fees		Techs	\$76.10	MA	\$60.00/\$81.00
Incomplete		CNA	\$49.10	Conversion Fees	
		EMT	\$76.10	0 to 3 months	12% of annual salary
		Conversion Fees		3 to 6 months	10% of annual salary
		0-30 days	25%	Above 6 months	0%
		31-90 days	20%		
		91-120 days	15%		
		121+ days	\$500.00 Admin		
Cedar Park Group Inc.		Cross Country Staffing, Inc. dba Cross Country Healthcare Services		Favorite Healthcare Staffing, Inc.	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$186.00	Vaccine RN	\$110.00	RN	\$110.00
LPN	\$123.20	Conversion Fees		LPN	\$77.00
MA	\$108.80	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)		Tech	\$77.00
CNA	\$80.00			EMT	\$77.00
Tech	\$123.20			MA	\$68.00
Conversion Fees				CNA	\$50.00
25% of the employer's annual base salary minus the profit made by the agency while the employee worked for the agency				Conversion Fees	
				LPN	\$4,500.00
				Tech	\$4,500.00
				EMT	\$4,500.00
				MA	\$3,500.00
				CNA	\$3,000.00
Greenstaff Medical Staffing LLC		HR Support		LanceSoft, Inc.	
Incomplete		Positions	Hourly Rates	Positions	Hourly Rates
		RN	\$120.00	Traveling Nurse	\$96.75
		LPN	\$80.00	RN	\$68.15
		MA	\$70.00	LPN	\$46.64
		Phlebotomists (for testing)	\$70.00	MA	\$24.58
		Personal Admin Services	\$50.00	Techs	\$46.28
		Drivers	\$48.00	CNA	\$22.81
		Drug Screening	\$70.00/person	EMT	\$58.27
		Background Check	\$50.00/person	Conversion Fees	
				Conversion Fees	
		5%		1-2 months	12% annualized salary
				3-4 months	5% annualized salary
				above 4 months	0%

Management Recruiters of Fort Worth-SW, L.P. Siter-Neubauer & Associates dba		Maxim Healthcare Staffing Services, Inc.		Medical Alliance Staffing Resource	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$92.00 \$138.00 (overtime/holidays)	Travel RN	\$110.00	RN	\$75.75
MA	\$42.50 \$63.75 (overtime/holidays)	RN	\$82.00	LPN	\$70.25
LPN/LVN	\$53.50 \$80.25 (overtime/holidays)	LPN	\$77.00	CNA	\$35.75
CNA	\$48.75 \$73.13 (overtime/holidays)	Medical Specialist	\$52.50	Epidemiologist	\$62.75
EMT	\$53.50 \$80.25 (overtime/holidays)	MA	z	First & Last Day of Travel	\$48.00
Phlebotomist/Lab Tech	\$48.75 \$73.13 (overtime/holidays)	CNA	\$50.00	M&EI	\$24.00
Conversion Fees		EMT	\$77.00	Lodging Daily Rate	\$51.50
0-200 hours	33% of first year annual salary	Conversion Fees		Conversion Fees	
201-400 hours	30% of first year annual salary	Aggregate Hours Worked (12 month period)	Fee: % of Annualized Starting Salary	Timeframe worked at facility through Medical ASR	Permanent Placement Fee (percentage of contracted salary)
401-600 hours	27.5% of first year annual salary	0-260	20%	30 days	10%
601-800 hours	25% of first year annual salary	261-520	15%	31 days or more	5%
801-1000 hours	20% of first year annual salary	521-780	10%		
1000+ hours	0%	781-1040	5%		
		1041+	0%		
Medical Edge Recruitment, LLC		OCC Inc. dba OC Service		ProLink Healthcare, LLC	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$110.00	RN	\$99.50	RN	\$110.00
LPN	\$77.00	LPN	\$72.00	LPN	\$77.00
CNA	\$50.00	MA	\$65.50	MA	\$68.00
MA	\$68.00	Techs	\$72.00	Techs	\$77.00
Techs	\$77.00	EMT	\$72.00	CNA	\$50.00
Any Other Position	Pay Rate + 42%	CNA	\$48.50	EMT	\$77.00
Conversion Fees		Conversion Fees		Conversion Fees	
% of Annual Salary - prorated for hours billed		\$2,500.00 per conversion		Direct Hire Fee (amount paid if hired prior to/during initial assignment)	25% of hired employee's first year salary
20%				Buyout Fee (amount paid if hired after completion of initial assignment)	Prorated off 25% and accumulated hours

R.L. Klein & Associates		ShareSTAFF, LLC		Staff Today Inc. (STI)	
Positions	Hourly Rates	Positions	Hourly Rates	Positions	Hourly Rates
RN	\$105.00	RN	\$128.00	RN	\$112.00
LPN	\$75.00	LPN	\$110.00	LPN	\$76.75
MA	\$65.00	CNA	\$75.00	CNA	\$49.50
Techs	\$75.00	Conversion Fees		MA	\$67.00
CNA	\$48.00	0-500 hours of performed work	\$10,000.00	NP	\$187.00
EMT	\$75.00	501-1,000 hours of performed work	\$5,000.00	EMT	\$75.00
Conversion Fees		1,001+ hours of performed work	\$250.00 Processing Fee	Techs	\$75.00
Waived				Conversion Fees	
				Hours Worked	Rates
				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 Bid	Advanced Personnel, Inc.	Apprentice Personnel	Exhibit Arts, LLC	Express Employment Professionals	LSI Staffing
	Manpower	Pure Health Nursing LLC	Randstad	Syndeo Staffing	The Arnold Group

On the recommendation of Joe Thomas, on behalf of various departments, Anna Meyerhoff-Cole moved to **accept the proposals from Cross Country Staffing, Inc. dba Cross Country Healthcare Services, Management Recruiters of Fort Worth-SW L.P., and Staff Today, Inc. (STI) for the rates listed above and in their proposal responses for a contract period of one (1) year with three (3) one (1) year options to renew.** Russell Leeds seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lucretia Burch and 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 at times may require traveling nurses 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 being 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
Total Points	100

Questions and Answers

Russell Leeds: It seems like we had something like this come before us not too long ago.

Joe Thomas: Yes sir. We've had several. We've had the Temp Services for Medical Staff, Temp Services for Disease Investigators, and Temp Services for General Office Staff Data Entry.

Russell Leeds: Now we're talking traveling nurses, which are a very hot commodity nationwide.