

BOCC APPROVAL MAY 4, 2022
 BOARD OF BIDS AND CONTRACTS APRIL 28, 2022

5. MEDICAL SERVICES -- SHERIFF'S OFFICE

FUNDING -- SHERIFF'S OFFICE

(Request sent to 127 vendors)

RFP #21-0065 Contract

Advanced Correctional Healthcare		VitalCore Health Strategies, LLC		Wellpath LLC	
Adult Detention Facility and Jail Annex - Medical		Adult Detention Facility and Jail Annex - Medical		Adult Detention Facility and Jail Annex - Medical	
Year 1	\$6,511,717.93	Year 1	\$7,643,841.77	Year 1	\$10,338,123.00
Over ADP by 10% or more Cost	\$0.41 (1,450 ADP)	Over ADP by 10% or more Cost	\$4.48 (1,450 ADP)	Over ADP by 10% or more Cost	\$3.19 (1,450 ADP)
Under ADP by 10% or more Credit	\$0.41	Under ADP by 10% or more Credit	\$2.74	Under ADP by 10% or more Credit	\$3.19
Year 2 Escalator/Inflationary Factor	4%	Year 2 Escalator/Inflationary Factor	2.5%	Year 2 Escalator/Inflationary Factor	3%
Year 3 Escalator/Inflationary Factor	4%	Year 3 Escalator/Inflationary Factor	3%	Year 3 Escalator/Inflationary Factor	3%
Turn Key Health Clinics, LLC		Armor Correctional Health Services, Inc. dba Armor Health		NaphCare, Inc	
Adult Detention Facility and Jail Annex - Medical		Adult Detention Facility and Jail Annex - Medical		Adult Detention Facility and Jail Annex - Medical	
Year 1	\$8,026,120.91	Year 1	\$9,123,152.00	Year 1	\$9,569,667.24
Over ADP by 10% or more Cost	\$3.38 (1,450 ADP)	Over ADP by 10% or more Cost	\$5.36 (1,450 ADP)	Over ADP by 10% or more Cost	\$4.50 (1,450 ADP)
Under ADP by 10% or more Credit	\$3.38	Under ADP by 10% or more Credit	\$5.36	Under ADP by 10% or more Credit	\$2.25
Year 2 Escalator/Inflationary Factor	3.5%	Year 2 Escalator/Inflationary Factor	3.8%	Year 2 Escalator/Inflationary Factor	4%
Year 3 Escalator/Inflationary Factor	3.5%	Year 3 Escalator/Inflationary Factor	3.9%	Year 3 Escalator/Inflationary Factor	4%
No Bid	Benefits Direct Insurance Network	Blue Cross & Blue Shield of Ks	Humana - Overland Park	Isolved Benefit Services	Mid-American Sports Medicine Orthopedics
	Primary Care Associates	Roll Form Group US, Inc.	Specialty Fabrication, Inc.	Trevar Patton, PHD	Tri-Star Benefits Systems Inc.
	Tristar Risk Management	Tryon & Heideman, LLC	Unishippers of Wichita	United Healthcare Services Inc.	

On the recommendation of Joe Thomas, on behalf of the Sheriff's Office, Anna Meyerhoff-Cole moved to **accept the proposal from VitalCore Health Strategies, LLC for contracted pricing shown above effective January 1, 2023 for a period of three (3) years with two (2) one (1) year options to renew.** Kenly Zehring seconded the motion. The motion passed 4-5 with Tim Myers abstaining.

An evaluation committee comprised of Jared Schechter, Paula Smith, and Jarod Scott - Sheriff's Office; and Joseph Thomas – Purchasing evaluated the proposal responses based on criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from VitalCore Health Strategies, LLC.

The Sheriff's Office is retaining the professional services to provide comprehensive health and mental health services to the inmate population. These services shall consist of medical, nursing, mental health (social work, psychiatry), medical records, lab, X-ray, ancillary services, pharmacy, medical dispensing to inmates, as well as off-site emergency, outpatient specialty, and inpatient hospitalization services.

It is the goal of the county that the vendor provides as many services as possible on-site, within the confines of the Sedgwick County Adult Detention Facilities to minimize community trips.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are 12 components to this RFP:

Component	Points
General requirements	
a. Organization capabilities & Experience client list and references (Sections 4.2 & 4.4)	10
b. Staff qualifications – governance and administration (Section 4.3)	10
c. Litigation and claims history and experience (Section 4.5)	5
Technical requirements	
a. Inmate care and treatment (Section 5.1)	10
b. Staffing (Sections 5.2-5.7)	10
c. Health promotion and disease prevention (Section 5.8)	5
d. Special needs services (Section 5.9)	5
e. Health Records (Section 5.10)	5
f. Pharmaceuticals (Section 5.27)	5
g. Diagnostic services/ Hospital and specialized ambulatory care (Sections 5.29 & 5.30)	5
h. All other requirements (All other elements of section 5)	10
Cost	20
Total Points	100

Questions and Answers

Anna Meyerhoff-Cole: At least in Year 1, there is over \$1,000,000.00 difference between VitalCore and Advanced Correctional Healthcare. Can you speak a little bit about how VitalCore better met our needs?

Jared Schechter: When evaluating Advanced and VitalCore side by side, Advanced came in with a staffing profile of only 38 staffing members for an entire medical staff for a facility to handle over 1,500 inmates on our current sub medical staffing, which is already stretched resource-wise at staffed at 53. So you are already looking at a 15 person difference. VitalCore came in with a staffing proposal of 53 also. So that's a big difference there. Advanced also wanted Detention staff to do all medical intakes, which is something far beyond our abilities as the correctional staff to do when VitalCore would have medical staffing doing these assessments and doing these intakes. I can go on further but those were the two (2) big components that really concerned the evaluation committee.

Tim Kaufman: I see in this contract there is a reconciliation around the projected ADP both up and down. You get a credit if you are below and there's a surcharge if you're above?

Jared Schechter: Correct.

Tim Kaufman: Has there been a discussion about a transition plan with this being a new vendor?

Jared Schechter: Not yet but that's part of the reason why we started this process very early because if the vendor was selected, that would give us over six (6) months to get the contract finalized and begin the transition process. Through the interview process with the finalists said that six (6) months was more than ample time to do a transition. They were all very confident and laid out their transition plans to us in those interview processes for this.