



BOARD OF EDUCATION OF HOWARD COUNTY
MEETING AGENDA ITEM

TITLE: Bids and Contracts

DATE: July 11, 2019

PRESENTER(S): Douglas Pindell, Purchasing Director

Strategic Call to Action Alignment: Operations and practices are responsive, transparent, fiscally responsible and accountable, with students at the heart of all decisions.

OVERVIEW:

Table with 3 columns: Exhibit, Description, Amount. Row 1: PC-01, TEMPORARY STAFFING SERVICES, \$650,000.00. Includes list of services like EBS, Supplemental Health Care, etc.

Continued on next page

PC-Competitive solicitations issued by the Procurement Office.

PR-Piggyback recommendations as allowed by law and policy.

RECOMMENDATION/FUTURE DIRECTION:

It is recommended that the Board approve the bid award recommendations in the amounts listed.

SUBMITTED BY: Douglas Pindell, Purchasing Director

APPROVAL/CONCURRENCE: Michael J. Martirano, Ed.D., Superintendent

Kathlee Turner-Little, Deputy Superintendent

Anissa Brown-Dennis, Chief Operating Officer

**TEMPORARY STAFFING SERVICES
RFP #001.19.B2**

Fact Sheet

1. The school system requires the services of outside agencies to provide temporary staffing services for physical therapy, speech-language therapy, occupational therapy services as well as teachers of the deaf and hard of hearing and of the blind and visually impaired. Services will be provided on an as needed basis. The solicitation was posted on both the Purchasing web page and ebidmarketplace.com as required by the State of Maryland.
2. A Request for Proposal was prepared and issued to solicit proposals from qualified and competent agencies to provide the required services throughout the school year. The contract term will begin upon contract award and terminate on June 30, 2020, with the option to extend the contract for an additional four one-year periods subject to satisfactory performance and funding.
3. Responses were received from 27 firms.
4. An evaluation, chaired by Dr. Emily Kinsler, Coordinator, Countywide Services, Department of Special Education, was conducted. All proposals were scored and ranked based on a total possible score of 10 points, with seven (7) being a passing score. The rankings are as follows:

1	EBS -Educational Based Services	15	Comprehensive Therapy Consultants
2	Supplemental Health Care	16	Epic Developmental Services
3	Health PRO Pediatrics, LLC	17	Soliant Health, Inc.
4	Rehabilitation Services, Inc.	18	Therapia Staffing
5	Pediatric Developmental Services	19	The Stepping Stones Group, LLC
6	Staffing Plus	20	Therapy Source, Inc.
7	Children's Evaluation & Therapy Center	21	EDU Healthcare
8	Invo Healthcare	22	Mediscan Therapy
9	Advanced School Staffing	23	Bilingual Therapies
10	Speech Rehab Services, LLC	24	Therapy Travelers
11	AmplioSpeech	25	Access Therapies
12	The Maryland Therapy Network	26	Worldwide Travel Staffing
13	CRA Therapy	27	All American Healthcare Services
14	County Therapy Associates		

5. All firms being recommended are in "Good Standing" with the State of Maryland Department of Taxation.
6. It is recommended that the Board of Education authorize staff to negotiate with vendors ranked 1-25, which scored the highest and met all criteria, to establish fixed price indefinite quantity contracts to meet the specialized service needs of the individual students. The estimated total annual budget for these services is \$650,000.00.
7. Funding for these services is located in the FY20 Operating Budget, Academics - Special Education, Countywide Services and Speech, Language, and Hearing Services, Programs #3320, 3321, and 3325.

RFP 001.19.B2 - Special Education Staffing Rates

Respondents & Rates	OT	PT	SLP	CFY	TVI	ToDHH
EBS-Educational Based Services	\$68.00	\$68.00	\$68.00		\$65.00	\$65.00
Supplemental Health Care	\$68.00	\$68.00	\$68.00	\$14.00	\$68.00	\$68.00
Health PRO Pediatrics	\$64.00	\$64.00	\$69.00	\$65.00	\$63.00	\$63.00
Rehabilitation Services, Inc.	\$71.00	\$69.00	\$71.00		\$42.89	\$42.89
Pediatric Developmental Services Staffing Plus	\$70-80 \$68.75	\$68.75	\$68.75			
Children's Evaluation & Therapy Center	\$76.00	\$79.00	\$75.00	\$68.00	\$87.00	\$87.00
Invo Healthcare	\$67.00	\$67.00	\$71.50			
Advanced School Staffing	\$68-73	\$68-73	\$68-73	\$65-67		
Speech Rehab Services, LLC	\$68.00	\$68.00	\$66.00	\$60.00	\$64.50	\$64.50
AmplioSpeech			\$62.00			
The Maryland Therapy Network	\$70.00	\$70.00	\$70.00	\$68.00		
CRA Therapy	\$69.00	\$69.00	\$69.00	\$67.00	\$60.00	\$60.00
County Therapy Associates	\$72.00	\$72.00	\$72.00			
Comprehensive Therapy Consultants	\$64.00	\$64.00	\$68.00	\$63.00		
Epic Developmental Services	\$76.00	\$76.00	\$76.00		\$80.00	\$80.00
Soliant Health, Inc.	\$78.00	\$85.00	\$77.00	\$72.00	\$85.00	\$85.00
Therapia Staffing	\$69.00	\$69.00	\$69.00		\$65.00	\$65.00
The Stepping Stones Group	\$70.00	\$70.00	\$70.00	\$66.50	\$63.00	\$63.00
Therapy Source, Inc.	\$73.50-74	\$73.50-74	\$75-76			
EDU Healthcare	\$80.00	\$80.00	\$80.00		\$70.00	\$70.00
Mediscan Therapy	\$75.00	\$75.00	\$75-79	\$70.00	\$68.00	\$68.00
Bilingual Therapies	\$75-79	\$79-85	\$75-79	\$75.00	\$80-83	\$80-85
Worldwide Travel Staffing	\$115-130	\$125-145	\$85-95			
Access Therapies	\$65.00	\$65.00	\$70.00			
Therapy Travelers	\$62-70	\$62-70	\$62-70	\$56-60		
All American Healthcare Services	\$66.00	\$66.00	\$66.00			