

EXECUTIVE SUMMARY

Recommendation of \$500,000 or Greater FY21-007 – Speech-Language Pathology and Audiology Services

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the recommendation to award Request for Proposal (RFP) FY21-007 – Speech-Language Pathology and Audiology Services for a period of three (3) years from July 1, 2020, through June 30, 2023, with two (2) one (1) year renewal options. This RFP will replace the current RFP 18-001V – Speech-Language Pathology and Audiology Services that will expire on June 30, 2020. This RFP will provide speech-language pathology and audiology services to eligible students in accordance with the Individuals with Disabilities Act.

Due to the COVID-19, the spending authority being requested is \$8,560,000, and covers the estimated amount projected for the first twelve (12) months; therefore, additional spending authority to cover the remaining term of the RFP will be requested in a future date.

Goods/Services Description

Responsible: Exceptional Student Learning Support (ESLS)

Although it is recognized that some students may benefit from speech-language pathology and audiology services, only those students with a disability who meet federal and state guidelines may be served. These services are designed to provide support to students whose disorder(s) interfere with communication and adversely affect performance or functioning in the student's typical learning environment and result in the need for exceptional student education.

Performance requirements included within the RFP:

- a) Awardees must provide speech-language pathologists whose performance is consistent with standard professional care and who comply with the State of Florida Department of Health, Division of Medical Quality Assurance, and Board of Professional Regulation for speech, language, and audiology requirements.
- b) Awardees shall have their speech-language pathologists attend two (2) scheduled policies/procedures meetings, considered as part of their workday, of not less than three (3) hours, as determined by the District. These meetings will include but are not limited to, general information on the policies and procedures of the Broward County special programs and procedures, the rights of students with disabilities, and other operational procedures required to carry out the therapy program.
- c) Audiology services will determine the type and degree of hearing impairment and will implement habilitation and rehabilitation services for the student(s); administer and interpret a variety of tests (e.g., air and bone conduction, speech reception, and discrimination) to determine type and degree of hearing impairment, site of damage, and effects on comprehension and speech; evaluate test results about behavioral, social, educational, and medical information obtained from patients, families, teachers, speech pathologists, and other professionals to determine communication problems related to a hearing disability; as well as plan and implement prevision, habilitation, or rehabilitation services (e.g., hearing aid selection and orientation, counseling, auditory training, lip reading, language habilitation, speech conservation, and other treatment programs developed in consultation with speech pathologists and other professionals).

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Also, this RFP provides speech-language pathologists and audiologists for students who have a communication disorder in the areas of language, speech (articulation, fluency, voice), and/or deaf/hard of hearing. Without these services, speech and/or language impaired students would not develop to their potential in the areas of communication, pre-academic learning, vocational training, or social adjustment.

The projected spending authority for this RFP will include these factors, stated below, to come to an estimated spending authorization for this contract.

- Increase in student services as well as make-up sessions;
- Unexpected vacancies of Speech-Language Pathologists (SLP) due to some factors (family illness, early retirement, transfer, etc.), which have prompted the additional contractual costs;
- Include hospital, homebound students, for whom Exceptional Student Education and Support Services (ESE/SS) Department had to pick up the cost of services due to a shortage of District SLPs available to provide these services (including make-up sessions);
- Extensive growth in speech-language pathology personnel needed over the last three (3) school years related to the need to address high caseload issues discussed by both the Evergreen Report and the ESE/SS Task Force. Because the field is a critical shortage area, these positions are typically filled by contractual personnel who are paid an hourly rate based on a seven (7) hour day.

Nationwide, the fields of speech-language pathology and audiology are considered to be areas of critical shortage. There is a shortage of graduates choosing school-based speech-language pathology and/or audiology as a profession to pursue. Many schools lose potential job candidates to more lucrative positions at hospitals, rehabilitation centers, or private practice. Within the District, retirements, resignations, transfers, medical/family leave, and growth positions to address caseload/workload issues impacts the number of positions that are required to maintain the provision of Free Appropriate Public Education for students with disabilities.

Speech-Language Pathology Contracted Positions			
Description	School Year (SY) 2017-2018	School Year 2018-2019	School Year 2019-2020 (through May 4, 2020)
Total SLP Contractual Positions	123	140	162
Number of SLP services being provided	23,341	24,770	29,109

Three (3) year trend data for the number of students with a Primary Eligibility of Speech and Language Impaired.

PK Assessment via Child Find total of SI and LI primary eligibility

2017-2018 SY	2018-2019 SY	2019-2020 SY
321	371	Pending

K-12 SI and LI Primary Eligibility

2017-2018 SY	2018-2019 SY	2019-2020 SY
8,060	8,135	8,282

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COVID-19 Pandemic

Speech and Language services for students eligible via their Individual Evaluation Plan (IEP) have been provided since the school closure took place on March 16, 2020. Therapists are providing services in a variety of ways, including but not limited to parent/student home packets with parent conferencing, push-in services with ESE/Gen Ed teachers via Teams or Zoom meeting, home packets, and teletherapy. Services will continue to be provided through June 2, 2020.

Procurement Method
Responsible: PWS

The procurement method chosen is through a competitive solicitation, which is required by Purchasing Policy 3320, Part II, Rule D, and Florida Administrative Code 6A-1.012(7).

This solicitation was released to the public from November 14, 2019, through December 12, 2019, where one hundred forty (140) vendors were notified, thirty-seven (37) vendors downloaded the RFP documentation. Twenty-five (25) vendors responded to the RFP and submitted proposals. Three (3) vendor's proposals were rejected entirely due to not meeting the minimum eligibility requirements of the RFP.

The evaluation meeting was held on January 9, 2020, and the committee members consisted of:

Deneen Gorassini - Coordinator, Medicaid/504
Debra Harrington -Curriculum Specialist- Speech-Language Impaired, ESLs Department
Lisa-Ann Clarke-Financial Administrator, Medicaid/504

In accordance with Section 5.0, evaluation of proposals and the Evaluation Committee, it is recommended that the following listed Proposers be recommended for approval by the School Board for Healthcare Services. To be considered qualified for an award, the minimum score of sixty-five (65) points or higher is required.

Academic Staffing, Inc.
All Source Recruiting Group, Inc.
d/b/a Ardor Health Solutions
AmplioSpeech, Inc.
Audrey B. Greenwald, M.S., CCC, P.A.
d/b/a Boca Speech Center
Community Rehab Associates, Inc.
d/b/a CRA Therapy
Comprehensive Therapy Consultants, Inc.
*Creative Solutions Companion Care Services, "LLC" (**Prime MBE-AA**)
d/b/a Creative In Home Health
EBS Healthcare Staffing Services, Inc.
EDU Healthcare, LLC
The Execu/Search Group, LLC
*Global Speech and Rehab Services, LLC (**Prime M/WBE-AA**)
HealthPRO Pediatrics, LLC
Innovative Employee Solutions, Inc. (Prime) / Princeton Staffing Solutions
Invo Healthcare Associates, LLC
*MG Therapy, Inc. (**Prime M/WBE-HA**)
Orange Tree Staffing, LLC

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Pediatric Developmental Services, LLC
 RCM Technologies (USA), Inc.
 d/b/a RCM Health Care Services, A Division of RCM Technologies (USA), Inc.
 *Speech Rehab Services, LLC (**Prime WBE**)
 Sunbelt Staffing, LLC
 Therapro Staffing, Inc.
 Therapy Source, Inc.
 d/b/a TX Source, Inc.
 (* **Certified Prime Minority/Women’s Business Enterprise Vendor**)

The Affirmative Procurement Initiative recommended by the Supplier Diversity and Outreach Program for this RFP was the Minority/Women’s Business Enterprise Evaluation Preference for “Best Value” RFPs.

Financial Impact
Responsible: PWS & CSHC

Due to the COVID-19, the spending authority being requested is \$8,560,000, and covers the estimated amount projected for the first twelve (12) months; therefore, additional spending authority to cover the remaining term of the RFP will be requested in a future date.

The total spending authority estimated for the contract period is \$8,560,000, as calculated below:

Projected Avenue Monthly Expenditures	\$ 713,092
<u>Number of Months</u>	<u>36</u>
Estimated forecasted spend	\$25,671,325
<u>Estimated forecasted spend for twelve (12) months</u>	<u>\$ 8,557,108</u>
<u>Total Forecasted Spend (rounded)</u>	<u>\$ 8,560,000</u>

The funding source will come from the general fund through school-based Florida Public Schools full-time equivalent generated for speech-language services and from the Exceptional Student Learning Support Department’s operating budget. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.