

EXECUTIVE SUMMARY

Recommendation for Additional Spending Authority 18-002V – Healthcare Services

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve additional spending authority for Request for Proposal (RFP) 18-002V – Healthcare Services. RFP 18-002V was approved by the School Board on June 13, 2017, as part of Agenda Item EE-28 for a term of three (3) years from July 1, 2017 through June 30, 2020 with an authorized spending authority of \$11,250,000.

The additional spending authority being requested is \$1,324,571. The new spending authority will be \$12,574,571.

Goods/Services Description

Responsible: Coordinated Student Health Services (CSHS)

This RFP provides Registered Nurses, Licensed Practical Nurses, and non-licensed assistive healthcare personnel (e.g., Health Support Technicians and Medical Assistants) to District students with special needs and chronic health conditions. Student Individual Educational Plans (IEPs) or 504 Plans reflect these services, when necessary, for students with chronic health conditions; such as diabetics, asthmatics, cystic fibrosis, seizure, hypersensitivity to allergens, and other medical conditions. Based on the acuity level of healthcare, some students receive services for a specified number of hours during the school day, while some students require services for the full day or direct one (1) to one (1) care. This also includes nursing services for students while being transported to and from school or to off-site school activities and substitute nursing staff coverage for District nurses.

With the increasing prevalence of students with disabilities, which include those who have special healthcare needs, requires a higher acuity level of care by a professional Registered Nurse (RN). The care coordination for students with chronic health conditions has compounded the need for an increase in the number of RN's and, in some cases, additional hours assigned to manage the care for students with chronic health conditions such as diabetes. The RN provides the health expertise, collaborates with the student's physician, manages the technology/ insulin pump and glucose control, provides social-emotional support to students in dealing with the challenges of their condition. The RN develops the Individualized Health Care Plan (IHCP), which outlines the student's diabetes management strategies, they prepare an emergency care plan (ECP), that summarizes how to recognize and treat symptoms as hypoglycemia and hyperglycemia and directs action to implement and provide training to staff on the ECP. The RN also participates in the IEP and 504 planning for the student's health needs.

DATA Points for Chronic Health Conditions
Number of Students with Chronic Health Conditions – Reference Florida Department of Health School Health Annual Report:
2017-2018 – 61,888
2018-2019 – 68,996
There was an increase of (7,108) chronic health conditions from the school year 2017-2018 to the school year 2018-2019. This is approximately an eleven-point-four (11.4) percent increase.
The number of students with Diabetes:
2017-2018 – two hundred seventy-one (271)
2018-2019 – five hundred fifty (550)
There was an increase of approximately fifty (50).

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Procurement Method

Responsible: PWS

The procurement method chosen was 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 on January 20, 2017 through Demandstar, and proposals were opened on February 16, 2017, where two hundred and eight (208) vendors were notified, and thirty-eight (38) vendors downloaded the solicitation. Eleven proposals were received from

- ATC Healthcare Services
- Broward Children’s Center
- Executive/Search Group
- Integrity Health Services
- Maxim Healthcare
- Medical Staffing Network
- Nurse Care
- Sierra Lifecare
- Sunbelt Staffing
- South Broward Hospital District
- Trinity Healthcare Services

South Broward Hospital District’s proposal was rejected and did not meet the cost section of the RFP. Ten (10) proposals were evaluated by the Evaluation Committee consisting of:

- Gail Adams – Clinical Nursing Supervisor, Coordinated Student Health Services
- Annette Burrows - Clinical Nursing Supervisor, Coordinated Student Health Services
- Marcia Bynoe – Director - Coordinated Student Health Services
- Lisa Ann Clarke – School Medicaid Accountant, Student Medicaid/504
- Deneen Gorassini – Coordinator – Student Medicaid/504
- Lisa Stern – Clinical Nurse - Coordinated Student Health Services

The Evaluation Committee evaluated the ten (10) proposals on March 27, 2017, and recommended to award this contract to the three (3) highest ranked proposers who are Integrity Health Services, Sierra Lifecare, and Maxim Healthcare. This contract was brought to the School Board for approval on June 13, 2017, Agenda Item EE-28.

A new RFP FY21-008 – Healthcare Services will replace RFP 18-002V and will be presented at a May or June School Board meeting.

Financial Impact

Responsible: PWS and CSHS

The District is requesting additional spending of \$1,324,571 due to the eleven-point-four (11.4) percent for students with chronic healthcare conditions and to cover the remaining months of the term, as demonstrated in the breakdown below:

Historical Spending	Amount
Average monthly expenditure	\$ 349,294
Number of months left	x 4
Forecasted spend	\$ 1,397,175
(-) Unused authorized spending	\$ 72,604
Additional spending authority for the current term	\$ 1,324,571

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Financial Impact Table			
Action	Date	Term	Amount
Original spending authority request	6/13/17	3 (years)	\$11,250,000
Additional spending authority	4/21/20	4 (months)	\$ 1,324,571
New total contract amount			\$12,574,571

The funding source will come from the IDEA Grant, ESLS, and Medicaid budgets. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.