

RFP 18MISC10
CONTRACT SERVICE AGENCIES FOR PRIVATE DUTY NURSING

FACT SHEET

A. **Overview:** This recommendation is to qualify multiple licensed nursing agencies to provide private duty nursing services for the care of medically fragile students during the school day. Bids were opened on May 15, 2018.

1. **Bid participation:**

63 bids downloaded
18 companies submitted a bid

2. **Bids were received from:**

Access Nursing Services of Maryland, Inc. dba: Access Nursing Services (Lutherville, MD)
Automatic Nursing Care Services, Inc. (Takoma Park, MD)
Blessing Home Healthcare Services (Gaithersburg, MD)
Change Resource & Support Services, Inc. (Baltimore, MD)
Compassionate Healthcare Nursing Services (Baltimore, MD)
MPS Healthcare, Inc. dba: Continuum Pediatric Nursing (McLean, VA)
CrownHills Enterprises, Inc. (Nottingham, MD)
Delta-T Group Maryland, Inc. (Columbia, MD)
EDU Healthcare (Huntersville, NC)
FEM Nursing Services, Inc. (Lanham, MD)
General Healthcare Resources, LLC dba: GHR Education (Plymouth Meeting, PA)
High Quality Care (Laurel, MD)
Kebros & Associates, LLC dba: SmartCare Home Health Services (Silver Spring, MD)
Madison Avenue Support Services, Inc. (Baltimore, MD)
Maxim Healthcare Services, Inc. (Columbia, MD)
Medical Staffing Services, Inc. dba: MSSF (Catonsville, MD)
Princess Global Recruitment and Staffing Agency (Laurel, MD)
Professional Nursing Services, Inc. (Cockeysville, MD)

3. **Other facts:**

- The initial contract term shall be effective from the date of award through June 30, 2020, with one two-year renewal term available.
- These services support a student while they are accessing their education to ensure their health and safety.
- Frederick County Public Schools makes no commitment to any agency for a minimum or maximum number of assignments, hours or overall value of work.
- Approximately \$598,414 has been expended to date in FY18.
- Selection is based on the total score of each bidder's technical and cost proposals.
- Three agencies received a score of zero, as indicated on the scoring summary, because their proposals were not submitted in accordance with specifications.
- The average service hour rate for LPN's is 6.5% higher than the last contract, and the RN hourly rate is 8.6% lower.
- This contract will be administered by Jenifer Waters, Health Service Specialist.

4. **Source of funding:** FY19 Approved Operating Budget and contingent upon Board approval of FY20 Operating Budget.

B. **Recommendation:** Staff recommends the contract for RFP 18MISC10, Contract Service Agencies for Private Duty Nursing, be awarded to various vendors, per the attached Scoring Summary and Bid Tabulation.

C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	BL/kl
____ Date	____ Date	____ Date	____ Date	BOE Mtg.: 07.11.18

RFP 18MISC 10, CONTRACT SERVICE AGENCIES FOR PRIVATE DUTY NURSING
SCORING SUMMARY

VENDOR	TECHNICAL SCORE 90 POINTS MAX	COST SCORE 50 POINTS MAX	TOTAL SCORE 140 POINTS MAX
MAXIM HEALTHCARE	87	38.2	125.2
MPS HEALTHCARE D/B/A CONTINUUM	83	44.9	127.9
ACCESS NURSING SERVICES	81	47.3	128.3
DELTA-T GROUP	80	44.9	124.9
PROFESSIONAL NURSING SERVICES	79	47.3	126.3
AUTOMATIC NURSING CARE	79	45.6	124.6
CROWNHILLS ENTERPRISES	78	50	128.0
KEBROS & ASSOC D/B/A SMARTCARE	73		
CHANGE RESOURCE AND SUPPORT	73		
MEDICAL STAFFING SERVICES	63		
BLESSING HOME HEALTHCARE	48		
GENERAL HEALTHCARE RESOURECES	41		
MADISON AVE. SUPPORT SERVICES	40		
EDU HEALTHCARE	27		
FEM NURSING SERVICES	26		
HIGH QUALITY CARE	0		
PRINCESS GLOBAL	0		
COMPASSIONATE HEALTHCARE	0		

TECHNICAL-- 90 POINTS ASSIGNED AS FOLLOWS

- Business Structure – 20
- Recruiting and Training Practices – 40
- Licensing and Insurance – 10
- Legal Issues – 10
- References – 10

RFP 18MISC10. CONTRACT SERVICE AGENCIES FOR PRIVATE DUTY NURSING SERVICES
BID TABULATION

SERVICE TYPE	ACCESS NURSING SERVICES OF MARYLAND, INC.	AUTOMATIC NURSING CARE SERVICES, INC.	CROWNHILLS ENTERPRISES, INC.	DELTA-T GROUP MAYRLAND, INC.	MPS HEALTHCARE INC.	MAXIM HEATHCARE SERVICES, INC.	PROFESSIONAL NURSING SERVICES, INC.
Licensed Practical Nurse (LPN)	\$37.00 / HR.	\$38.40 / HR.	\$35.00 / HR.	\$39.00 / HR.	\$39.00 / HR.	\$45.89 / HR.	\$37.00 / HR.
Registered Nurse (RN)	\$45.00 / HR.	\$45.00 / HR.	\$45.00 / HR.	\$44.00 / HR.	\$44.00 / HR.	\$50.60 / HR.	\$50.00 / HR.
Certified Nursing Assistant (CNA) / Certified Medication Technician (CMT)	\$22.00 / HR.	\$17.68 / HR.	\$27.00 / HR.	\$21.00 / HR.	Not Available	\$24.00 / HR.	Not Available