

RFP 18MISC11
CONTRACT STAFFING AGENCIES FOR SPEECH LANGUAGE PATHOLOGISTS, SCHOOL PSYCHOLOGISTS AND
SCHOOL THERAPISTS

FACT SHEET

- A. **Overview:** This recommendation is to qualify multiple staffing agencies to provide Frederick County Public Schools (FCPS) certified speech language pathologists, school psychologists, and school therapists on an as-needed basis. Bids were opened on June 7, 2018.

1. **Bid participation:**

70 bids downloaded
25 companies submitted a bid

2. **Bids were received from:**

Advanced Medical Personnel Services, Inc. dba: Advanced School Staffing (Broomfield, CO)
All Source Recruiting Group, Inc. dba: Ardor Health Solutions (Coral Springs, FL)
Assignment America, LLC dba: Medical Staffing Network, Inc. (Boca Raton, FL)
CHG Medical Staffing, Inc. dba: CompHealth Medical Staffing (Grand Rapids, MI)
Change Resource and Support Services, Inc. (Baltimore, MD)
Comprehensive Therapy Consultants (Atlanta, GA)
County Therapy Associates, LLC (Whiteford, MD)
Diskriter, Inc. (Pittsburgh, PA)
EBS Healthcare, Inc. dba: EBS – Educational Based Services (West Chester, PA)
EDU Healthcare (Huntersville, NC)
General Healthcare Resources, LLC dba: GHR Education (Plymouth Meeting, PA)
HealthPRO Heritage, LLC (Hunt Valley, MD)
National Speech Language Therapy Center dba: National Therapy Center (Bethesda, MD)
New Directions Solutions, LLC dba: Bilingual Therapies (Chicago, IL)
New Directions Solutions, LLC dba: ProCare Therapy (Tucker, GA)
Pennhurst Group, LLC dba: Epic Developmental Service (Towson, MD)
Progressus Therapy (Tampa, FL)
SHC Services, Inc. dba: Supplemental Health Care (Park City, UT)
Soliant Health, Inc. (Tucker, GA)
Staffing Options and Solutions, LLC (Lafayette, CO)
Staffing Plus, Inc. (Haverford, PA)
The Execu Search Group, LLC (New York, NY)
Therapia Staffing, LLC (Coral Springs, FL)
Therapy Source, Inc. (Plymouth Meeting, PA)
Virtus ET Scienta, LLC dba: Special Education Resources, LLC (Bowie 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 students when there are insufficient staff resources.
- FCPS makes no commitment to any agency for a minimum or maximum number of assignments, hours or overall value of work.
- Approximately \$529,630 has been expended to date in FY18.
- Selection is based on the total score of each bidder's technical and cost proposals.
- The average contracted service hour rates for all categories remain the same as the last contract.
- This contract will be administered by Celia O'Fallon, Supervisor of Speech/Language Services & Child Find and Ann Hammond, Supervisor of Psychological Services.

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

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- B. **Recommendation:** Staff recommends the contract for RFP 18MISC11, Contract Staffing Agencies for Speech Language Pathologists, School Psychologists and School Therapists, be awarded to various vendors, per the attached Scoring Summary and Bid Tabulation.
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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 18MISC11**CONTRACT STAFFING AGENCIES FOR SPEECH LANGUAGE PATHOLOGISTS, SCHOOL PSYCHOLOGISTS AND SCHOOL THERAPISTS****SCORING SUMMARY**

VENDOR	TECHNICAL SCORE 90 POINTS MAX	COST SCORE 50 POINTS MAX	TOTAL SCORE 140 max
ARDOR HEALTH SOLUTIONS	85.7	49.8	135.5
EBS -EDUCATIONAL BASED SERVICES	88.3	42.1	130.4
SOLIANT HEALTH	88.0	45.2	133.2
PROGRESSUS THERAPY	86.0	42.8	128.8
STAFFING OPTIONS AND SOLUTIONS	86.3	41.3	127.6
EDU HEALTHCARE	81.0	46.5	127.5
THE EXECU/SEARCH GROUP	81.3	45.9	127.2
SUPPLEMENTAL HEALTHCARE	83.3	43.8	127.1
SPECIAL EDUCATION RESOURCES	83.0	40.5	123.5
BILINGUAL THERAPIES	82.7	41.7	124.4
HEALTHPRO HERITAGE	83.7	40.2	123.9
NATIONAL THERAPY CENTER	80.3	42.0	122.3
PROCARE THERAPY	78.0		
COMPREHENSIVE THERAPY CONSULTANTS	77.0		
COMPHEALTH MEDICAL STAFFIING	75.7		
DISKRITER	74.7		
ADVANCED SCHOOL STAFFING	74.0		
COUNTY THERAPY ASSOC.	72.3		
THERAPIA STAFFING	72.3		
THERAPY SOURCE	70.7		
GHR ED	63.3		
MEDICAL STAFFING NETWORK	0.0		
CHANGE HEALTH SYSTEMS	0.0		
EPIC DEVELOPMENTAL	0.0		
STAFFING PLUS	0.0		

TECHNICAL--90 POINTS ASSIGNED AS FOLLOWS

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

RFP 18MISC11, CONTRACT STAFFING AGENCIES FOR SPEECH LANGUAGE PATHOLOGIST, SCHOOL PSYCHOLOGISTS AND SCHOOL THERAPISTS

BID TABULATION

	ALL SOURCE RECRUITING GROUP, INC. dba: ARDOR HEALTH SOLUTIONS		NEW DIRECTIONS SOLUTIONS, LLC dba: BILINGUAL THERAPIES		EBS HEALTHCARE, INC. dba: EBS-EDUCATIONAL BASED SERVICES		EDU HEALTHCARE		HEALTHPRO HERITAGE, LLC		NATIONAL SPEECH LANGUAGE THERAPY CENTER dba: NATIONAL THERAPY CENTER	
DESCRIPTION	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT
Speech Language Pathologist	\$63.00 / HR.	\$63.00 / HR.	\$74.00 / HR.	\$74.00 / HR.	\$75.00 / HR.	\$75.00 / HR.	\$67.50 / HR.	\$67.50 / HR.	\$74.00 / HR.	\$74.00 / HR.	\$75.00 / HR.	\$75.00 / HR.
School Psychologist	\$63.00 / HR.	\$63.00 / HR.	\$76.00 / HR.	\$76.00 / HR.	\$75.00 / HR.	\$75.00 / HR.	\$72.50 / HR.	\$72.50 / HR.	\$81.00 / HR.	\$81.00 / HR.	N/A	N/A
School Therapist	\$60.00 / HR.	\$60.00 / HR.	\$72.00 / HR.	\$72.00 / HR.	\$69.85/ HR.	\$69.85/ HR.	\$55.00 / HR.	\$55.00 / HR.	\$76.00 / HR.	\$76.00 / HR.	N/A	N/A
							Social Worker	\$60.00 / HR.				
							Psychologist	\$75.00 / HR.				

	PROGRESSUS THERAPY		SHC SERVICES, INC. dba: SUPPLEMENTAL HEALTH CARE		SOLIANT HEALTH, INC.		STAFFING OPTIONS AND SOLUTIONS, LLC		THE EXECU/SEARCHGROUP, LLC		VIRTUS ET SCIENTIA, LLC dba: SPECIAL EDUCATION RESOURCES, LLC	
DESCRIPTION	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT	SHORT TERM ASSIGNMENT	LONG TERM ASSIGNMENT
Speech Language Pathologist	\$73.50 / HR.	\$73.50 / HR.	\$72.00 / HR.	\$72.00 / HR.	\$72.88 / HR.	\$69.88 / HR.	\$75.00 / HR.	\$75.00 / HR.	\$78.50 / HR.	\$75.25 / HR.	\$75.00 / HR.	\$75.00 / HR.
School Psychologist	\$75.00 / HR.	\$75.00 / HR.	N/A	N/A	\$73.00 / HR.	\$70.00 / HR.	\$80.00 / HR.	\$80.00 / HR.	\$67.50 / HR.	\$62.25 / HR.	\$80.00 / HR.	\$80.00 / HR.
School Therapist	\$68.00 / HR.	\$68.00 / HR.	N/A	N/A	\$68.23 / HR.	\$65.23 / HR.	\$70.00 / HR.	\$70.00 / HR.	NO BID	NO BID	N/A	N/A