

RFP 18MISC14
ATHLETIC TRAINER SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract to provide licensed, certified athletic trainers (ATC) to nine high schools throughout Frederick County Public Schools (FCPS), as required for athletic practices and contests. Bids were opened on June 25, 2018.

1. **Bid participation:**

- 11 bids downloaded
- 1 company submitted a bid

2. **Bids were received from:**

Pivot Athletic Training, LLC (Towson, MD)

3. **Other facts:**

- The initial contract term shall be effective from the date of award through June 30, 2022, with two two-year renewal terms available.
- Approximately \$136,000 has been expended in FY18.
- Of the ten FCPS high schools, nine are serviced under this contract. The tenth, Frederick High School, is serviced by an FCPS employee.
- ATC services are utilized 20 - 25 hours per week, ten months out of the fiscal year.
- The original bid price submitted by the vendor was \$2500 per school, per month, with an annual value of \$225,000. MD COMAR allows FCPS to negotiate in the case of a single, responsive bid. FCPS and Pivot agreed to a rate of \$1,750 per school, per month, with an annual value of \$157,500.00, resulting in a cost avoidance of \$67,500.
- Services required outside the 20 - 25 hours per week will be provided at a rate of \$35 per hour.
- This contract will be administered by Kevin Kendro, Supervisor of Athletics and Extracurricular Activities.

4. **Source of funding:** FY19 Approved Operating Budget and contingent upon Board approval of FY20, FY21 and FY22 Operating Budgets.

B. **Recommendation:** Staff recommends the contract for RFP 18MISC14, Athletic Trainer Services, be awarded to Pivot Athletic Training, LLC, of Towson, MD, for a rate of \$1,750 per school, per month, and \$35 per hour for additional services.

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

____ Approved	____ Denied	____ Deferred	____ Other	BM/kl
____ Date	____ Date	____ Date	____ Date	BOE Mtg.: 08.08.18