

RFP 22MISC13
CONTRACT SERVICE AGENCIES FOR PRIVATE DUTY NURSING

FACT SHEET

A. **Overview:** The recommendation is to qualify multiple licensed nursing agencies (not individual nurses) to provide private duty nursing services for the care of medically fragile students during the school day. Proposals were opened on June 13, 2022.

1. **RFP Participation:**

- 44 proposals downloaded
- 10 companies submitted a proposal

2. **Proposals were received from:**

- American Medical Staffing, Inc. (Timonium, MD)**
- Care With Compassion, Inc. dba: BrightStar Care of Carroll and Frederick County (Frederick, MD)**
- Delta-T Group Maryland, Inc. (Columbia, MD)**
- Maxim Healthcare Services, Inc. (Silver Spring, MD)**
- On Call Staffing Agency, LLC (Hyattsville, MD)
- Professional Nursing Services, Inc. (Cockeysville, MD)**
- Quality One Care Home Health Agency, Inc. (Silver Spring, MD)**
- The Stepping Stones Group, LLC (West Chester, PA)**
- Turing Point Concept, LLC (Largo, MD)
- Vitalis Healthcare Services, LLC (Silver Spring, MD)**

3. **Other facts:**

- The initial contract term shall be effective from date of award through June 30, 2024, with one two-year renewal term available.
- These services support a student while they are accessing their education to ensure their health and safety.
- The contract is being awarded to multiple service providers to ensure an adequate resource pool to met our needs due to the nationwide shortage of qualified nurses.
- 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 \$121,076 has been expended to date in FY22.
- Selection is based on the total score of each bidder's technical and cost proposals.
- The contract will be administered by Jenifer Waters, Health Service Specialist, Student Services.

4. **Source of Funding:** FY23 Approved Operating Budget and contingent upon Board approval of FY24 Operating Budget.

B. **Recommendation:** Staff recommends award of the contract for RFP 22MISC13, Contract Service Agencies for Private Duty Nursing to the various vendors, per the attached Scoring Summary and Bid Tabulation.

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

_____ Approved	_____ Denied	_____ Deferred	_____ Other	KM/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting 07.13.22

SCORING SUMMARY

Firm	Technical Score (100 Points Maximum)	Fee Score (50 Points Maximum)	Total Score
Delta-T Group Maryland, Inc.	96.00	48.03	144.03
Professional Nursing Services, Inc.	95.33	47.51	142.84
American Medical Staffing, Inc.	94.00	45.42	139.42
Quality One Care Home Health Agency, Inc.	80.00	50.00	130.00
Maxim Healthcare Services, Inc.	81.67	45.42	127.09
Vitalis Healthcare Services LLC	90.33	36.73	127.06
The Stepping Stones Group	84.67	42.34	127.01
Care With Compassion, Inc. dba BrightStar Care of Carroll and Frederick County	81.00	35.65	116.65
On Call Staffing Agency, LLC	71.33		
Turning Point Concept, LLC	63.67		

Scoring Criteria

- Business Structure
- Services
- Employee Qualification and Training
- Licensing and Insurance
- Legal
- References

BID TABULATION

Firm	Registered Nurse (RN) (Per Hour Rate)	Licensed Practical Nurse (LPN) (Per Hour Rate)	Certified Nursing Assistant (CAN) / Certified Medication Technician (CMT) (Per Hour Rate)
Quality One Care Home Health Agency, Inc.	\$ 55.00	\$ 50.00	\$ 30.00
Delta-T Group Maryland, Inc.	\$ 62.00	\$ 52.00	\$ 25.00
Professional Nursing Services, Inc.	\$ 70.00	\$ 52.50	N/A
American Medical Staffing, Inc.	\$ 65.00	\$ 55.00	\$ 40.00
Maxim Healthcare Services Inc	\$ 65.00	\$ 55.00	\$ 35.00
The Stepping Stones Group, LLC	\$ 69.00	\$ 59.00	\$ 47.00
Vitalis Healthcare Services LLC	\$ 92.49	\$ 67.89	\$ 28.50
Care With Compassion, Inc. dba BrightStar Care of Carroll and Frederick County	\$ 90.00	\$ 70.00	\$ 36.00