

IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI

A RESOLUTION awarding a thirty-six month contract with two twelve-month options to extend for the furnishing of comprehensive medical, dental, and pharmaceutical services for the inmates housed at the Jackson County Detention Center and the Regional Correctional Center for use by the Department of Corrections to Correctional Healthcare Companies of Greenwood Village, CO, under the terms and conditions of Request for Proposals No. 77-12, at an actual cost to the County for 2013 not to exceed \$2,202,891.00.

RESOLUTION NO. 18048, January 7, 2013

INTRODUCED BY James D. Tindall, County Legislators

WHEREAS, the Director of Finance and Purchasing has solicited bids for the furnishing of comprehensive medical, dental, and pharmaceutical services for use by the Department of Corrections; and,

WHEREAS, a total of thirteen notifications were distributed and two responses were received and evaluated as follows:

<u>VENDOR</u>	<u>EVALUATION POINTS</u>	<u>ANNUAL COST</u>
Correctional Healthcare Companies Greenwood Village, CO	671.7	\$2,202,891.00
Advanced Correctional Healthcare Peoria, IL	640	\$2,366,020.00

WHEREAS, an evaluation team made up of representatives from the Department of Corrections and Truman Medical Center evaluated the bids on the basis of electronic records and reporting capabilities, financial stability, corporate experience and background,

pharmacy programs, references, staffing, and transition implementation plans, with a total of 700 points possible; and,

WHEREAS, following evaluation of the bids received, the Director of Finance and Purchasing recommends the award of a thirty-six month contract with two twelve-month options to extend for the furnishing of comprehensive medical, dental, and pharmaceutical services to Correctional Healthcare Companies of Greenwood Village, CO, at a cost to the County not to exceed \$2,202,891.00, for the reason that it submitted the lowest and best bid; and,

WHEREAS, this award is made on an as needed basis and does not obligate Jackson County to pay any amount, with the availability of funds for specific purchases remaining subject to annual appropriation; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that award be made as recommended by the Director of Finance and Purchasing, and that the Director be and hereby is authorized to execute for the County any documents necessary to the accomplishment of the award; and,

BE IT FURTHER RESOLVED that the Director of Finance and Purchasing is authorized to make all payments, including final payment on the contract, to the extent that sufficient funds have been appropriated to the using spending agency in the then current Jackson County budget.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:

[Signature]
Chief Deputy County Counselor

[Signature]
County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution No. 18048 of January 7, 2013, was duly passed on January 14, 2013 by the Jackson County Legislature. The votes thereon were as follows:

Yeas 8

Nays 0

Abstaining 0

Absent 1

1-14-13
Date

[Signature]
Mary Jo Spino, Clerk of Legislature

There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made, each sufficient to provide for the obligation herein authorized.

ACCOUNT NUMBER: 002-2701-56790
ACCOUNT TITLE: Health Fund
Corrections
Other Contractual Services
NOT TO EXCEED: \$2,202,891.00

January 3, 2013
Date

[Signature]
Director of Finance and Purchasing

REQUEST FOR LEGISLATIVE ACTION

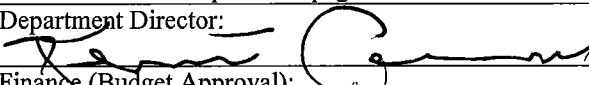
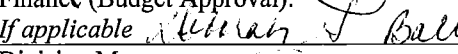

Completed by County Counselor's Office:

Res/Ord No.: 18048

Sponsor(s): James D. Tindall

Date: January 7, 2013

<p>SUBJECT</p>	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Authorizing the Award of a Thirty-Six Month Term and Supply Contract, with Two Twelve Month Options to Extend, for the furnishing of Comprehensive Medical, Dental and Pharmaceutical Services to the Inmate Population of the Jackson County Detention Center and the Regional Correctional Center to Correctional Healthcare Companies of Greenwood Village, Colorado under the terms and conditions of Request for Proposal No. 77-12.</u></p>										
<p>BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$2,202,891.00</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$2,202,891.00</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number</td> <td>002-2701-56790</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input type="checkbox"/> No budget impact (no fiscal note required) <input checked="" type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract: Department: Department of Corrections Estimated Use: \$2,202,891.00</p> <p>The RLA only approves the term and supply contract; the funds were already appropriated through the annual budget adoption. Figures included in the background section are for informational purposes to provide an estimate of the contract value. Annual Contract Amount: \$2,202,891.00; Thirty-Six Month Amount: \$6,608,673.00.</p> <p>Prior Year Budget (if applicable): \$2,448,524.00 Prior Year Actual Amount Spent (if applicable): \$2,426,316.00</p>	Amount authorized by this legislation this fiscal year:	\$2,202,891.00	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$2,202,891.00	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number	002-2701-56790
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Amount budgeted for this item * (including transfers):	\$										
Source of funding (name of fund) and account code number	002-2701-56790										
<p>PRIOR LEGISLATION</p>	<p>Prior ordinances and (date): Prior resolutions and (date): 16478 December 3, 2007</p>										
<p>CONTACT INFORMATION</p>	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor, 881-3253</p>										
<p>REQUEST SUMMARY</p>	<p>The Department of Corrections requires Comprehensive Medical, Dental and Pharmaceutical Services for the Inmate Population of the Jackson County Detention Center and the Regional Correctional Center. The Purchasing Department issued Request for Proposal No. 77-12 in response to those needs.</p> <p>Out of thirteen notifications distributed, two responses were received and evaluated as follows:</p> <table border="1"> <thead> <tr> <th></th> <th>Evaluation Points</th> <th>Annual Costs</th> </tr> </thead> <tbody> <tr> <td>Correctional Healthcare Companies Greenwood Village, Colorado</td> <td>671.7</td> <td>\$2,202,891.00</td> </tr> <tr> <td>Advanced Correctional Healthcare Peoria, Illinois</td> <td>640</td> <td>\$2,366,020.00</td> </tr> </tbody> </table> <p>Evaluation Points were based on the following: Electronic Medical Records/Reports Capability; Financial Stability; Corporate Experience and Background; Pharmacy Programs; Client List/References; Leadership Team/Staffing Plan Proposal; Inmate Discharge Plan; Recruitment, Retention, Compensation Benefit Plan/History; and Transition Implementation Plan. 700 points were the possible evaluation points.</p>		Evaluation Points	Annual Costs	Correctional Healthcare Companies Greenwood Village, Colorado	671.7	\$2,202,891.00	Advanced Correctional Healthcare Peoria, Illinois	640	\$2,366,020.00	
	Evaluation Points	Annual Costs									
Correctional Healthcare Companies Greenwood Village, Colorado	671.7	\$2,202,891.00									
Advanced Correctional Healthcare Peoria, Illinois	640	\$2,366,020.00									

	Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the Award of a Thirty-Six Month Term and Supply Contract, with Two Twelve Month Options to Extend for the furnishing of Comprehensive Medical, Dental and Pharmaceutical Services to the Inmate Population of the Jackson County Detention Center and the Regional Correctional Center to Correctional Healthcare Companies of Greenwood Village, Colorado under the Terms and Conditions of Request for Proposal No. 77-12.	
CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
ATTACHMENTS	The Abstract of Bids, a Memorandum from Ms. Laura Scott, Manager of Jail Services for the Department of Corrections and the pertinent pages of Correctional Healthcare's proposal.	
REVIEW	Department Director: 	Date: 10-14-12
	Finance (Budget Approval): If applicable  Alan J. Ball	Date: 10/15/12
	Division Manager: 	Date: 10/17/12
	County Counselor's Office:	Date:

Fiscal Information (to be verified by Budget Office in Finance Department)



This expenditure was included in the annual budget.

Funds for this were encumbered from the _____ Fund in _____.

There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.

Funds sufficient for this expenditure will be/were appropriated by Ordinance # _____

Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:
002-2701-56790		

This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.

This legislative action does not impact the County financially and does not require Finance/Budget approval.

Fiscal Note:

This expenditure was included in the Annual Budget.

PC# _____

Date: December 20, 2012

RES # 18048

<u>Department / Division</u>	<u>Character/Description</u>	<u>Not to Exceed</u>
002 - Health Fund		
<u>2701 - Corrections</u>	<u>56790 - Other Contractual Services</u>	<u>2,202,891</u>
_____	_____	_____
_____	_____	_____
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_____	_____	_____
<u>Total</u>	_____	<u>2,202,891</u>

Alexander A. Ball 12-20-12
Budgeting

Jackson County Department of Corrections
MEMO



To: Barbara Casamento, Purchasing Supervisor
CC: Ken Conlee, Director; Cy Ritter, Deputy Director;
 Dan Williams, TMCBH
Date: 11/27/12
From: L.J. Scott, Mgr Jail Services
Subject: RFP 77-12 Medical Proposal Evaluation

Proposals from two respondents were evaluated by two Corrections staffs, the Deputy Director and the Manager of Services and by one TMC Behavioral Health staff, the Director of Behavioral Health at JCDC and RCC. Evaluation criteria were considered separately from contract costs with the cost review occurring after all evaluations and discussions were complete. Respondents were evaluated according to the following criteria as detailed in RFP 77-12.

Evaluation Criteria	Possible Score	ACH Avg Score*	CHC Avg Score*
Electronic Medical Records/Reports	50	45	41.7
Financial Stability	50	50	50
Corp Exp/Background	50	46.7	50
Pharmacy Program	100	95	91.7
Client List/References	75	58.3	73.3
Ldr Team/Staffing Plan	100	100	98.3
Inmate Discharge Plan	100	76.7	95
Recruit, Retain, Compensation	100	93.3	96.7
Transition Implementation	75	75	75
	700	640	671.7

* Averaged across three evaluators

Pertinent evaluator comments related to ACH included:

- Electronic medical records capability with no cost to the County.
- Not as global as other company
- Both respondents utilize the same pharmacy services. Pharmacy has occasional long backorders for common meds
- Client list/references did not include contact names, phone numbers or email addresses
- Physician and Dentist hours were not included in the staffing plan
- Discharge plan does not address community needs

Pertinent evaluator comments related to CHC included:

- Electronic medical records provided with an extra cost to the County, but would be customized for JCDC
- Well prepared and audited financial statement; appears secure
- Extensive experience; excellent background in the stated field
- Listed current and former clients/references, stating reasons why former clients were no longer with them. Solicited information from references was overall very positive.
- More complete plan for release including a reduced price pharmacy card and limited provision of medications. Appears in-depth with a definite plan at discharge – very clear and concise.
- An all inclusive plan for recruitment, retention... with good explanation.
- Step by step detailed transition plan

Upon review of the annual contract provisions related to costs, the following are important to note:

- Both proposals provide \$100,000 in costs for specific services and pharmaceuticals in the base annual contract cost
- Both proposals have provisions for additional costs with a rising ADP
 - CHC 0.52 per inmate per day with an ADP of 880 or higher
 - ACH 1.14 per inmate per day with an ADP of 800 or higher and .31 per inmate per day for “non-county” inmates
- CHC will charge \$15 per screening for each inmate that is admitted, receives a health screening, and is released the same day (prior to the ADP count for that day). In the current year, this count is 1,533 admissions and would cost \$22,995.
- CHC provided costs for “optional” electronic medical records at \$50,715 per year and an additional \$43,350 per year if a performance bond is required.
- ACH will provide electronic medical records at no cost to the County, but did not express any provisions related to the performance bond requirement.
- CHC will maintain the same contract costs for the first 36 months of the contract.
- ACH did not provide information on continuing contract costs, but currently requires the CPI or 3%, whichever is less.

Even with stipulations for “options” of electronic medical records and payment of a performance bond, and the cited intake costs for CHC, the option 2 costs are lower than costs proposed by ACH. Evaluations of these proposals indicate that option 2 provided by CHC is the lowest and best bid for continued medical services at the Jackson County Department of Corrections.

Jackson County Department of Corrections
MEMO



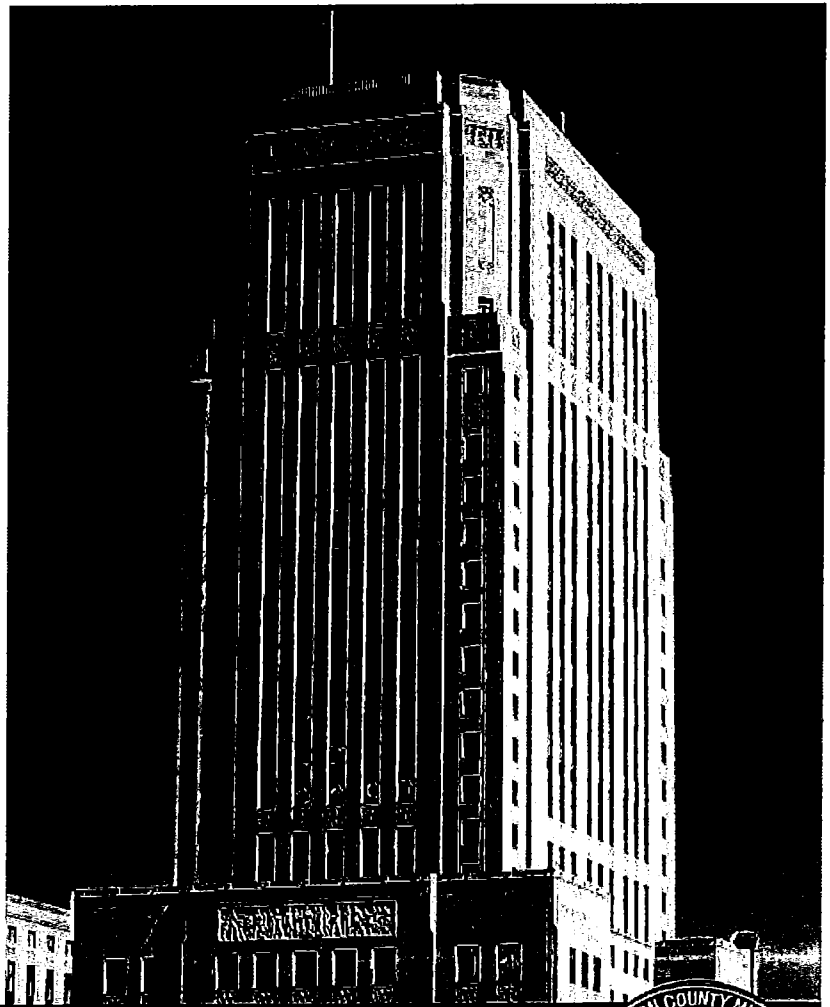
To: Barbara Casamento, Purchasing Supervisor
CC: Ken Conlee, Director; Cy Ritter, Deputy Director; Dan Williams TMCBH
Date: 12/3/12 – Edited 12/19/12
From: L.J. Scott, Mgr Jail Services
Subject: RFP 77-12 Annual Cost Breakdown -

ANNUAL COST BREAKDOWN

	ACH	CHC
Base Contract Fee	\$ 2,345,215	\$ 2,179,896
Pool (both included in Base Contract Fee)	\$ 100,000	\$ 100,000
ADP Fees		
(example 850 Annual County ADP)	\$ 20,805	\$ 0 (fee begins at 885)
Medical Screen Same Day Release	<u>\$ 0</u>	<u>\$ 22,995</u> (based on 2012 count)
	\$ 2,366,020	\$ 2,202,891

The base contract fee with CHC includes 23.35 FTE's with professional staffing for 24/7 coverage at JCDC and the RCC. This includes: medical and dental services, coordination with mental health services, medical policy and procedure, medical supplies, medical waste removal, office supplies, and specific pharmaceutical services. The pool covers laboratory services, x-ray services, specific pharmaceutical services, and off site medical care such as dialysis. Costs related to the pool and to the ADP can be highly variable, for example, the annual \$100,000 pool for 2012 was expended in July, with an additional cost of \$77,985 through the end of October 2012. Corrections is also responsible for the purchase of medical equipment such as AED's, wheelchairs, exam tables, etc. Extra costs are covered in a medical contingency fund in the Corrections annual budget. Corrections would not require electronic medical records or a performance bond for this contract. In the medical fund for 2013, Corrections has budgeted \$2,351,317 for the medical contract and \$97,207 in contingency funds to cover ADP and pool overages, and equipment needs.

**Helping
Jackson County
Maintain Safer Jails
and Communities
Through
Comprehensive
Medical, Dental,
and Pharmaceutical
Services**



CHC | CORRECTIONAL™
HEALTHCARE COMPANIES



**Cost Proposal
RFP #77-12
Jackson County
Department of Corrections
November 6, 2012**

Staffing and Cost Proposal for Inmate Healthcare for Jackson County, Missouri

Staffing and Services Overview

Correctional Healthcare Companies, Inc. (CHC) is pleased to provide the following cost proposal for the consideration of Jackson County (the "County"). We are proposing the following solution to best meet the County's specific needs. CHC is open to discussing our proposal in order to provide the optimal healthcare program for the County.

Staffing and Services Overview			
Jackson County, Missouri			
ADP Overview	Option 1	Option 2	
Average Daily Population (ADP)	805	805	
Per Diem Reconciliation	\$0.52	\$0.52	
Professional Staffing (Hours per Week)	Option 1	Option 2	
Healthcare Services Administrator	40.00	40.00	
Medical Director - Physician	32.00	24.00	
Mid-Level Provider	NOT PROPOSED	16.00	
Dentist	8.00	8.00	
Dental Assistant	10.00	10.00	
Registered Nurse (RN)	168.00	168.00	
Intake RN - Detention Center	168.00	168.00	
Licensed Practical Nurse (LPN)	280.00	252.00	
Intake LPN - Regional Correctional Center	168.00	168.00	
Medical Records Clerk	40.00	40.00	
Total Equivalent Full-Time Employees	23.85	23.35	
Professional Onsite Services	Option 1	Option 2	Cap
Medical Services	✓	✓	
Dental Services	✓	✓	
Mental Health Coordination Services	✓	✓	
On-Call 24/7	✓	✓	
Policies and Procedures	✓	✓	
Laboratory Services	✓	✓	1
X-Ray Services	✓	✓	1
Medical Supplies	✓	✓	
Medical Waste Removal	✓	✓	
Office Supplies	✓	✓	

Basic Medical Training - Jail Staff	✓	✓	
Mental Health Training - Jail Staff	✓	✓	
TB Testing - Jail Staff	✓	✓	
Hepatitis Vaccination - Jail Staff	✓	✓	
Comprehensive Medical Malpractice Insurance	✓	✓	
Corporate Management and Oversight	✓	✓	
Professional Offsite Services	Option 1	Option 2	Cap
Laboratory Services	✓	✓	1
X-Ray Services	✓	✓	1
Utilization Management	✓	✓	
Pharmacy Services	Option 1	Option 2	Cap
Complete Pharmaceutical Management	✓	✓	
Pharmaceuticals: Over-the-Counter	✓	✓	
Pharmaceuticals: Prescriptions	✓	✓	1
Pharmaceuticals: Mental Health/Psychotropic	✓	✓	1
Pharmaceuticals: AIDS, HIV, and Cancer	✓	✓	1
Gaps	Option 1	Option 2	
(1) Annual Aggregate Cap	\$100,000	\$100,000	
Percentage of Unused Cap Returned to County	100%	100%	
Per Diem	\$7.60	\$7.42	
Monthly Cost	\$186,040.85	\$181,658.00	
Annual Cost	\$2,232,490.20	\$2,179,896.00	

Aggregate Cap with County Rebate

CHC will incur the first \$100,000 in costs associated with healthcare services defined under its Aggregate Cap (Cap 1). Such services under the annual Aggregate Cap include all pharmaceuticals for municipal inmates; HIV, Hepatitis, mental health, cancer, and court-ordered pharmaceuticals for county and municipal inmates; onsite and offsite laboratory services; onsite and offsite radiology services; and onsite and offsite dialysis. Any expenses incurred for such services in excess of \$100,000 per year will be the responsibility of the County. Should the costs associated with the provision of healthcare services listed above not exceed \$100,000 in the aggregate in any contract year, CHC shall reimburse the County at a rate of 100% of the difference between the actual cost to CHC for these services and the \$100,000 Aggregate Cap.

Flexible Staffing Matrix

CHC will provide the County with a comprehensive healthcare staffing program consisting of qualified medical and mental health professionals. The following staffing matrices provide detailed staffing plans for the options previously outlined. Please note that the exact days shown in the charts below are for illustrative purposes only and are flexible to meet the County's needs. We will work with the County to create an exact schedule which best maximizes the County's utilization of CHC's resources.

Option 1

Staffing Matrix Option 1 Jackson County, Missouri											
Position	On Call	Shift	Scheduled Hours							Total Hours	FTE
			MON	TUE	WED	THU	FRI	SAT	SUN		
Healthcare Services Administrator - RN	✓	Day	8.00	8.00	8.00	8.00	8.00			40.00	1.00
Medical Director - Physician	✓	Day	8.00	8.00	8.00	8.00				32.00	0.80
Dentist	✓	Day	4.00			4.00				8.00	0.20
Dental Assistant		Day	5.00			5.00				10.00	0.25
Registered Nurse (RN)		Day	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Registered Nurse (RN)		Evening	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Registered Nurse (RN)		Night	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Intake RN - Detention Center		Day	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Intake RN - Detention Center		Evening	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Intake RN - Detention Center		Night	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Licensed Practical Nurse (LPN)		Day	16.00	16.00	16.00	16.00	16.00	16.00	16.00	112.00	2.80
Licensed Practical Nurse (LPN)		Evening	16.00	16.00	16.00	16.00	16.00	16.00	16.00	112.00	2.80
Licensed Practical Nurse (LPN)		Night	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Intake LPN - Regional Correctional Center		Day	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Intake LPN - Regional Correctional Center		Evening	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Intake LPN - Regional Correctional Center		Night	8.00	8.00	8.00	8.00	8.00	8.00	8.00	56.00	1.40
Medical Records		Day	8.00	8.00	8.00	8.00	8.00			40.00	1.00
Clerk		Day	8.00	8.00	8.00	8.00	8.00			40.00	1.00
Totals			153.00	144.00	144.00	153.00	136.00	112.00	112.00	954.00	23.85

Option 2

Staffing Matrix Option 2 Jackson County, Missouri											
Position	On Call	Shift	Scheduled Hours							Total Hours	FTE
			MON	TUE	WED	THU	FRI	SAT	SUN		
Healthcare Services Administrator - RN	✓	Day	8.00	8.00	8.00	8.00	8.00			40.00	1.00
Medical Director - Physician	✓	Day	8.00	8.00	8.00					24.00	0.60
Mid-Level Provider		Day				8.00	8.00			16.00	0.40
Dentist	✓	Day	4.00			4.00				8.00	0.20
Dental Assistant		Day	5.00			5.00				10.00	0.25
Registered Nurse (RN)		Day	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Registered Nurse (RN)		Evening	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Intake RN - Detention Center		Day	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Intake RN - Detention Center		Evening	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Licensed Practical Nurse (LPN)		Day	24.00	24.00	24.00	24.00	24.00	24.00	24.00	168.00	4.20
Licensed Practical Nurse (LPN)		Evening	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Intake LPN - Regional Correctional Center		Day	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Intake LPN - Regional Correctional Center		Evening	12.00	12.00	12.00	12.00	12.00	12.00	12.00	84.00	2.10
Medical Records		Day	8.00	8.00	8.00	8.00	8.00			40.00	1.00
Clerk		Day	8.00	8.00	8.00	8.00	8.00			40.00	1.00
Totals			149.00	140.00	140.00	149.00	140.00	108.00	108.00	934.00	23.35

Comprehensive Medical, Dental, and Pharmaceutical Services

CHC will provide the County with a wide-ranging inmate healthcare program consisting of either 23.85 or 23.35 equivalent full-time employees as well as comprehensive onsite medical, dental, and pharmaceutical services. CHC will also provide the County with healthcare policies and procedures, 24 hours a day on-call services, medical and office supplies, medical waste disposal, comprehensive medical malpractice insurance, as well as corporate management and oversight.

Pharmacy

Our proposal includes a comprehensive pharmacy program and management solution. This program includes medication prescribing, filling, dispensing, administration, accurate recordkeeping, reporting/invoicing, and quality assurance. CHC will be responsible for all the pharmaceutical costs incurred for County inmates, with the exception of certain medications that are included in the cap.

Optional Services

Should the County desire to implement Vizion, CHC's electronic medical record (EMR) system, CHC would charge \$5.25 per inmate per month. The approximate annual cost for these services based on an average population of 805 inmates would be approximately \$50,715.

If the County elects to implement a 100% performance bond requirement, the annual price would increase by \$43,350.

Population Adjustments

This proposal is based on a base average daily population (ADP) of 805 total adult inmates. If, in any calendar month, the County ADP exceeds 880 inmates, the County will pay CHC a per diem of \$0.52 per inmate to be reconciled quarterly. If, in any calendar month, the ADP falls below 720 inmates, CHC will credit the County a per diem of \$0.52 per inmate to be reconciled quarterly.

This per diem is intended to cover additional costs in those instances where short-term changes in the inmate population result in higher utilizations of routine supplies and services. However, the per diem is not intended to provide for any additional fixed costs, such as new staffing positions, which might prove necessary if the inmate population grows significantly and if the population increase is sustained. In such cases, CHC reserves the right to negotiate for a contract price increase in order to maintain the same high quality of care for the increased inmate population. If the County experiences a sustained decrease in inmate population, CHC is open to discussing changes in staffing levels to better reflect the normalized inmate population.

Other Staffing Costs

Should CHC staff provide a receiving screening for inmates that are released or transferred from the facility on the same day, and are therefore not included in the ADP, CHC will charge a \$15 screening fee. Additionally, should CHC staff members be involved in court-related testimony associated with healthcare that we provide, CHC reserves the right to bill for those hours.

Salary Information

Position	Hourly rate
Healthcare Services Administrator	\$35.00 - \$43.52
Medical Director - Physician	\$80.00 - \$101.43
Mid-Level Provider	\$35.00 - \$44.03
Dentist	\$60.00 - \$80.97
Dental Assistant	\$12.00 - \$15.84
Registered Nurse (RN)	\$26.00 - \$32.61
Intake RN	\$26.00 - \$32.61
Licensed Practical Nurse (LPN)	\$16.00 - \$20.80
Intake LPN	\$16.00 - 20.97
Medical Records	\$12.00 - \$15.44
Clerical Support	\$11.00 - \$14.17

Renewal Pricing

The annual cost presented in this price quote will remain in effect through the initial 36-month contract period. For subsequent annual renewals beyond the initial 36-month contract period, CHC respectfully requests annual price increases based on the percentage increase for the previous 12-month period in the Medical Care Services component of the Consumer Price Index (CPI), as published by the United States Department of Labor, not to exceed 5.0%.

Terms of Cost Proposal

The terms of this proposal shall be valid for 90 days beginning November 6, 2012. This price represents the cost for providing services as defined within the proposal. Deviations or changes to these services may alter the cost and the per diem rate. This proposal does not represent a legally binding contract.