

Request for Legislative Action

Res. #21351
Sponsor: Megan L. Marshall
Date: July 31, 2023

Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	21351
Sponsor(s):	Megan L. Marshall	Legislature Meeting Date:	7/31/2023

Introduction

Action Items: ['Award']

Project/Title:

A Resolution Awarding a Thirty-Six (36) Month with Two (2), Twelve (12) Month Options to Extend, for the furnishing of Medical, Dental, MAT, and Pharmaceutical Services for the Inmate Population in the amount of \$6,816,999.00, to Advanced Correctional Healthcare Inc of Peoria, Illinois under the terms and conditions of Request for Proposal No. 23-014.

Request Summary

The Jackson County Sheriff's Office Detention Center requires Comprehensive Medical, Dental, MAT, and Pharmaceutical Services for the Inmate Population. The Purchasing Department Issued Request for Proposal No. 23-014 to meet these requirements.

There were nine (9) notifications, twenty-four (24) document takers and two (2) responses. Evaluation points were based on the following: Responsiveness to Request for Proposal; Qualifications; Experience and Expertise; References and Pricing. One hundred (100) evaluation points were possible.

The \$3,408,499.50, is currently available within the Jackson County Detention Center 2023 budget. The remaining \$3,408,499.50 ,will be appropriated in the Undesignated Balance of the Health Fund in the year 2024.

Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the award of a Thirty-Six (36) Month Term and Supply Contract, with Two (2), Twelve (12) Month Options to Extend for the furnishing of Medical, Dental, MAT, and Pharmaceutical Services for the Inmate Population in the amount of \$6,816,999.00, to Advanced Correctional Healthcare Inc of Peoria, Illinois under the terms and conditions of Request for Proposal No. 23-014.

Contact Information

Department:	Corrections	Submitted Date:	7/21/2023
Name:	Deloris M. Wells	Email:	DWells@jacksongov.org
Title:	Deputy Director of Administration	Phone:	816-881-4210

Request for Legislative Action

Budget Information			
Amount authorized by this legislation this fiscal year:			\$3,408,500
Amount previously authorized this fiscal year:			\$ 0
Total amount authorized after this legislative action:			\$3,408,500
Is it transferring fund?			No
Single Source Funding:			
Fund:	Department:	Line Item Account:	Amount:
002 (Health Fund)	2701 (Corrections)	56090 (Health & Social Services)	\$3,408,500

Prior Legislation	
Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:
19132	April 25, 2016
19895	June 11, 2018

Purchasing	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Formal Bid
Core 4 Tax Clearance Completed:	Yes
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

Compliance	
Certificate of Compliance	
In Compliance	
Minority, Women and Veteran Owned Business Program	
Goals are waived - insufficient MBE or WBE firms available	
MBE:	.00%
WBE:	.00%
VBE:	.00%
Prevailing Wage	
Not Applicable	

Request for Legislative Action

Fiscal Information

- 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.

History

Submitted by Corrections requestor: Deloris M. Wells on 7/21/2023. Comments:

Approved by Department Approver Deloris M. Wells on 7/21/2023 1:46:32 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 7/24/2023 10:22:10 AM. Comments:

Approved by Compliance Office Approver Ikeela Alford on 7/24/2023 10:54:14 AM. Comments:

Returned for more information by Budget Office Approver Mark Lang on 7/24/2023 11:51:53 AM.
Comments: Please use whole dollars only on the budget tab.

Submitted by Requestor Deloris M. Wells on 7/24/2023 1:12:03 PM. Comments: Rounded to nearest whole number on budget tab.

Approved by Department Approver Deloris M. Wells on 7/24/2023 1:30:14 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 7/24/2023 2:24:13 PM. Comments:

Approved by Compliance Office Approver Ikeela Alford on 7/24/2023 2:35:12 PM. Comments:

Approved by Budget Office Approver Mark Lang on 7/24/2023 3:45:00 PM. Comments:

Approved by Executive Office Approver Sylvia Stevenson on 7/24/2023 4:34:03 PM. Comments:

Approved by Counselor's Office Approver Jamesia Manning on 7/26/2023 10:49:56 AM. Comments:

This expenditure was included in the Annual Budget.

Date: July 24, 2023

[illegible]

Budget Office



Jackson County Detention Center

Office of the Jackson County Sheriff

Sheriff Darryl Forté



TO: Barbara Casamento, Purchasing Administrator

FROM: Lucas Castilleja, Accreditation Manager-JCDC
Lucas Castilleja

SUBJECT: Recommendation Memo- 23-014 Medical/Dental for Inmates

DATE: 7/14/2023

The Jackson County Sheriff's Office, Detention Center has reviewed the submissions and it is our recommendation that the contract for Medical/Dental Services be awarded to Advanced Correctional Healthcare (ACH).

Through our review of the proposals, it appears ACH possesses the qualifications and expertise to meet our expectations. ACH also has several Missouri jurisdictions as reference clients, including multiple in the metropolitan region. The pricing for the medical and dental services covered by this RFP appears to be lower with the Turn Key Health proposal, Turn Key Health proposed an annual fee totaling \$5,128,453.47 with a 3.35%-3.50% annual increase, however that submission includes a statement that "Turn Key is not submitting pricing for the Medi[c]al Health Care services only option due to potential conflicts of interest and liability concerns..." The stipulation that selecting this proposal would require an alteration to an existing contract that is not part of this RFP impacted the evaluation of the proposals in a way where the pricing advantages were not enough to overcome the other criteria.

The anticipated annual spend for this contract is \$6,816,999.00, with an increase each year equal to the consumer price index or 7%, whichever is higher.

Lucas Castilleja, Accreditation Manager
Jackson County Detention Center
1300 Cherry St, Kansas City, MO 64106



23-014 - Medical/Dental for Inmates ADVANCED CORRECTIONAL HEALTHCARE

Scoring Summary

Evaluation Group 1 - Responsiveness

Reviewer	Total / 10 pts	A - Purchasing Evaluation / 10 pts	A-1 - Responsiveness / 10 pts
Barbara Casamento	5	5	5
		Average:	5
			↓
Calculated:	5	5	5

Evaluation Group 2 - Main Proposal

Reviewer	Total / 50 pts	B - Department Evaluation / 50 pts	B-1 - Qualifications / 20 pts	B-2 - Experience and Expertise / 20 pts	B-3 - References / 10 pts
Deloris Wells	47	47	18	19	10
Matthew Lewis	41	41	16	15	10
Michael Cunningham	50	50	20	20	10
Lucas Castilleja	48	48	18	20	10
		Average:	18	18.5	10
			↓	↓	↓
Calculated:	46.5	46.5	18	18.5	10

Evaluation Group 3 - Pricing



Reviewer	Total / 40 pts	C - Pricing / 40 pts	C-1 - Pricing / 40 pts
Deloris Wells	26.5	26.5	26.5
Matthew Lewis	29	29	29
Michael Cunningham	32	32	32
Lucas Castilleja	32	32	32
		Average:	29.88
			↓
Calculated:	29.88	29.88	29.88

Scoring Comments

A-1 - Responsiveness - Reviewer Scores

Reviewer	Score	Reason	Comments
Barbara Casamento	5	Other	Exceptions had to be removed

B-1 - Qualifications - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	18	Meets or exceeds my expectations	Current provider, have first hand experience of the service level this company provides.
Matthew Lewis	16	Well-supported claim(s)	believe that your proposal has the potential to provide valuable solutions and meet our desired outcomes.
Michael Cunningham	20	Strongly fits desired attribute(s)	Has performed at a high level in the past and has outlined all additional requests.



Lucas Castilleja	18	Strongly fits desired attribute(s)	Respondent included very detailed description of met expected attributes.
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B-2 - Experience and Expertise - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	19	Meets or exceeds my expectations	Numerous years of verifiable experience.
Matthew Lewis	15	Other	believe that your proposal has the potential to provide valuable solutions and meet our desired outcomes.
Michael Cunningham	20	Strongly fits desired attribute(s)	Has all the requested qualifications.
Lucas Castilleja	20	Meets or exceeds my expectations	Agency appears to have significant experience and expertise to leverage to meet county needs.

B-3 - References - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	10	Meets or exceeds my expectations	Numerous large facility contracts in good standing.
Matthew Lewis	10	Strongly fits desired attribute(s)	believe that your proposal has the potential to provide valuable solutions and meet our desired outcomes.
Michael Cunningham	10	Meets or exceeds my expectations	Past performance has been exceptional.
Lucas Castilleja	10	Meets or exceeds my expectations	Agency has sufficient references, including significant experience in Missouri.

C-1 - Pricing - Reviewer Scores

Reviewer	Score	Reason	Comments
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Deloris Wells	26.5	Partially meets my expectations	Pricing apx 2 million higher than our current rate with the addition of MAT Services.
Matthew Lewis	29	Well-supported claim(s)	s
Michael Cunningham	32	High level of detail in response	They have a good working knowledge of the expense of conducting business in the JCDC environment.
Lucas Castilleja	32	Well-supported claim(s)	Pricing reflects increasing costs.



23-014 - Medical/Dental for Inmates

Turn Key Health Clinics

Scoring Summary

Evaluation Group 1 - Responsiveness

Reviewer	Total / 10 pts	A - Purchasing Evaluation / 10 pts	A-1 - Responsiveness / 10 pts
Barbara Casamento	10	10	10
		Average:	10
			↓
Calculated:	10	10	10

Evaluation Group 2 - Main Proposal

Reviewer	Total / 50 pts	B - Department Evaluation / 50 pts	B-1 - Qualifications / 20 pts	B-2 - Experience and Expertise / 20 pts	B-3 - References / 10 pts
Deloris Wells	38	38	15	15	8
Matthew Lewis	32	32	12	13	7
Michael Cunningham	38	38	15	15	8
Lucas Castilleja	39	39	15	17	7
		Average:	14.25	15	7.5
			↓	↓	↓
Calculated:	36.75	36.75	14.25	15	7.5

Evaluation Group 3 - Pricing



Reviewer	Total / 40 pts	C - Pricing / 40 pts	C-1 - Pricing / 40 pts
Deloris Wells	35	35	35
Matthew Lewis	20	20	20
Michael Cunningham	25	25	25
Lucas Castilleja	36	36	36
		Average:	29
			↓
Calculated:	29	29	29

Scoring Comments

A-1 - Responsiveness - Reviewer Scores

Reviewer	Score	Reason	Comments
Barbara Casamento	10	Meets or exceeds my expectations	Complete proposal

B-1 - Qualifications - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	15	Meets or exceeds my expectations	Operating in numerous facilities across 10 states.



Matthew Lewis	12	Other	The proposal aligns well with our organization's objectives and showcases your expertise and capabilities in delivering the requested services. However the RFP was not to include mental health which was included in your response.
Michael Cunningham	15	Well-supported claim(s)	Has a track record of required qualifications. Has a larger in custody death rate per 1000 than other applicants.
Lucas Castilleja	15	Strongly fits desired attribute(s)	Respondent included explanation that seemed to meet the expected attributes. Demonstrated resumes were strong. References demonstrated ability of agency to operate JCDC program. Stated inability to mitigate conflict of interest issue with JCDC Mental Health provider.

B-2 - Experience and Expertise - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	15	Meets or exceeds my expectations	Been in business since 2009 has strong team of leaders.
Matthew Lewis	13	Other	The proposal aligns well with our organization's objectives and showcases your expertise and capabilities in delivering the requested services. However the RFP was not to include mental health which was included in your response.
Michael Cunningham	15	Well-supported claim(s)	Has well supported experience in other states. Does not have local experience.



Lucas Castilleja	17	Meets or exceeds my expectations	Agency seems to have significant experience and expertise to leverage to meet county needs. Limited demonstrated experience in Missouri.
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B-3 - References - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	8	Meets or exceeds my expectations	Vendor has strong list of references.
Matthew Lewis	7	Other	The proposal aligns well with our organization's objectives and showcases your expertise and capabilities in delivering the requested services. However the RFP was not to include mental health which was included in your response.
Michael Cunningham	8	Well-supported claim(s)	References given supported the company.
Lucas Castilleja	7	Meets or exceeds my expectations	Agency provided sufficient references, with limited experience in the Kansas City area.

C-1 - Pricing - Reviewer Scores

Reviewer	Score	Reason	Comments
Deloris Wells	35	Meets or exceeds my expectations	Vendor is less expensive than competition but they have stated that they will only take both the medical and dental which are currently two separate contracts.



Matthew Lewis	20	Other	The proposal aligns well with our organization's objectives and showcases your expertise and capabilities in delivering the requested services. However the RFP was not to include mental health which was included in your response.
Michael Cunningham	25	Partially supported claim(s)	Included a requirement to add a contract after selection. The Mental Health Contract is not part of this project.
Lucas Castilleja	36	Meets or exceeds my expectations	Pricing seems to be advantageous to the County. Pricing reflected require changes to previously awarded Mental Health contract.



ADVANCED

Correctional Healthcare, Inc.

A Higher Standard. Delivered.



**COMPREHENSIVE MEDICAL, DENTAL,
MEDICATION ASSISTED TREATMENT AND
PHARMACEUTICAL SERVICES FOR THE INMATE
POPULATION AT THE JACKSON COUNTY,
MISSOURI DETENTION CENTER**

Due: May 16, 2023

Issued by:

**Jackson County Sheriff's Office Detention Center
1300 Cherry Street
Kansas City, MO 64106**



Advanced Correctional Healthcare, Inc.

FEDERAL TAX ID # 36-4495255

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COST PROPOSAL

Pricing will be per diem costs as they relate to the inmate population. Population numbers are based on the midnight count.

Provide pricing for (1) Medical Health Care and Mental Health Care; and (2) Medical Health Care only. The County reserves the right to choose which option it will accept.

ACH has provided the cost of providing on-site health care at the JCDC. Freedom Behavioral Health (FBH), a company owned exclusively by ACH, currently provides mental health at the JCDC. FBH was recently awarded the contract to provide mental health at the JCDC, therefore we did not include a price for mental health care. ACH enable counties to save on the cost of providing health care services to incarcerated people because of our overall systems of care, economies of scale, and the ability to provide coverage (and after-hours call coverage) that would be difficult for any individual county to provide on its own – the need to hire nursing and practitioner personnel, invest in medical supplies, arrange call coverage, etc.

**"We went with the previous vendor due to price, but now that ACH is in the site, we realized what good service/care really is."
Michigan Client, 2022**

ACH empowers our health care team to send patients to the hospital, without having to obtain approval from any Medical Director or corporate officer. Our practitioners do not make off-site referral decisions for economic reasons, but on a patient-specific basis depending on each patient's perceived current medical need. A healthier patient is likely to utilize or need fewer medical resources over time, so a decision not to refer a patient who may need off-site care would probably not be a good "fiscal" decision in most cases. We will not deny care to a patient to "reduce cost." Each situation is addressed on a case-by-case basis.

ACH does not and will not put nurses on call. The County agrees to pay, on a monthly basis, for extra hours worked (at the prevailing wage and benefit rate of the particular employee). For hours of absence due to holidays, paid time off, or sick time, the hours will not be replaced or credited (because the employee is still being paid for the time off). For other absences, ACH endeavors to provide replacement coverage, and if unable to do so, ACH and the County or designee will negotiate a mutually agreeable remedy (such as crediting back the wages of the particular employee).

QUARTERLY ADJUSTMENTS

Account reconciliation will be completed for variances in the Average Daily Populations (ADP) and other expenses, such as equipment or services purchased by ACH (with prior approval of the facility) on behalf of the County. As previously discussed in our response, in 2020 ACH clients were refunded nearly \$1 million as a collective group since ADPs across the board dropped due to COVID. This makes us stand out against our competitors. We do this because it is the right thing to do for our clients.

When the ADP exceeds *or falls below* the contracted rate in any calendar quarter, the compensation variance will be figured on the average number of inmates above or below the contracted ADP for that quarter multiplied by a per diem rate.

AVERAGE DAILY POPULATION (ADP)

ADP for a given quarter will be determined from the facility census records. As specifically stated in the Request for Proposal, ACH has provided budgets and staffing for an ADP of 930. Inmates who are not presently incarcerated in the facility should not be counted in the ADP reported to ACH by the County. The ADPs reported to ACH should only include those inmates presently incarcerated in the facility.

PER DIEM

Per diem rate(s) are intended to cover additional costs in those instances where minor, short-term changes in the inmate population result in the higher or lower utilization of routine supplies and services. The per diem is not intended to provide for any additional fixed costs, such as new fixed staffing positions that might prove reasonable if the inmate population grows or declines significantly and is sustained. ACH will request the monthly count for these separate populations on a quarterly basis.

When the ADP exceeds or falls below the contracted rate in any calendar quarter, the compensation variance will be figured on the average number of county inmates above or below the contracted ADP for that quarter multiplied by the per diem rate of \$0.53 per inmate per day. (Example: If the ADP for a quarter is 10 above the contracted ADP, additional compensation due will be calculated as follows: $10 \times \$0.53 \times 91$). In addition to the normal per diem, DetainEMR charges a per diem rate of \$0.10 per inmate per day if the County goes above the listed ADP in our response.

ARREARS

Any contract amount in arrears will be settled through reconciliation and adjusted accordingly. Adjustments will be made to the first monthly invoice prepared after reconciliation between ACH and the County. Payment of the adjusted amount will be due upon receipt of said invoice.

ANNUAL ESCALATORS

ACH uses the CPI for medical care to calculate the escalators for our contracts. Upon the annual anniversary of the commencement of services under this agreement, the annualized amount of increase for compensation and per diem rates (and any other contracted rates, including the on-call QMHP rate, for example) will be the rolling 12-month Consumer Price Index (CPI) for Medical Care or 7%, whichever is higher.

LICENSURE

It is the County's responsibility to hold the necessary certifications, licensures and permits (including but not limited to, and as appropriate: CLIA waiver, DEA registration for the physical location, hazardous waste disposal permits, medical clinic license, other lab licenses, pharmacy license, state-controlled substance registration, etc.).

COST FORM JACKSON COUNTY DETENTION CENTER (ADP 930)

Cost Center	Number of Staff	Hours of Coverage	Proposed Total Annual Cost
Staff Costs			
Practitioner	1	Estimated 12 Hours a Week. Schedule determined by mutual agreement between ACH and County.	Inclusive in Total Price
Medical Staff			
HSA	1	40 Hours/Week	Inclusive in Total Price
DON	1	40 Hours/Week	Inclusive in Total Price
RN – MAT Nurse	1	40 Hours/Week	Inclusive in Total Price
Nursing / Full Time	26	936 Hours/Week	Inclusive in Total Price
Nursing / Part Time	4	84 Hours/Week	Inclusive in Total Price
Medical Records Clerk	2	80 Hours/Week	Inclusive in Total Price
Other Miscellaneous Costs			
Admin Costs	n/a	n/a	Inclusive in total price
Mental Health First Aid	n/a	n/a	Inclusive in total price
CIERR	n/a	n/a	Inclusive in total price
AristaMD	n/a	n/a	Inclusive in total price
Total Proposed Annual Costs			\$6,816,999.00

PROGRAM COST BREAKDOWN

Health Care Cost for Jackson County Detention Center – 930 ADP

Staffing	\$6,170,260.99	90.51%
Administrative Services (medical malpractice insurance, civil rights insurance, legal fees, advertising/recruiting, travel expenses, Mental Health First Aid certification, CPR training, LMS Training, AristaMD, licensure, CIERR, etc.)	\$646,738.01	9.49%
Total	\$6,816,999.00	100%
Monthly	\$568,083.25	

Value-Added Options

DetainEMR at Jackson County Detention Center: Includes 55 user accounts.	Inclusive in Total Price
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**Add \$150 per hour for report/form customization/ancillary hourly services

OPTIONAL PRICING

Provide optional pricing and information for: (3) deploying EMR (Electronic Medical Records) and (4) deploying Tele-Medicine and/or Video Conferencing for external consultations.

Preferential consideration will be given to the Respondent that can provide EMR and Tele-Medicine and/or Video Conferencing.

(3) Provide optional pricing and information for deploying EMR (Electronic Medical Records):

ACH’s price to continue DetainEMR currently at the JCDC is listed below.

DetainEMR at Jackson County Detention Center: Includes 55 user accounts.	Inclusive in Total Price
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****Add \$150 per hour for report/form customization/ancillary hourly services**

(4) Provide optional pricing and information for deploying Tele-Medicine and/or Video Conferencing for external consultations.

ACH partners with a network of 250 specialists across 70 specialty fields to provide consultation to our site practitioners via a web-based application to increase access to specialty-level care. *This consultative service has historically led to a reduction in off-site transport.* This service helps reduce (but not entirely eliminate) the security concern of the Sheriff and the Administration of off-site transports. This service provides ACH with same day consultations, which in turn improves quality of care and eliminates unnecessary off-site visits, reducing costs.



This service is already included in the total price of the yearly contract.