

# MANATEE COUNTY GOVERNMENT SOURCE SELECTION

<b>SUBJECT</b>	RFP #120415-FL Correctional Center Healthcare Services	<b>DATE POSTED</b>	July 24, 2012 <i>ML</i>
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 749-3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	July 31, 2012 or there after
<b>DEPARTMENT</b>	Financial Management Dept./Purchasing Div.	<b>CONSEQUENCES IF DEFERRED</b>	N/A
<b>SOURCE RECOMMENDATION</b>	Armor Correctional Health Services, Inc., Miami, FL	<b>AUTHORIZED BY DATE</b>	Melissa M. Wendel, Purchasing Official, July 24, 2012 <i>MW</i>

### ACTION DESIRED

Approval to enter into negotiations with Armor Correctional Health Services, Inc., Miami, FL to perform professional services for a comprehensive healthcare service for the correction facilities managed by the Manatee County Sheriff's Office.

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)  
Manatee County Code of Laws

### BACKGROUND/DISCUSSION

- Estimated expenditure is \$4.9 million.
- Fund Source: 001 0000700 531008
- **MANATEE COUNTY** firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:  
  
No known firms in Manatee County.
- Proposals were received from the following firms:  
  
Armor Correctional Health Services, Miami, FL  
  
Corizon Health, Inc., Brentwood, TN  
  
Correctional Healthcare Companies, Greenwood Village, CO  
  
NaphCare, Inc., Birmingham, AL
- See Page 2 and 3 for details.

### SUMMARY

Recommend negotiations with Armor Correctional Health Services, Inc., Miami, FL

### ATTACHMENTS: (List in order as attached)

### INSTRUCTIONS TO BOARD RECORDS:

1. Approval Email  
Ed Hunzeker

N/A

### COST

\$4,900,000  
Annual Est.

### SOURCE (ACCT# & NAME)

### COMMENTS

N/A

### AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

N/A

- **Approval to enter into negotiations with Armor Correctional Health Services, Miami, FL.**
- The purpose of this acquisition is to obtain comprehensive inmate healthcare services, healthcare personnel, and program support services for Manatee County and the Correction Bureau of the Manatee County Sheriff's Office. The scope of services provides a general description of the requirements. Health care delivery is to be in accordance with American Correctional Association (ACA) standards. Collaborative, working communication is to occur among provider, correctional and county staff. Comparable to the local medical industry, medical costs are increasing and there is a continuing high level of inmates in the correction system.
- 2/29/12 – 7/16/12 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to one hundred ninety four (194) firms who provide these services; nine (9) firms downloaded the RFP and four (4) firms submitted proposals.
- The RFP was advertised locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.
- The Screening Committee consisted of:

Karen Windon, County Administrators Office  
 Elaine Maholtz, Community Services Department  
 Frank Lambertson, Purchasing Division  
 Major Anthony Ackles, Manatee County Sheriff's Office  
 Tom Salisbury, Manatee County Sheriff's Office  
 Brenda Rogers, Community Services Department (non-voting member)  
 Lynette Miralla, Community Services Department (non-voting member)

- The Screening Committee convened on 5/2/2012 to discuss the offers and determine the committee's forward progress. The Committee shortlisted the following firms:

Armor Correctional Health Services, Miami, FL  
 Corizon Health, Inc., Brentwood, TN  
 Correctional Healthcare Companies, Greenwood Village, CO

Naphcare Inc., was not considered for shortlisting due to a higher annual cost, minimal Florida correctional experience, professional staffing projections and startup cost to the County for medical equipment.

- Oral presentations were made by the shortlisted firms on 6/1/2012.
- The Selection Committee convened on 7/16/2012 to discuss the offers based on the stated requirements in the RFP and in order to continuing the acquisition process, and make a recommendation to the County Administrator.

Armor Correctional Health Services – The firm demonstrated exceptional qualifications via their proposal and oral presentation. Of particular importance was its understanding of the County's requirements; the possibility for local synergy as Armor is currently providing similar service in Sarasota and Hillsborough counties; integrating other community agencies to provide in-jail service to enhance continuity of care upon inmate release; proposed telemedicine processes with outside providers to reduce off-site medical appointments; increased staff at the correctional facility; and use of a discharge planning team. While its proposed cost is higher than Corizon, Armor's cost containment and implementation of cost ceilings for outside physician services is expected to reduce costs to the County.

Corizon Health, Inc. - Corizon presented its professional capabilities in a clear and concise manner via their proposal and their presentation was satisfactory. Corizon has been the County's correctional center health provider for the last ten years and has performed these services in a professional manner acceptable to the County. The firm proposed the lowest base fee, and offers extensive knowledge of Medicaid policy, and is capable of implementing the Patient Protection and Affordable Care Act. Committee members noted concerns: no proposed changes as it relates to discharge planning process and current Discharge Planner was not a full time position; further, that no increases in the telemedicine capabilities were proposed; and the initial cost for the electronic medical records system implementation was much higher than other proposers.

Correctional Healthcare Companies (CHC) - The firm submitted an informative proposal detailing their qualifications/knowledge and their oral presentation generated a lively conversation among committee members and the firm. Their approaches to recidivism, development of a Manatee County Change Center (100 bed facility), diversion programs and transition to the community were interesting alternatives to how services are currently provided. While CHC provided solutions that the County would have liked to consider the additional cost for those services at this time were not feasible due to current and future budget restraints.

The above justifications are a generalized summary of major observations intended only to give the Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than other Members when voting, and this summary of the Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Members to vote.

- Motion and Voting Summary:

Motion made by Karen Windon to recommend Armor Correctional Health Services to the County Administrator as the firm to initiate negotiations with for the required services, seconded by Elaine Maholtz, discussion, motion approved 5-0.



**Fw: Update - Screening Committee Recommendation - Correctional Center  
Healthcare Services - RFP #12-0415FL**

**Melissa Wendel** to: Dennis Wallace, Frank Lambertson

07/18/2012 03:49 PM

FYI

Melissa M. Wendel, CPPO  
Purchasing Official  
Manatee County Purchasing Division  
941-749-3054

----- Forwarded by Melissa Wendel/MCG on 07/18/2012 03:49 PM -----

From: Ed Hunzeker/MCG  
To: Melissa Wendel/MCG@MCG  
Date: 07/18/2012 03:48 PM  
Subject: Re: Fw: Update - Screening Committee Recommendation - Correctional Center Healthcare Services - RFP #12-0415FL

Melissa,

Please proceed with negotiations.

Thanks for the visit.

Ed Hunzeker  
County Administrator  
Manatee County Government  
(941) 745-3798

Melissa Wendel

Melissa M. Wendel, CPPO Purchasing Official

07/18/2012 03:40:16 PM

From: Melissa Wendel/MCG  
To: Ed Hunzeker/MCG@MCG  
Date: 07/18/2012 03:40 PM  
Subject: Fw: Update - Screening Committee Recommendation - Correctional Center Healthcare Services - RFP #12-0415FL

Melissa M. Wendel, CPPO  
Purchasing Official  
Manatee County Purchasing Division  
941-749-3054

----- Forwarded by Melissa Wendel/MCG on 07/18/2012 03:39 PM -----

From: Melissa Wendel/MCG  
To: Ed Hunzeker/MCG@MCG  
Cc: Dennis Wallace/MCG@MCG, Frank Lambertson/MCG@MCG  
Date: 07/17/2012 05:33 PM  
Subject: Fw: Update - Screening Committee Recommendation - Correctional Center Healthcare Services - RFP #12-0415FL

Mr. Hunzeker,

We are communicating the recommended selection of **ARMOR CORRECTIONAL HEALTH SERVICES** of Miami, Florida to perform **CORRECTIONAL CENTER HEALTHCARE SERVICES** on an annual basis. Upon your approval of the recommendation of the Evaluation Committee, staff will proceed with the posting of the selection and begin negotiations. If you

choose, you may direct staff to present this recommendation to the Board of County Commissioners for consideration.

Melissa M. Wendel, CPPO  
Purchasing Official  
Manatee County Purchasing Division  
941-749-3054

----- Forwarded by Melissa Wendel/MCG on 07/17/2012 05:27 PM -----

From: Frank Lambertson/MCG  
To: Melissa Wendel/MCG@MCG  
Cc: Dennis Wallace/MCG@MCG  
Date: 07/17/2012 05:17 PM  
Subject: Update - Screening Committee Recommendation - Correctional Center Healthcare Services - RFP #12-0415FL

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Melissa:

Please see updated recommendation:

Estimated expenditure is \$4.9 million.

Fund Source: 001 0000700 531008

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Motion and Voting Summary:

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Frank G. Lambertson, Contracts Negotiator  
Manatee County Government, Purchasing Division  
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Bradenton, FL 34205  
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Phone: 941-749-3042  
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