

# MANATEE COUNTY GOVERNMENT

## INTENT TO NEGOTIATE

<b>SUBJECT</b>	Opioid Focused Recovery Peer Coaching Services- Pilot Program	<b>DATE POSTED</b>	MC <u>12/15/17 G.B.</u> DS <u>12/15/17 G.B.</u> CC _____
<b>PURCHASING REPRESENTATIVE</b>	Chris Daley-CPPO, CPPB, 749-3048	<b>DATE CONTRACT SHALL BE AWARDED</b>	Upon completion of Successful Negotiations
<b>DEPARTMENT</b>	Neighborhood Services Department	<b>CONSEQUENCES IF DEFERRED</b>	None
<b>SOLICITATION</b>	RFP 18-R067458CD	<b>AUTHORIZED BY DATE</b>	Theresa Webb, CPPO, CPPB, CPSM, C.P.M., Procurement Official <i>Theresa Webb</i> <u>12/15/17</u>

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with First Step of Sarasota, Inc., Sarasota, FL to provide an Opioid Focused Recovery Peer Services- Pilot Program for the Neighborhood Services Department.

### 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

#### PROJECT BACKGROUND:

The County requested proposals from qualified Proposers for the provision of Opioid Focused Recovery Peer Coaching Services- Pilot Program (Program) for the Neighborhood Services Department as one of the many strategies necessary to reduce the opioid-overdose rate in Manatee County, an issue designated as a State of Emergency by the State of Florida on May 9, 2017 and a National Emergency by the White House on August 11, 2017.

The intent of this RFP is to contract with one or more eligible and qualified providers, to deliver these services to address an emergent public health issue.

#### SOLICITATIONS:

The RFP was advertised on October 17, 2017 on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. (4) proposals were received from:

The Center for Progress and Excellence, Inc., Fort Meyers, FL  
First Step of Sarasota, Inc., Sarasota, FL  
Genesis Health Services, Inc., Bradenton, FL  
Rodney Allen & Associates, LLC, Palmetto, FL

<b>ATTACHMENTS</b> (List in order of attached)	Evaluation Scoring Summary	<b>FUNDING SOURCE</b> (Acct Number & Name)	<input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	\$500,000	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A

**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Joshua Barnett, health Care Services Manager, Neighborhood Services Department

Kim Stroud, Health Benefits Manager, Human Resources Department

Dr. Jennifer Bencie, MD Administrator, Manatee County Health Department

**Non-Voting Staff Attending:**

Chris Daley- **Committee Facilitator**-Buyer Manager, Financial Management Department

Cheri Coryea- **Advisor**, Director, Neighborhood Services Department

Steve Jorgenson- **Technical Advisor**- Director of Contracts, Central Florida Behavioral Health Network

Carrie Hartes- **Technical Advisor**- Contracts Department, Central Florida Behavioral Health Network

**EVALUATION RESULTS:** The Evaluation Committee convened on November 21, 2017 for the discussion of the proposals and a review of evaluation committee requirements. The discussions included a review of each of the responsive and responsible proposals against the evaluation criteria.

During this meeting, the Evaluation Committee determined that the following proposers would be invited to provide oral presentations to obtain clarifications of their proposals:

The Center for Progress and Excellence, Inc., Fort Meyers, FL

First Step of Sarasota, Inc., Sarasota, FL

Genesis Health Services, Inc., Bradenton, FL

The Evaluation Committee convened on November 29, 2017 to provide for the Oral Interview from each firm to demonstrate their full understanding of the Program and to the following inquiries:

- Brief introduction of the proposing company and key personnel assigned to the project
- Capacity
  - How many customers did they expect to serve- based on their proposed budget
  - Description of identified office space, and why the space and location was preferable to facilities that they may already occupy within Manatee County
  - Additional details on proposed staffing, and how many clients could be served with their proposed staffing
  - Clarification of Health Care coverages
- Approach
  - Timeline for implementing program (startup)
  - Details of how they would identify eligible consumers (outreach and engagement)
  - Details of how they would track, report, and validate data such as enrolled clients, service delivery, and frequency of contact
  - Details of how they would measure and report service outcomes
- Sustainability
  - Clarifications on their proposed sustainability methods, and whether they had experience with billing Medicaid
- Budget (fee proposal)
  - Clarifications and discussions regarding the various line items and associated costs in their proposed budget

The Evaluation Committee convened on December 13, 2017 for the discussion and review of each of the short-listed proposals. The discussions included a review of all the information provided in the proposal responses and oral presentations, a review of the strengths and weaknesses against all the evaluation criterion.

After deliberation and completion of the scoring form, the Evaluation Committee unanimously voted for continuing the acquisition process and determining a recommendation to the County Administrator for a single award.

First Step of Sarasota, Inc., Sarasota, FL- The firm demonstrated exceptional qualifications in their proposal. First Step of Sarasota has extensive experience dealing with substance abuse intervention, prevention, treatment, and outreach services. They presented a comprehensive project approach emphasizing their experience with the peer to peer approach for recovery oriented services, demonstrating a full understanding of the County's expectations for this pilot program, and a good implementation plan with focus on outreach efforts within the community. The firm also displayed a knowledge of opportunity to utilize Medicaid billing as an option for sustainability moving forward, a robust reporting system for tracking and validating data that was presented by their Chief Information Officer during the oral presentations, and was also the only firm to present an accurate budget proposal. This coupled with the experience of the key personnel involved with this project helped the Evaluation Committee determine that First Step of Sarasota, Inc. be recommended for award consideration.

Genesis Health Services, Inc., Bradenton, FL- This firm provided a good presentation, a good understanding of the County's needs, and a good service approach. Other favorable points were the firm's use of an existing Manatee County site and commitment to recruiting staffing from community. The firm, while believed capable of providing the services required, was ranked second overall due to the Evaluation Committee's perception that the firm's reporting approach and capability was more informal as compared to that of the top ranked firm, coupled with an inaccurate and unclear budget proposal.

The Center for Progress and Excellence, Inc., Fort Meyers, FL- This firm provided a good presentation, a good understanding of the County's needs. While this firm is growing, and has good track record in Southwest Florida for providing substance abuse services, the firm was ranked third overall due to the Evaluation Committee's perception that the firm's experience and approach was more clinical and did not align with the objectives of this RFP.

**REMAINING RESPONDENTS:** These remaining respondents, although seemingly qualified, were not selected based on a comparison of capabilities and responses received from firms selected for oral presentations:

Rodney Allen & Associates, LLC

**ESTIMATED COST OF SERVICES:** The estimated expenditure is \$500,000.

**FUNDING:** 001-0015400/ Human Svcs-Administration

*The above justifications are a generalized summary of major observations intended only to provide the County 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 the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Evaluation Committee voted 3-0 to proceed with First Step of Sarasota, Inc. Sarasota, FL.

The resulting agreement will be managed by the Neighborhood Services Department.