

SCHOOL DISTRICT OF PALM BEACH COUNTY
PURCHASING DEPARTMENT
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April 13, 2007

ADDENDUM NO. 1

REQUEST FOR PROPOSAL NO.: 07C-011B

TITLE: REQUEST FOR PROPOSAL FOR SPEECH AND LANGUAGE SERVICES

RETURN DATE: April 30, 2007, 2:00 P.M. EST

Responses to questions received from proposers are as follows:

Question: What is the current rate being paid for Speech and Language Services at this time?
Answer: \$53 - \$70 per hour

Question: How many weekly hours and/or therapists are needed?
Answer: It varies from 1 up to 35 hours per week.

Question: What is the hourly rate currently or previously paid by Palm Beach County Schools?
Answer: \$53 - \$70 per hour

Question: Will proposers be automatically notified when the addenda are posted?
Answer: Yes.

Question: I am aware that Palm Beach is using Boca Speech Center, Interim Healthcare of the Treasure Coast and Rehab Works currently, but what are the current contract rates that these companies are charging the district?
Answer: 53 - \$70 per hour

Question: Page 7, Section 10.1.D - says awarded proposers must become a Medicaid provider to the District. Does this mean that proposer will provide Medicaid services to the District and, as a Medicaid provider, will bill Medicaid directly and accept payment from Medicaid? Or, does this mean that proposer's speech therapists will bill Medicaid on behalf of the district, with Medicaid paying the District? Will you please provide additional clarification on this statement?

Answer: Proposer will bill and receive payment directly from Medicaid, under their own provider number, for Medicaid eligible students.

Question: Page 8, Section 10.4.A - This section states that "The proposer will bill Medicaid for evaluations and services for Medicaid eligible students." Does this mean that, for Medicaid eligible students, the proposer will receive payment directly from Medicaid or from the District?

Answer: Proposer will bill and receive payment directly from Medicaid, under their own provider number, for Medicaid eligible students.

- Question: Page 8, Section 10.4.A - If proposer is expected to receive payment from Medicaid for Medicaid-eligible student services, will you please provide a broad, non-binding estimate as to the percentage of students that are Medicaid-eligible?
Answer: Approximately 25 percent of ESE students are Medicaid eligible.
- Question: For how many hours per day will you pay for therapy services?
Answer: It varies from one to seven hours per day.
- Question: For how many days per school year will you pay for therapy services?
Answer: We will only pay for days students are in attendance, following the school calendar.
- Question: Will you pay for any pre-planning days, post-planning days, or workdays?
Answer: This is decided on an individual review basis for staff filling full time positions.
- Question: For the current 2006-07 school year, (1) what is the approximate total number of SLPs in your District? (2) Of that number, approximately how many are contracted?
Answer: There are approximately 300 SLPs in the district, 20 of which are contracted.
- Question: Who are the current Providers for SLP services?
Answer: Rehabworks, Interim Therapy, Boca Speech
- Question: Can you provide the current bill rate by provider per discipline (SLP)?
Answer: Rehabworks \$70 per hour, Interim Therapy \$53 per hour, Boca Speech \$68 per hour
- Question: Can you provide the # of FTEs (full time equivalents) by provider by discipline (SLP)?
Answer: About 20
- Question: Have your current providers been able to meet all of your current SLP services need at SD of Palm Beach County?
Answer: No.
- Question: Do your current providers need to re-bid or are they are currently in an extension year?
Answer: Yes, all providers must submit proposals at this time.
- Question: How many district SLP/OT/PTs does SD of Palm Beach County have on staff?
Answer: About 300 SLPs. This RFP does not include OT/PT services.
- Question: Does SD of Palm Beach County currently have any SLP/OT/PT compensatory time to make- up?
Answer: No for SLP. This RFP does not include OT/PT services.
- Question: Does SD of Palm Beach County have a written staffing plan, and if so, may we have a copy?
Answer: No, there are multiple varied factors considered in staffing.
- Question: Will therapists have access to Internet capabilities/computers at SD of Palm Beach County?
Answer: All school campuses have computers with internet access.
- Question: In regards to billable hours, it is our experience that we are able to bill using a fee for service hourly model requested, additionally we are often able to provide more affordable pricing for districts using a daily per diem model. Would both models be accepted?

Answer: Any submitted fee schedules will be considered.

Question: Are IEP meetings billable?

Answer: Meetings which occur during the therapists' scheduled work hours are billable.

Question: Are orientation sessions billable?

Answer: Orientations which occur during the therapists' scheduled work hours are billable.

Question: How many hours are in a typical school day (i.e. how many hours are therapists allowed to be on-site)

Answer: Up to 7 hours.

Question: Are we allowed to bill for paperwork, IEP meetings, travel between school sites?

Answer: Planning and meetings which occur during the therapists' scheduled work hours are billable; travel is not billable.

Question: In regards to Medicaid billing:

(A) Does the SD of Palm Beach County have a specific procedure for vendors to become Medicaid providers?

(B) Do contract companies need to bill for Medicaid through a computer system at SD of Palm Beach County?


Answer: (A) No.

(B) No.

Question: We have a standard non-solicitation policy, which enables us to invest in recruiting on behalf of our school district partners without fear that the district could solicit away a potential recruit or employee. Our partners agree to this policy because they understand that such solicitation would render it financially unfeasible for us to continue investment in recruiting on their behalf. Would the District be willing to negotiate a mutually-agreeable, non-solicitation policy with awarded providers? If not, what if any assurances can the district provide that it will not engage in solicitation activity that could render our recruiting activities on your behalf financially unviable?

Answer: We would not recruit from your pool as it would be unethical to do so. When contract staff has asked if they are allowed to apply for a School District position, they were referred back to their agency to follow their agencies policies.

This addendum is for information only and need not be returned with your RFP. By virtue of signing the Request for Proposal, proposer agrees to this addendum.


Karen L. Brazier, Purchasing Agent


Sharon Swan, Purchasing Director