

THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

Purchasing/Property Records/Warehouse

817 Bill Beck Boulevard, Building 2000 • Kissimmee • Florida 34744-4495

Phone: 407-870-4630 • Fax: 407-870-4616 • www.osceola.k12.fl.us

SCHOOL BOARD MEMBERS

- District 1 – Jay Wheeler
407-390-0505
- District 2 – Julius Melendez
407-922-5113
- District 3 – Cindy Lou Hartig
407-832-3999
- District 4 – David Stone, Vice Chair
407-933-2700
- District 5 – John McKay, Chair
407-957-4056



Superintendent of Schools

Michael A. Grego, Ed.D.

June 9, 2009

Healthcare Clinic (onsite) For the School District of Osceola County, Florida

RFP # SDOC-09-P-119 NM

Addendum # 2 (To be attached and become a part of the RFP)

The Due Date for submittals **WAS** June 23, 2009 at 2:00 p.m. The ***NEW*** Due Date for submittals is **July 14**, 2009, 2:00 p.m., at the School District of Osceola County, 817 Bill Beck Blvd., Building 2000, Purchasing Department Office, Kissimmee, Florida.

This Addendum is being issued to address questions received during the Pre-Proposal meeting which was held June 2, 2009. There are several questions that were asked that will require additional research and will be addressed at a later date.

A. Questions/Answers:

1. How much space is proposed to be allocated to the health center (square footage)? Does this include allocated space for a pharmacy? ***This would depend on the model(s) you the Respondent would be proposing. See Tab 7, Item "C", #1.***
2. When is a location for the health center expected to be confirmed? ***Prior to the award of the Contract, a location will be selected by the School Board.***
3. Is any equipment for a health center or pharmacy currently available? ***No.*** If, so, could you specify?
4. Please describe current health and wellness and disease management programs in place. ***See The School District of Osceola County's (SDOC's) benefits brochure; Attachment "I"; Addendum #1.***
5. Will your current health plan provider be bidding on the onsite health services? ***At this time, unknown.***
6. How many firms will be Short Listed? ***Unknown at this time. This is a selection committee decision.***

Student Achievement – Our Number One Priority

Districtwide Accreditation by the Southern Association of Colleges and Schools

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An Equal Opportunity Agency

7. Is Section 4 available in WORD? **Yes; an inter-active WORD document is posted on our website.** Example: an inter-active PDF (Is like a Word document) which allows you to type your response directly into the document while keeping the original information intact and protected.
8. What does the School District handle “Confidential Materials” and what is considered “Confidential”? **Trade Secrets are defined by Section 812.081(1)(c) F.S. and financials are defined in Section 119.071(1)(c) F.S. and those documents that are considered “Confidential Materials” by the district, are filed in the original bid file folder and all of the bid files are secured.**
9. Clarify the “10 day rule” about viewing submittals. **F.S. 119.071(1)(b) reads: “Sealed bids or proposals received by an agency pursuant to Invitations to Bid or Request for Proposals are exempt from F.S.119.071(1)”... “until such time as the agency provides notice of a decision or intended decision pursuant to F.S. 120.57(3)(a) or within ten (10) days after bid’s or proposal’s opening, whichever is earlier”.**
10. Is the District looking for different models for this service? **Yes.**
11. Deviations from the Terms & Conditions. How do you want these addressed? **Address the RFP language with the Respondent’s proposed changes in Tab 8 of the submittal and label the proposed changes as “E. Modification to RFP Language”.**
12. When is the last date that questions will be answered? **As of this date, unless another addendum is issued, the due date for questions is the close of business on June 17, 2009.**
13. Who is responsible for the build out? **The School District. The School Board would prefer that this clinic be located near the District Administration offices at 817 Bill Beck Blvd., Kissimmee, on School Board property.**
14. What is the effective date for the facility to be operational? **January 1, 2010.**
15. What is Osceola County’s average annual wage? **The School based annual average wage is approximately \$45,000/year.**
16. What are the intended hours of operation for the on-site health center? If those hours are not yet determined, would you please provide the hours of operation for the district office, and other major employee groups that would be eligible to use the clinic? Is it expected that the clinic would be open nights and weekend? **The District Office is open 8:00 a.m. to 4:30 p.m. Due to school employees’ work schedules, the Board anticipates offering some evening and weekend hours.**
17. Of the services that are potentially requested in the RFP, which have the most value to the District? **“PCP” Primary Care Physician, Wellness Support, Occupational Health, Pharmacy.**

18. Is the intention of the health center to be the member's medical home or to provide supplemental care coordinated with a primary care practitioner? **Supplemental Care coordinated with a primary care practitioner.**
19. In dollar terms, what budget has been allocated for the initial start-up and ongoing first year operating expense? **To be determined by services offered in Clinic.**
20. Can you provide a brief overview of medical plan options from a design perspective?
 - A) Is your Medical plan currently self insured, fully insured or funded under a minimum premium arrangement with a bank account? Partially self insured is indicated in the RFP, please elaborate. **Self Insured. Health Plan is fully Self Insured with an ASO Contract for Third Party Administration with CIGNA HealthCare. Workers' Comp is covered with the Florida School Boards Insurance Trust which is a Consortium of School Boards which provides a combination of fully insured and self insured coverage to the member Districts.**
21. Why is the school board expecting only 10% utilization in the group health/primary care services and a 75% utilization in Occ Health? Redirecting primary care and specialty services typically yields a much greater ROI. **With the current HRA Plan the School Board is evaluating ways to encourage participants' utilization of the Clinic. The Board is looking for suggestions from respondents on how to increase participation.**
22. The RFP gives numbers of employees only yet it speaks to retirees, spouses, dependents. Please advise as to the exact numbers of each group. **Employees – 6140, Retirees – 269, Spouse Only – 498, Child(ren) Only – 749 and Family – 3452.**
23. How many clinics does the District want? **The District would like to start with one clinic, with a plan to add additional site(s) in the future.**
24. Who is on the "Evaluation Committee"? Do any of the committee members have a Healthcare Clinic background? **The District's Evaluation Committee consists of District Staff with Aon Consulting advising. Aon has Clinic background.**
25. Does the District presently have an Occupational Clinic? **Not currently on-site.**
26. Who is responsible of the Co-Pay? **Participant, if model includes co-pay.** Is this for revenue for the District? **No, Employee Benefit Enhancement and Plan Cost Savings.**
27. What will the professional staffing requirement be? **The School District is interested in the Respondent's recommendation, based on the Respondent's clinic mod**
28. Is the intention of the health center to be the member's medical home or to provide supplemental care coordinated with a primary care practitioner? **Supplemental Care coordinated with a primary care practitioner.**
29. In dollar terms, what budget has been allocated for the initial start-up and ongoing first year operating expense? **To be determined by services offered in Clinic.**

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 - A) Is your Medical plan currently self insured, fully insured or funded under a minimum premium arrangement with a bank account? Partially self insured is indicated in the RFP, please elaborate. **Self Insured. Health Plan is fully Self Insured with an ASO Contract for Third Party Administration with CIGNA HealthCare. Workers' Comp is covered with the Florida School Boards Insurance Trust which is a Consortium of School Boards which provides a combination of fully insured and self insured coverage to the member Districts.**
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36. What will the professional staffing requirement be? **The School District is interested in the Respondent's recommendation, based on the Respondent's clinic model**
37. Can the pharmacy portion be contracted out? **Yes.**
38. What are the expected days and hours of operation? **Monday – Saturday with evening hours. Specific days and hours will be discussed during Contract Negotiations.**
39. Would the Worker's Comp portion be fee schedule or flat rate? **Part of flat rate for treatment of first aid injuries.**
40. What is the anticipated size of the facility? **Depends on the clinic model selected.**
41. Would you charge rent? **No.**
42. What are the requirements for a performance guarantee? **This question will be addressed in at a later date.**
43. Will the clinic be open to dependents? **Yes, and to Retirees.**

B. Change in Events:

June 17, 2009

Deadline for questions – Due before 1:00 p.m.

July 14, 2009

Due Date

July 30, 2009

Written Evaluations (Committee)

• ***The week of***

August 5 & 6, 2009*

Oral Presentations / Informal Interviews (Committee)

August 25, 2009

Recommendation of Top-Ranked Firm

August 26, 2009

Pre-Contract Meetings

September 22, 2009

Submittal of Final Contract for Board Approval

*The Board requests that Respondents keep the week of August 3rd open for Oral Presentations. As soon as the Evaluation Committee has selected firms to invite for the Oral Presentation, the Purchasing Department will contact these firms about dates and times of the Oral Interviews.

C. Paragraph 2.03; Additional attachment, page 7 of the Original Document which reads: Additional attachments to be included with Respondent's Proposal Submittal:

- Organization Chart
- Biographies
- Financial Statement
- Annual Report
- Patient safety
- Patient Satisfaction Survey and Results
- Implementation Plan
- Communication Samples
- Promotional Materials e.g., calendars, pedometers with client logo
- Samples of Standard Management and Usage Reports (Reports)
- Sample Employer Contract
- Certificate of Insurance Coverages
- Feasibility Analysis – Aon Prescribed Assumptions
- Feasibility Analysis – Vendor Prescribed Assumptions

Change to read:

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- Communication Samples
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- Samples of Standard Management and Usage Reports (Reports)
- Sample Employer Contract
- Certificate of Insurance Coverages
- Feasibility Analysis – District Prescribed Assumptions
- Feasibility Analysis – Vendor Prescribed Assumptions

D. Tab 6; item 10 on page 35 which reads

Show your pharmacist turnover rates for the first six months for the last five on-site pharmacies. (Aon has noted that such projects have high unsatisfactory rates when the pharmacist turnover rates are high).

Change to read:

Show your pharmacist turnover rates for the first six months for the last five on-site pharmacies.

E. Excel Spreadsheet for Fee Schedule(s)

At a later date an Excel Spreadsheet will be “posted” to the District’s website for Fee Schedule(s).

If you have any questions regarding this Addendum #2 please contact Neil D. McDonald, Purchasing Supervisor by phone at (407) 870-4625 or by email at mcdonaln@osceola.k12.fl.us

Please sign and include this Addendum #2 in your submittal indicating that you have read and understand the changes listed herein.

Authorized Signature

Date