



**ADDENDUM 2**

**Request for Proposal (RFP) #13-00029**  
**Medical Registry Services Network Management Provider**  
**RESPONSES TO BIDDERS QUESTIONS**

To: All Prospective Bidders,

This addendum is issued in response to questions that have been brought forth by potential bidders. The questions and answers contained in this Addendum constitute an amendment to this RFP.

Question #	Question	Answer
RFP - Q1	Just a quick note that Management is spelled incorrectly in the title. (Mangement)	Bid title for RFP 13-00029 was modified to correct spelling on the word Management
RFP – Q2	Will VMS also oversee services that under procedure based billing or only hourly based staffing services?	All services provided under the Medical Registry Services Network Management Provider are listed in Exhibit A-1 and will be billed at an hourly rate. Rates should be based on cost per classification salary plus administrative fee per hour for all overhead. The rate per hour and the administrative fee per hour will be multiplied by the estimated number of hours required for an item total. Item totals will be totaled for all items for a total cost proposal amount.
RFP – Q3	Does Bid#13-0029-Mediactal Registry Services Network Management differ from the previous solicitation titles that provided medical temporary/relief medical staff such as "Temporary/Relief Nursing" contracts from the past?	Yes! The goal of this procurement is to allow for the Registry Network Management Vendor to be responsible for the management of registry based service providers contracted with their organization to provide registry services to CDCR/CCHCS. During the Network development and implementation stages CDCR/CCHCS with provide the Vendor a listing of medical registry providers currently contracted with CDCR/CCHCS. The Registry Network Management Vendor will work with the registry providers to contract for selected medical registry services. Once a registry provider is contracted with the Vendor, notification from the Vendor will be provided to CDCR/CCHCS so the current CDCR/CCHCS contract can be cancelled. If at the time of final implementation of the Network any contracted registry providers with CDCR/CCHCS who have not contracted with the Network Vendor will be evaluated to determine the next course of action.

RFP – Q4	Will this be a "sole" award contract?	Yes! The California Correctional Health Care Services (Medical Contracts) is seeking a single company to manage and supply temporary/relief medical registry staffing services to patients/youths at all institutions/facilities statewide.
RFP – Q5	If CCHCS were deciding to move in the direction of utilizing a VMS which oversees primarily services that based on hourly billings why did contracts like Optometry and Physical Therapy change their billing procedure from hourly to Medicare billing rates/rules/guidelines. Once VMS contract is awarded will these Procedure Based Services (medicare billing rates) then change to hourly rates? Or will the new Physical Therapy Services contract that started July 1st 2013 remain exclusive from VMS oversight?	Rates should be based on cost per classification salary plus administrative fee per hour for all overhead. The rate per hour and the administrative fee per hour will be multiplied by the estimated number of hours required for an item total. Item totals will be totaled for all items for a total cost proposal amount. Physical Therapy is included in this procurement. See Exhibit A-1 for the list of all classifications included in this procurement.
RFP – Q6	Can you please confirm the due date for this proposal as Bidsync lists the end date of 2/13/14, but the RFP states 1/24/14?	The "Time End" date listed on BidSync is the date the contract will be awarded which is February 13, 2014. The proposal due date for RFP #13-00029 is Friday, January 24, 2014 by 2:00 p.m. PST.
<b>Question #</b>	<b>Question</b>	<b>Answer</b>
RFP – Q7	Can you please confirm the due date for this proposal as Bidsync lists the end date of 2/13/14, but the RFP states 1/24/14?	The "Time End" date listed on BidSync is the date the contract will be awarded which is February 13, 2014. The proposal due date for RFP #13-00029 is Friday, January 24, 2014 by 2:00 p.m. PST.
RFP – Q8	What is the process/procedure of Protesting to Prevent a VMS from managing Medical Services in the Prison System?	As noted in the RFP, section 1.2, this contract is solicited under substitute contracting processes authorized under Court order, under which there is no administrative protest procedure. Questions or concerns regarding the type of entities that may be awarded this contract should be raised via this question and answer process or at the bidders' conference.
RFP – Q9	By giving all the business to one private contractor who will give contract to a network of registries than how the CCHCS will do check and balance to see the fairness of the business on regular basis. For example, If for one job opening three different registries apply different candidates than how the each registry and CCHCS will know which registry applied first and given the fair chance to their candidate.	The Medical Registry Services Network Management Provider will be one statewide provider that will be responsible for all medical registry staffing needs to ensure that the network of registry staffing is maintained and sufficient to support all institutions/facilities of the California Department of Correction and Rehabilitation (CDCR). Although it is the desire of the California Correctional Health Care Services (CCHCS) to continue doing business with as many of our current registry provider groups as possible, the selected vendor is ultimately responsible for the on-going operations of the network and will be tasked with bringing into the network medical registry groups, employees and/or subcontractors.

Question #	Question	Answer
RFP – Q10	<p>The Physical Therapy Services rate cap is extremely below previous hourly contract rates and even more depreciated with Medicare Procedure Based Billing Rates. Physical Therapists are compensated 1.5 x the rate cap in at least 13 facilities right now and some Physical Therapists have been for at least 5 years in the more challenging regions to place Physical Therapists. My questions are:</p> <p>What will happen if current registry has Physical Therapists compensated under Medicare Procedure Based Billing Rates when new contract starts April 1st and there are no Physical Therapists willing to work at rates below the cap of 48.13?</p> <p>After speaking with many of our registry Physical Therapists regarding rate change April 1st none of them are willing to take a 50% pay cut and are planning on practicing in other settings i.e. Skilled Nursing Facilities, Hospitals, and Home Health. How can you ensure continuity of care will not be disrupted and services will be provided as stated in your Vision and Mission Statements "To provide constitutionally adequate medical care to patient-inmates of the California Department of Corrections and Rehabilitation (CDCR) within a delivery system the state can successfully manage and sustain." and "To reduce unnecessary morbidity and mortality and protect public health by providing patient-inmates timely access to safe, efficient medical care, and coordinate the delivery of medical care with mental health, dental and disability programs" cited from:  <a href="http://www.cphcs.ca.gov/mission.aspx">http://www.cphcs.ca.gov/mission.aspx</a></p> <p>Will current registry be allowed to continue providing it's Physical Therapists under Medicare Procedure Based Billing if VMS is unable to secure Physical Therapists at VMS rates?</p> <p>If VMS is unable to provide Physical Therapy Services will current registry providing Physical Therapy Services be allowed to continue providing services under previous contract i.e. Medicare Procedure Based Billing after April 1st?</p>	<p>Answer forthcoming at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync (<a href="http://www.BidSync.com">www.BidSync.com</a>).</p>
RFP – Q11	<p>Why is the rate for Pharmacist In Charge lower than Pharmacist?</p>	<p>Exhibit B-2 will be amended to correct rate caps for Pharmacist in Charge and Pharmacist services</p>
RFP – Q12	<p>I just wanted to check with you to get an estimate on how long the bidders conference will be on Wednesday for the Vendor Manager medical staffing RFP?</p>	<p>The bidders conference is scheduled from 1:30 to 3:30 pm at 8260 Longleaf Dr, Elk Grove, CA 95758, Building C-1, Room 102.</p>

Question #	Question	Answer
RFP – Q13	Is there an agenda for the pre bid conference?	The agenda will be provided at the bidder's conference
RFP – Q14	Re: the Bid Conference-Will there be an opportunity for call-in participation if I can't physically attend due to conflicts in schedule?	The Bidder's Pre-Proposal Conference does not allow for interested vendors to attend via telephone. Although registration is not needed for the pre-proposal conference, it is mandatory that all attendees check-in at the front desk prior to entering the room where the pre-proposal conference will take place.
RFP – Q15	Please confirm that after submitting a bid, can the bidder request confidential/proprietary information be returned as stated in 2.4	All materials submitted in response to this RFP upon submission are the property of the State of California/CCHCS subject to the California Public Records Act (PRA; Government Code (GC) section 6250, et seq.) and will be returned only at the State/CCHCS' option and at the Bidder's expense. At a minimum, the Master Copy of the Proposal shall be retained for official files and will become a public record after contract award. The State makes no guarantee that it will protect from disclosure any materials claimed to be confidential or proprietary. However, materials the State has agreed are confidential information will be returned upon the request of the Bidder before the award
RFP – Q16	If a page is in landscape orientation, is the page number required to be at along the long edge of the page or along the short edge as a page in portrait orientation?	The page identification must be located in the same page position throughout the proposal. If you are including figures, tables, charts, etc. these documents must be assigned index numbers and must be referenced by these numbers in the proposal text and in the proposal Table of Contents. Required attachments to the proposals (i.e., completed government documents) are not required to follow the page identification requirements as long as the bidders name is clearly written and/or typed within each documents.
RFP – Q17	Please confirm that the reference to "mental and dental services" is in error?	Exhibit B has been amended to reflect the correct reference to medical services
RFP – Q18	Please confirm that the bid rate cap of \$44.28 is correct for a Clinical Laboratory Scientist. Rate is low and not consistent with commercial market place rates. Remedy sought to adjust the rate cap to range between \$59 hourly and \$65 hourly. The cap rates are fixed for a long term and must include room for the administration cost of managing a program of this magnitude while still being cost effective	The bid rate cap for Clinical Laboratory Scientist services is \$44.28. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).

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RFP – Q19	Is Psychiatric Technician listed in error, as this job classification is already in the Dental & Mental Health Registry Network effective 10/14/2013?	The listing of the Psychiatric Technician classification is correct as this classification can be used for either mental health or medical services
RFP – Q20	Please confirm that the bid rate cap of \$53.72 is correct for Occupational Therapy. Rate is very low compared to commercial market place rates; or does this reflect an entry level provider? There is no years of experience requirement listed in exhibit A-1 for this position. Remedy sought to adjust the rate cap to range between \$60 hourly and \$65 hourly or clarify if minimal experience is required. The cap rates are fixed for a long term and must include room for the administration cost of managing a program of this magnitude while still being cost effective	The bid rate cap for Occupational Therapy services is \$53.72. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).
RFP – Q21	Please confirm that the bid rate cap of \$85.00 for a Pharmacist in Charge is correct and that it is supposed to be less than the bid rate cap of \$89.98 for a Pharmacist. Rate appears to be transposed. Typically, the pharmacist in charge would be higher then the pharmacist rate in the commercial market place.	Exhibit B-2 will be amended to correct rate caps for Pharmacist in Charge and Pharmacist services.
RFP – Q22	Please confirm that the bid rate cap of \$48.13 is correct for Physical Therapy. Rate is very low compared to commercial market place rates; or does this reflect an entry level provider? There is no years of experience requirement listed in exhibit A-1 for this position. Remedy sought to adjust the rate cap to range between \$60 hourly and \$65 hourly or clarify if minimal experience is required. The cap rates are fixed for a long term and must include room for the administration cost of managing a program of this magnitude while still being cost effective	The bid rate cap for Physical Therapy services is \$48.13. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).
RFP – Q23	Please confirm that the bid rate cap of \$49.72 is correct for Speech-Language Pathologist. Rate is extremely low and is not consistent with commercial marketplace rates; or does this reflect an entry level provider? There is no years of experience requirement listed in exhibit A-1 for this position. Please see prior bid matrix with rates more in line with commercial market place. Remedy sought to adjust the rate cap at least to range between \$75 hourly and \$80 hourly. The cap rates are fixed for a long term and must include room for the administration cost of managing a program of this magnitude while still being cost effective	The bid rate cap for Speech Language Pathologist services is \$49.72. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).
RFP – Q24	Please confirm that the bid rate cap of \$35.03 is correct for Optometry. Rate is extremely low and is not consistent with commercial marketplace rates. According to the job description in Exhibit A-1 this is referring to an optometrist. The current rate cap is more suitable for an optician rather than an optometrist. There is no years of experience requirement listed in exhibit A-1 for this position. Remedy sought to adjust the rate cap to range between \$55 hourly and \$60 hourly. The cap rates are fixed for a long term and must include room for the administration cost of managing a program of this magnitude while still being cost effective	The bid rate cap for Optometry services is \$35.03. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).

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RFP – Q25	Please confirm that the bid rate cap of \$74.42 is correct for Registered Nurse. Rate is extremely high and is not consistent with commercial marketplace rates. Remedy sought to adjust (lower) the rate cap to a range between \$65 hourly and \$70 hourly due to work environment.	The bid rate cap for Registered Nurse services is \$74.42. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).
RFP - Q26	Please confirm that the bid rate cap of \$37.01 is correct for Respiratory Care Practitioner. Rate is low and is not consistent with commercial market place rates. Remedy sought to adjust the rate cap between \$55 hourly and \$59 hourly. The cap rates are fixed for a long term and must include room for the administration cost of managing a program of this magnitude while still being cost effective	The bid rate cap for Respiratory Care Practitioner services is \$37.01. Should the rate change for this classification, an addendum to the RFP package will be issued at CCHCS' web site at <a href="http://www.cphcs.ca.gov/project_rfp.aspx">http://www.cphcs.ca.gov/project_rfp.aspx</a> and on BidSync ( <a href="http://www.BidSync.com">www.BidSync.com</a> ).
RFP - Q27	Would we be able to request a list of who attended the bidder's conference?	A list of attendees will be available on Bidsync.com after the bidder's conference.

If you have any questions or need assistance regarding this solicitation, please contact Alex Gutierrez the Bid Representative at [Alex.Gutierrez@cdcr.ca.gov](mailto:Alex.Gutierrez@cdcr.ca.gov).

Please continue to check these websites for updates to the RFP and corresponding documents:

[http://www.cphcs.ca.gov/project\\_rfp.aspx](http://www.cphcs.ca.gov/project_rfp.aspx)

or

[www.BidSync.com](http://www.BidSync.com)