

BALTIMORE COUNTY PUBLIC SCHOOLS

Darryl L. Williams, Ed.D. • Superintendent • 6901 North Charles Street • Towson, MD • 21204

ADDENDUM NUMBER 1

DATE: March 24, 2022
 BID NAME: Occupational, Physical, and Speech Therapist and Other Related Special Education Services
 BID NUMBER: JBO-714-22
 DUE DATE: NO CHANGE
 DUE TIME: NO CHANGE

TOTAL PAGES: 6 (including attachment)

The following revisions and responses to questions are made to the original bid document. This addendum forms a part of the Contract Documents and modifies the Original Solicitation Documents accordingly and as noted below. Acknowledge receipt of this Addendum in the space provided on the "Addenda" form within the Form of Proposal.

The solicitation inquiries received prior to the issuance of this addendum are as follows:

General

	Inquiry	Response
1	Who are the current vendors providing services?	Please select this link: https://businessservices.bcps.org/departments/fiscal_services/purchasing/contract_information which will take you to the BPCS Contracts Table. This table will allow you to view the awardees on the current contract which is MWE-857-14.
2	Are your current vendors meeting your needs?	No; BCPS has vacancy and leave coverage needs that have not been met.
3	What is the anticipated award date?	BCPS hopes to recommend awardees at the June 2022 Board of Education meeting.
4	How will vendors be notified of award?	The Office of Purchasing will send an award summary letter to all bidders.
5	Do you anticipate awarding one or multiple vendors?	Please review the specifications. Specifically, Part II, Section 12.0 Award of Contract
6	What are the current hourly bill rates by vendor?	Current labor rates will not be provided.
7	If we provide per eval rates, does the district require vendors to provide all of the assessments?	BCPS is not seeking eval rates with this contract. Please refer to Part III, 6.0 Pricing. BCPS provides access to assessment tools.
8	How many billable hours are in a school day?	Please refer to Part III, 6.0 Pricing.
9	What is the anticipated # of full-time or # of part-time positions?	Staffing is dynamic; vacancies and leaves occur throughout any given school year and are not predictable. BCPS has multiple full time and part

		time needs every year.
10	Is the vendor expected to have a clinic or local office?	No
11	Will services be provided on site or virtually or a hybrid of both for the 22/23 SY?	BCPS provides services in person in BCPS schools and Parentally Placed Private school's county wide. BCPS has a Virtual Learning Program (VLP) that will be offered again 2022-23 with the currently enrolled students. There are limited RS needs to support VLP. There may be ongoing virtual service needs for compensatory services afterschool/weekends or during the summer of 2022 and 2023.
12	Will assigned therapists/candidates have access to therapy materials, supplies, equipment, evaluation kits, and protocols provided by your schools?	Yes
13	Will assigned therapists/candidates have access to computers/laptops and printers provided by your schools?	BCPS may provide a laptop device if available. If one is not available, then the Award Bidder will provide. Providers may have access to printing in a BCPS building only, not in private school buildings.
14	Do you require resumes of potential contracted therapists/candidates to be included in our submission?	No
15	Do you require the therapists/candidates license verification to be included in our submission?	No
16	Is it the school's expectation to hire the therapists/candidates we will include in our proposal response if we get awarded?	Hiring and assigning the providers is done by the Department of Special Education Office of Related Services administrators (Supervisor, Coordinator).
17	How many candidates/resumes will you need per discipline?	BCPS contacts Award Bidders with the needs throughout the school year.
18	Can pricing increase during the term of the contract?	Please review the specifications. Specifically, Part II, Section 12.0 Award of Contract
19	Do contractors have to travel between schools during the workday? If so, are they required to clock out during travel between schools OR are they able to stay clocked in during travel between schools?	Please refer to Part III, 6.0 Pricing. The daily rate is inclusive of travel between locations for any given day based on the BCPS assignment.
20	Does the school district reimburse for mileage?	No
21	Does the District plan to issue RFPs for other related services?	BCPS may issue a solicitation if needed at any time.
22	On the first page of the bid document, it states to submit the bid via the submission link. On pg. 5, section 2b, it states "Signed bids should be returned in a sealed envelope". Are both electronic and print bids required to be submitted?	Please review Part II, Section 5.0 Bid Submission. Emailed, Mailed or hand delivered bids will be rejected and/or not accepted.
23	Who are the current contracted	See response to inquiry one.

	providers for Occupational Therapy and Physical Therapy?	
24	What are the current daily labor rates and hourly labor rates for each contractor for Occupational Therapy, Physical Therapy and Speech-Language Pathology?	Current labor rates will not be provided.
25	<p>"We are working through your RFP and wanted to clarify the insurance coverage. It looks like your coverage is per occurrence and we have per claim coverage.</p> <p>Our Commercial General Liability, Professional Liability, Abuse/Molestation, and Cyber Liability coverage is written on a claims made basis. The Beazley General/Professional Liability and Everest Cyber Liability policies provide a guaranteed reporting period option (tail), should the policies be cancelled. While it seems unlikely that we will ever need to exercise its right to purchase the tail, they are committed to doing so, if the need arises.</p> <p>Will our coverage suffice and if so, can we make the revisions on the RFP to read per claim?"</p>	The insurance as stated in Part I is a requirement. Changes to coverage will not be accepted.
26	Should we request a Certificate of Good Standing from the State of Maryland and include in the bid packet? If yes, where would you like this in the packet.	No
27	Can you please provide a little more information about the "Related Services Facilitator" position and what exactly the district is looking for?	Essentially an adult assistant needed to support students in buildings with implementation of virtual services and/or to assist with implementation of DHH, vision, AT needs in building per an IEP.
28	We provide services via teletherapy only, and related services facilitators are required, although we do not supply them. Are we required to include related services facilitators in order to place a bid?	Yes
29	Are electronic signatures, such as DocuSign, acceptable?	Yes; however, a wet signature is preferred.

All other specifications and terms remain as stated in original document. This addendum is hereby made a part of the Contract Documents, on which the contract is based and is intended to modify, explain, correct and/or add to the original Contract Documents.

END OF ADDENDUM

ATTACHMENTS – Pre-Bid Attendee Sheet

Jamika Bowen
Sr. Purchasing Agent
Baltimore County Public Schools - Office of Purchasing

Maren Townsend
Bid file

Baltimore County Public Schools

JBO-714-22 Occupational, Physical, and Speech Therapist and Other Related Special Education Services Virtual Pre-Bid Meeting Attendance Sheet March 18, 2022 @ 11:00 am

Company Name	Please indicate Attendance	Name & Title of Individual(s) Attending	Email Address for Individual(s) Attending
EBS Healthcare	Yes - We will attend	John Gumpert	
The Stepping Stones Group	Yes - We will attend	Brittany Knoerzer, Director of Contracts	Brittany.knoerzer@ssg-healthcare.com
Maxim Healthcare Staffing Services	Yes - We will attend	Ryan Lamping	Rylampin@maximstaffing.com
Community Rehab Associates Inc./CRA Therapy	Yes - We will attend	Mary Murphy, Clinical Coordinator	mary@commrehab.org
Pediatric Developmental Services	Yes - We will attend	Sam Schnitzer, CEO	Sam@pdstherapy.com
iCan Speech Therapy, L.L.C	Yes - We will attend	Aria S. Cook, Owner	info@icanspeechtherapy.org
Cross Country Education	Yes - We will attend	Mary Jo Pope	mjpope@crosscountry.com
SHC Services, Inc dba Supplemental Health Care MANSEF	Yes - We will attend Yes - We will attend	Erin Johnson, Director of Regional Sales; Stephen Beyer, Client Services Manager Dorie Flynn, Executive Director	ejohnson@shccares.com; sbeyer@shccares.com mansef@aol.com
SHC Services, Inc dba Supplemental Health Care	Yes - We will attend	Vanessa Diamo, Sr. Proposal Mngr; Makayla Williams, Proposal Coordinator; Keiley Giboney, Schools VP of Business Development; Anne Flanagan, Schools Division VP	vdiamo@shccares.com; mcrow@shccares.com; kgiboney@shccares.com; aflanagan@shccares.com
The Maryland Therapy Network, Inc.	Yes - We will attend	Marie Noplock, President; Kelly Gottschalk, Clinical Coordinator	mnoplock@marylandtherapynetwork.com; kgottschalk@marylandtherapynetwork.com
Global Speech Pathology, LLC	Yes - We will attend	Tani Osorio, President	globalspeechpathology@gmail.com
Comprehensive Therapy Consultants	Yes - We will attend	NeShanta Wilburn, CEO	neshanta@comprehensivetherapyconsultants.com
Spectrum Speech Therapy	Yes - We will attend	Amy Schueler, Owner and practicing speech-language pathologist	amyschueler70@gmail.com
Invo Healthcare Associates, LLC.	Yes - We will attend	Lauryn Hagel, Proposal Manager; Maureen Engle, Area Director	lhagel@invohealthcare.com; mengle@invo-progressus.com
Austill's Rehabilitation Services	Yes - We will attend	Lynn Lopez, VP of Educational Services	lynn@austills.com
Attain Therapy	Yes - We will attend	Caylee Harris, Proposal Manager	caharris@attainaba.com
Charm City Therapy	Yes - We will attend	Lana Wise, Director	Director@charmcitytherapy.com
The Stepping Stones Group	Yes - We will attend	Alisa Rosenbloom, Clinical Manager; Katie Rak, Client Services Manager	alisa.rosenbloom@ssg-healthcare.com; katie.rak@ssg-healthcare.com
American Medical Staffing	Yes - We will attend	Natalie Ehlenbeck, Director of Client Services; Stephanie Falco, Business Development Coordinator; Katlin McAvoy, Business Development Coordinator	NEhlenbeck@cms24-7.com; sfalco@flexrn.com; kmcavoy@cms24-7.com
Maxim Healthcare Staffing County Therapy Associates, LLC	Yes - We will attend Yes - We will attend	Patrick Fiske, BDM of Educational Services in Baltimore Mary Matejka	pafiske@maximstaffing.com countytherapy@msn.com

The Stepping Stones Group	Yes - We will attend	Brittany Knoerzer, Director of Contract; John Gumpert, RFP Manager; Halyna Olsen, Market President, Maria Coffey-Herndon, Account Manager; Ernsarlinde Joachim, RFP Manager	brittany.knoerzer@ssg-healthcare.com; ersnarlinde.joachim@ssg-healthcare.com; john.gumpert@ebshealthcare.com; maria.coffey-herndon@ssg-healthcare.com; halyna.olsen@ssg-healthcare.com
Level One Personnel	Yes - We will attend	Mike LaHart - Chief Sales Officer; Staci Flanagan - Operations Manager	mike.lahart@levelonepersonnel.com; staci@levelonepersonnel.com
PresenceLearning, Inc.	Yes - We will attend	Jennifer Bergeron, K12 RFP Writer	rfp@presencelearning.com
Best Life Therapy	Yes - We will attend	Rhea Dyer, Speech Language Pathologist, CEO Shanae Creek, Purchasing Representative	Rhea.Dyer@bestlifewv.com
	BCPS	Jamika Bowen, Purchasing Agent	
	BCPS	Bob Ball, MBE Consultant	rball@bcps.org / 443-809-9390
	BCPS	Maren Townsend, Special Education	