



"Excellence in Service"

Yamhill County Sheriff's Office

Sheriff Sam Elliott

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NOTICE OF INTENT TO AWARD

DATE: October 10, 2024
TO: All Proposers
FROM: Yamhill County Sheriff's Office
RE: **Requests for Proposals for Correctional Medical Health Services for The Yamhill County Correctional Facility and Youth Services Center**

On **July 17, 2024**, proposal submittals were received by the following firms in response to the above-referenced solicitation:

- **MedHealth, LLC**
- **Ivy Medical, PLLC**

Evaluation of these submittals has been completed. Yamhill County intends to negotiate and award a contract to **MedHealth of 8610 Broadway Street, Suite 270, San Antonio, TX 78217** because they were deemed the most-qualified proposer for this project and received the highest score.

Pursuant to Yamhill County Public Contracting Rule 047-0610, any entity which believes that they are adversely affected or aggrieved by the award may submit a written protest within seven (7) calendar days after the issuance of this Notice. Protests submitted after that date will not be considered. All protests must be addressed as follows:

Yamhill County Local Contract Review Board
Contract Provision Protest
535 NE Fifth Street
McMinnville, OR 97128-4523

A written protest must include, at minimum, the following information:

- A detailed statement of the legal and factual grounds for the protest.
- A description of the resulting prejudice to the offeror; and
- A statement of the desired changes to the contract terms and conditions, including any specifications.

If a protest is not settled, the Local Contract Review Board, or its designee, shall promptly issue a written decision on the protest. Judicial review of that decision will be available if provided by statute.

If you have any questions regarding this Notice of Intent to Award, or the procedures under which the County is proceeding, please contact **Yamhill County Sheriff's Office, ATTN: Captain Mike Browne, Yamhill County Correctional Facility, 535 NE 5th St, McMinnville, Oregon 97128, at (503) 434-7540, brownem@yamhillcounty.gov.**

Accepted by Yamhill County
Board of Commissioners on

10/17/2024 by Board Order

24-311



CORRECTIONAL MEDICAL HEALTH SERVICES
FOR THE YAMHILL COUNTY CORRECTIONAL
FACILITY AND YOUTH SERVICES CENTER
RFP EVALUATION REVIEW SUMMARY
August 22, 2024
PROPOSER: MedHealth LLC

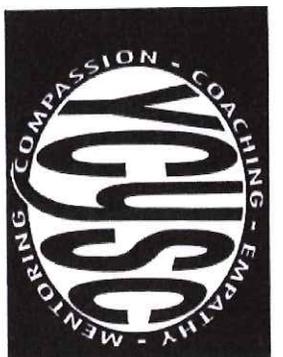


EXHIBIT A
BO 24-311

Criteria	Max Points	Points Awarded	Justification
1. Transmittal Letter	Pass/Fail	Pass	
2. Technical Proposal	Pass/Fail	Pass	
3. Business Model/Key Personnel	40	38	Thorough explanation of services Contracted with eight other facilities - three jails in Oregon NCCCHC and ACA Accreditation
4. Responsive Services to Patients	48	42	No instances of legal claims, demand, lawsuits, or warnings Enhancements to the current staffing levels Utilizes EHR to facilitate comprehensive care management
5. Staff Retention and Recruitment	32	25	Stringent certification training and verification Leverage social media groups and search engines Ongoing education and training
6. Third Party Insurance/Medicaid Knowledge and Capabilities	24	24	Not required currently but willing to coordinate coverage Committed to partner with county to maximize benefits Utilize staff to assist eligible AIC establish continuity of care
7. Discounted Provider Network	16	16	Established network of providers Negotiate off-site provider rates Negotiate with hospitals for inpatient discount rates

Criteria	Max Points	Points Awarded	Justification
8. Pharmacy Services	16	15	Utilize Diamond Pharmacy – largest in Oregon Strict adherence to Oregon Board of Pharmacy laws Quarterly inspections by a consultant pharmacist
9. Medication Assisted Treatment Programs (MAT)	32	12	Protocols directly align with SAMHSA guidelines Willing to collaborate with third party agency Provide wraparound services to address individual needs
10. Discharge Planning/Continuity of Services	148	40	Currently utilize dedicated discharge planner May require additional dedicated staff for MAT program Collaboration with health care providers and organizations
11. ADA Knowledge	8	8	Adheres to ADA mandates and standards Provides treatment for SUD - Substance Use Disorder Works with facility staff to accommodate ADA needs
12. CLAS Federal Standard Knowledge and Experience	8	8	Adheres to CLAS Federal Standards Utilize a language line to facilitate communication Promotes equitable care to all
13. Infection Control Programs	8	8	Comprehensive manual/training to control/prevent spread Collaborate with health department and community agencies Adherence to NCCHC standards and guidelines
14. Electronic Health Records	24	22	Utilize PII protocol to manage personal information Provides comprehensive transfer summary to other facilities Limits access to confidential information – need to know only
15. Reporting Capabilities	24	19	Standardized monthly reporting to command staff Ad hoc and customizable reports available upon request Enhances data-driven decisions
16. Quality Assurance /Improvement Programs	24	17	Implemented CQI program per NCCHC section J-A-06 Timely response to health care grievances Internal monitoring to identify and prevent deficiencies

Note: This form is subject to Oregon Public Records Law

Criteria	Max Points	Points Awarded	Justification
16. Cost	48	40	\$1,998,697.28 - annually \$166,558.11 - monthly
TOTAL	400	342	

ADDITIONAL COMMENTS:

CAPS

Based on current pharmacy utilization, we retained the pharmacy cap at \$75,000 for the second-year contract period. In addition, based on current off-site utilization, we retained the off-site services cap at \$100,000 for the second-year contract period.

SUBSEQUENT YEAR PRICING

We propose that subsequent year pricing be based primarily on a reasonable COLA for staff (based on inflation rates in the McMinnville area) plus any real increases passed on by our suppliers, vendors and insurance company. We propose we meet with Yamhill six (6) months prior to the end of each contract period to review inflation and increases anticipated by our suppliers. Together, we then agree upon the following year's contract price.

Per Diem Cost for ADP over 200 Individuals in Custody

Should the population exceed 200, we will charge a per diem of \$1.87 for short-term population increases; however, if the population stays above 200 for more than 30 days, we may need additional staffing hours. In this case, we will meet with the Sheriff's staff to discuss what additional hours are needed to ensure delivery of medically needed care and adjust the contract price, accordingly, based on mutual agreement of the parties.

STAFFING

Our customized staffing matrix below is the basis for our bid. This matrix is based on our experience at the Yamhill facility over the past year, including input from our staff on-site. We are only providing one staffing plan as this is what we believe is required to meet patient needs while trying to control costs.

The following staffing matrix includes one of our staff members overseeing and providing (often in conjunction with other MedHealth site team members) our discharge planning process. Please note, once the Yamhill MAT program is developed, we will need to add additional nursing hours. To estimate those hours before the MAT program for Yamhill is finalized could result in our overpricing or underpricing, and our commitment is to be transparent.

Yamhill Oregon 200 ADP												
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Position	Mon	Tues	Wed	Thur	Fri	Sat	Sun	TBD	Hrs/Wk	FTE		
MSA	10	10	13	10					40	1.00		
RN				8	8	8			24	0.60		
LPN	20	20	23	12	12	12	20		116	2.90		
Medical Records AA				10	10				40	1.00		
Certified Medication Aide	4	4	4	4	4				20	0.50		
Medical Director (MD)***								4	4	0.10		
Advanced Practitioner (AP)***									0	0.00		
	34	44	44	44	34	20	20	4	244	6.10		
Nurse												
RN				4	4	4			12	0.30		
LPN	18	18	18	17	12	12	15		109	2.70		
									0	0.00		
	16	18	18	18	18	18	18		112	2.80		
Total	50.00	60.00	60.00	69.00	50.00	38.00	38.00	4.00	356.00	8.90		

*** To be Determined
 ** See Oregon's Minimum Staffing Requirements for 4 hours per week 5 hours per week 8 hours per week 10 hours per week 12 hours per week
 **** Only take care of patients in the program

EXHIBIT A
B024-311

Additional Costs Not Yet Identified

There are no additional costs other than those reflected in the pricing narrative, assuming we have sufficient advanced notice of discharge.

Costs for Alternative Staffing Plans

Based on the past year of experience providing patient care in Yamhill, we are providing what we believe to be a strong staffing plan for current facility operations. If there are material changes to facility operations that impact the delivery of patient care, we would ask to meet with you to discuss any additional needs.

Mike Browne

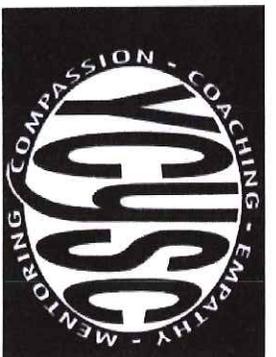
Name (Printed)


Signature

8/23/24
Date



CORRECTIONAL MEDICAL HEALTH SERVICES
FOR THE YAMHILL COUNTY CORRECTIONAL
FACILITY AND YOUTH SERVICES CENTER
RFP EVALUATION REVIEW SUMMARY
August 22, 2024
PROPOSER: Ivy Medical PLLC



Criteria	Max Points	Points Awarded	Justification
1. Transmittal Letter	Pass/Fail	Pass	
2. Technical Proposal	Pass/Fail	Pass	
3. Business Model/Key Personnel	40	32	Good explanation of services Caps are too low 1 pending lawsuit
4. Responsive Services to Patients	48	31	Don't like the staffing plan Fewer nurse hours, increased provider hours Good plan, but difficult to understand tracking AIC care
5. Staff Retention and Recruitment	32	29	Block schedule is difficult to staff Retain current staff if possible, lower pay, no training Excellent explanation of process and methods
6. Third Party Insurance/Medicaid Knowledge and Capabilities	24	13	Not currently doing it, but can at an increased cost Not included in bid, 1115 waiver concerns Good explanation of billing process, at additional cost
7. Discounted Provider Network	16	0	Has little to no experience but willing to develop one No discount network in Oregon Not currently in Oregon

Note: This form is subject to Oregon Public Records Law

EXHIBIT B
60 24-311

Criteria	Max Points	Points Awarded	Justification
8. Pharmacy Services	16	8	No pricing consortium Steer away from non-medically necessary meds Cost per med is higher
9. Medication Assisted Treatment Programs (MAT)	32	16	Collaborate with 3 rd party provider for MAT Not able to provide but willing to collaborate with 3 rd party Not included in cost, 3 rd party would increase costs
10. Discharge Planning/Continuity of Services	48	32	No network or services in Oregon but willing to develop Detailed plan but mention of MAT program They will charge AIC for prescriptions upon release
11. ADA Knowledge	8	4	Understands ADA challenges and concerns Contract with home-health services to assist Provided no examples
12. CLAS Federal Standard Knowledge and Experience	8	8	No formal CLAS policies or training Utilizes translation services Understands CLAS federal standards and strategies
13. Infection Control Programs	8	8	Detailed infection control plan Did not have any covid deaths
14. Electronic Health Records	24	24	Utilizes current electronic health records system Detailed explanation of HIPAA compliance Sharing capabilities and policies
15. Reporting Capabilities	24	20	Vague, no detailed explanation of reporting process Ability to provide customized reports Provided sample reports
16. Quality Assurance /Improvement Programs	24	24	Detailed explanation of quality assurance of program Aligns with NCCCHC standards but not always implemented Active partnership with random audits and visits

Note: This form is subject to Oregon Public Records Law

Criteria	Max Points	Points Awarded	Justification
17. Cost	48	32	Year 1 for Alternative 1 is \$1,594,990 Year 1 for Alternative 2 is \$1,464,678
TOTAL	400	281	

ADDITIONAL COMMENTS:

Below is the cost breakdown for our two proposed staffing plans (Alternative 1 and Alternative 2). The main difference between the staffing plans is the inclusion of 24/hr. staff versus an overnight nurse on-call schedule.

Alternative 1

This plan maintains overnight staffing for Yamhill County. Under Alternative 1 we propose using LPNs or EMTs overnight instead of RNs. Ivy's Proposed Total Cost in Year 1 for **this plan is \$1,594,990.**

Alternative 2

This plan uses an overnight on-call schedule of nurses for Yamhill County rather than 24/7 staffing. Ivy's Proposed Total Cost in Year 1 for **this plan is \$1,464,678.**

For both alternatives, Ivy's Aggregate Financial Cap for pharmacy and care provided outside the facility is **\$110,000.** After \$110,000 Ivy will bill the county monthly for costs incurred. The cap will reset at the renewal date each year.

Type	Role	Alternative 1	Alternative 2
Local Staff	Day Nurses	2	2
Local Staff	Night Nurses/EMTs	1	On Call
Local Staff	Providers (PAs/NPs)	1	1
Local Staff	Med Passers	2-3	2-3
Corporate Staff	Leadership Team	6	6
Corporate Staff	Administrative Support	2	2
Corporate Staff	Travel Nurses	3	3

Six Year Projection

In the interest of stable, long-term relationships with our counties, we anticipate a 5% increase to our cost per year. Prior to the recent inflationary cycle, medical care inflation had run roughly 5% per year for the past two to three decades. By baking this expectation in, rather than planning on a major renegotiation every handful of years, we set the groundwork for long term relationships.

Other Costs

Call Back Cost: \$250/ per call back: A MOUD program can be added if the county desires, but the cost of that program is not included in this proposal. We recommend waiting 3-6 months after the beginning of the contract to implement our MOUD program in order to allow for effective transition.

Per diem for ADP over 200

Our proposed staffing model is based on an average daily population of 120 inmates and can accommodate close to 200 inmates. **If the population exceeds 200, we will charge a per diem rate of \$5.** However, if the population sustains an average daily population over 200, we will need to reassess our staffing and potentially implement significant changes. In this case, we will reevaluate and present a revised pricing model accordingly.

Pricing Strategy

Ivy will contract a local or national pharmacy directly and will track costs, billing the county monthly for pharmacy costs if the Aggregate Financial Cap of \$110,000 is surpassed. We manage overall pharmacy cost through a combination of negotiating the most favorable pricing and ensuring prescribed medications are appropriate in the jail context.

Support for In-Custody MAT Programs Operated by Third-Party Providers

Ivy supports in-custody MAT programs by collaborating with third-party providers to maintain continuity of care for individuals with opioid use disorder (OUD). This program is priced separately and not included in the proposal.

EXHIBIT B
BO 24-311

The below table projects costs over the next six years for Alternative 1 and Alternative 2.

<u>Year</u>	<u>Alternative 1</u>	<u>Alternative 2</u>	<u>Projected Increase</u>
2024/2025	\$1,594,990	\$1,464,678	5%
2025/2026	\$1,674,740	\$1,537,912	5%
2026/2027	\$1,758,476	\$1,614,807	5%
2027/2028	\$1,846,400	\$1,695,548	5%
2028/2029	\$1,938,720	\$1,780,325	5%
2029/2030	\$2,035,656	\$1,869,342	5%

Mike Browne
Name (Printed)

MB Browne
Signature

8/23/24
Date