

April 21, 2021

TO: All Prospective Proposers
FROM: Kim Albritton
Director Financial Operations
RE: RFP 21-20 Speech Language Therapy and Audiology Services

ADDENDUM 3 TO RFP 21-20

This addendum is issued as a part of the aforementioned RFP. The changes incorporated herein are an amendment to and supersede those conditions shown in the original solicitation. The Proposer shall acknowledge receipt of this addendum by signing this form and returning with their submittal. Failure to do so may subject Proposer to disqualification.

Q1. Has the district utilized Speech Teletherapy services in the past?

A1. Only with our internal staff during pandemic and remote learning. This is not a model we wish to utilize.

Q2. Would the district award this bid to a company like ours, which solely provides Speech Therapy services via Teletherapy?

A2. Not if that is the only method of delivery or the only platform available.

Q3. How many of each provider type are needed for the 21-22 school year?

A3. Approximately 10, but this number varies depending on the need.

Q4. Does the District currently contract for these services? If so, with how many agencies? If so, are the current agencies able to meet the District's needs? What are the current rates for each service? Have your current vendors been able to meet all of your current service needs? If not, which of your needs are not met?

A4. The district currently utilizes a variety of providers from different agencies with our current vendor providers. Rate sheet is attached. All needs are currently met.

Q5. Will more than one vendor be awarded?

A5. Yes

Q6. Will any redlines/deviations be accepted to the terms? Are you open to negotiations after the award?



A6. Please see section 41.7 for terms and conditions.

Q7. The RFP has Attachment I- Reference Questionnaire – Is this required for all our references to complete and mail back within the RFP timeline?

A7. Yes, please see Attachment I for directions.

Q8. How many students receive audiology services in the SLCSO? (evaluations, tympanometry, auditory processing evaluations...etc)

A8. Currently we do not have an audiologist on staff so those services are outsourced to a local audiologist.

Q9. What audiology services would SLCSO like the audiologist to provide to their students?

A9. Normal assessment, audiograms, evaluate hearing loss/disorders, fit for aids, assist in determining assistive technology.

Q10. How many hours per student per year does SLCSO project each student to need?

A10. This is an IEP driven service and varies between individual students.

Q11. What is the age range of students to be served for audiology?

A11. K-12 age students.

Q12. Does the district prefer an hourly rate, daily rate or fee for service?

A12. Hourly

Q13. Does the SLCSO anticipate the audiologist having a role in the classroom for teacher consultations, equipment checks/repairs, IEP meetings etc...

A13. Yes

Q14. What role will the audiologist have a role in hearing screenings for the entire school district or will services be isolated to those who are D/HH?

A14. Only those identified as D/HH

Q15. What role will the audiologist have in managing the students hearing aids, FM systems and other hearing assistance technology?

A15. Consultation with the speech pathologist and district program specialist.

Q16. Does the School district have or will they acquire any audiology equipment to provide services for the students?

A16. We have some, but when it comes to aids that is a parent responsibility.

Q17. I wanted to check and see if St Lucie would be open to a teletherapy company submitting a proposal. Also, will you be awarding multiple vendors for this RFP?

A17. We are not looking for a teletherapy company at this time.

Q18. How do we return the Addendums that have been sent out to us for signatures?

A18. Upload to Bonfire in other Attachments.

Q19. Are proposers permitted to submit different rates for SLPs, Clinical Fellows and SLP-As? If so, where should this information be included. Attachment J only has a space for SLPs and audiologists.

A19. Yes, you can submit but our number one goal will be to utilize SLPs. Additional hourly rates can be submitted but the RFP scoring will be based on the requested rates in Attachment J.

Q20. What rates have past agencies charged for their services?

A20. Please see attached rate sheet.

Q21. Will this RFP be a single or multi-agency award?

A21. Multi.

Q22. Will you consider Teletherapy services for this RFP? Duplicate Question: Will the district consider awarding this bid to a company who solely provides all Speech-Language therapy via Teletherapy?

Would the district award this bid to a company like ours, which solely provides Speech Therapy services via Teletherapy?

A22. No

Q23. Are SLP-As permitted to provide services?

A23. Not unless they receive direct supervision. Not our first choice

Q24. If awarded, do providers (1099) for the vendor need to be in place or can they be hired afterwards if vendor is awarded the bid?



A24. Vendors should submit responses based on the requested criteria for evaluation. We do not specify when/how vendors employ their staff.

Q25. For an agency that hires 1099s and elected to be exempt from workers compensation, can a bid still be submitted?

A25. Yes.

Q26. Would you consider CFY?

A26. See A19.

Q27. Are vendors required to bill Medicaid directly for any services rendered? Are vendors required to bill Medicaid directly for any services rendered? Will all monthly invoices be paid to the selected vendor directly from the District?

A27. All vendors are required to bill Medicaid. The invoices are paid to the vendor after submitted to the district.

Q28. How many hours are billable in a day? How many days a school year do contractors work?

A28. 7

Q29. How many positions are to be filled?

A29. Varies each year, but could be as many as 10

Q30. Is there a budget available for this project? If so, what is that budget?

A31. No.

Q31. How many students are identified as needing services by discipline?

A31. We have approximately 1800 students receiving speech or language services.

Q32. Once the bid is awarded: a. Who will be the primary Point of Contact? b. What is their contact information?

A32. Not relevant for RFP submission, provided after award.

Q33. Will the District consider any redlines/deviations to the contract terms during the negotiation phase?

A33. See A6.

Q34. What is the approximate award notification date?

A34. May-June 2021.

Q35. What are the tie-breaking criteria for proposals with identical scores based on the evaluation criteria?

A35. Per Board Policy 7.70(3)(h): In the case of identical qualified bids, first consideration shall be given to the business having a drug-free workplace program in conformance with Federal and State law. If that is not determinative, then the business having a physical location within the boundaries of St. Lucie County at which employees are located and from which business is regularly transacted. Otherwise, the bid shall be awarded either based on (1) the drawing of lots, or (2) the bid award may be split if the vendors agree to such a split and the split is determined to be in the best interest of the Board.

Q36. In what order will the District request candidates from awarded vendors (based on highest proposal score, all-call, etc.)?

A36. District awards typically start with highest qualified vendors first.

Q37. Page 24 reads: For fiscal year 2020-21, we are currently utilizing 10 contractors under the previous contract. How many of these 10 contractors are SLPs, and how many are Audiologists?

A37. All are SLPs

Q38. Will the therapists have access to shared computers at the school, or will they each need their own laptops?

A38. They need their own technology as a contractor.

Q39. Who are the current providers and how long have they been providing services in St Lucie public schools?

A39. See attached, the prior RFP was issued in 2016.

Q40. What is the current rate for Speech Therapy and Audiology services?

A40. See attached.

Q41. How many FTE for Speech Therapists are currently being utilized in St Lucie public schools?

A41. 54

Q42. How many FTE audiologists are currently being utilized in St Lucie Public schools?

A42. 0

Q43. What is the percentage of hours for group services and individual services?

A43. Varies as this is an IEP driven service

Q44. Would St Lucie public schools look to utilize teletherapy for Speech and Language in the event of remote learning? If so what specific platforms does St Lucie public schools utilize?

A44. We may consider but not our first choice.

Q45. Is travel between schools, if needed, billable?

A45. No

Q46. Does St Lucie school district provide assessment tools and protocols?

A46. Yes

Q47. Is there adequate space and equipment for the provision of Speech and Language services in the schools?

A47. Yes

Q48. When does St Lucie Public schools anticipate making a decision on the awarding of the contract?

A48. May-June 2021.

Q49. Would St Lucie public schools consider different vendors for the provision of the Speech and Language therapists and the audiology services?

A49. Yes

****** RFP DUE DATE IS MAY 4, 2021 - 3:00 P.M... ******

Name (Please Print)

Company Name

Signature (Authorized Representative of Company)

Date

Failure to file a protest within the time prescribed in s. 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes. (Note: Florida Statutes 120.57(3) and School Board Policy 7.701 contain entire procedure for filing).