



**ADVANCED**  
Correctional Healthcare, Inc.



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## AMENDED PROPOSAL

### RFP-LC-22-11 INMATE MEDICAL SERVICES

**August 26, 2022**

For:

Livingston County Sheriff's Office  
150 S. Highland Way  
Howell, MI 48843

**Advanced Correctional Healthcare, Inc.**

FEDERAL TAX ID # 36-4495255

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**Jessica Young**

President and Chief Executive Officer



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COVER LETTER

August 26, 2022

Livingston County Sheriff's Office  
Attn: Cheryl Schubel  
150 S. Highlander Way  
Howell, MI 48843

Dear Sheriff Michael J. Murphy, Jail Administrator Lieutenant Tarnesia Pringle, Cheryl Schubel, Brad Fetner, and the Evaluation Panel of Livingston County:

Thank you for the opportunity of allowing ACH to submit an Amended Proposal regarding Inmate Medical Services Request for Proposal No. RFP-LC-22-11 whereby we are proposing two different options. The first option we have made mental health services optional and added a MAT nurse to our staffing matrix and cost proposal. The second option is adding mental health services and the MAT nurse to our staffing matrix and cost proposal.

We look forward to hearing from you soon and please do not hesitate to contact me if you have any questions or need further information.

Respectfully,

Jessica Young  
President and Chief Executive Officer  
Advanced Correctional Healthcare, Inc.  
(309) 550-8166 (Cell Phone)  
[Jessica.Young@Advancedch.com](mailto:Jessica.Young@Advancedch.com) (e-mail)

## PROPOSED AMENDMENT SPECIFICATIONS

After reviewing the clarifications received for RFP-LC-22-11, Livingston County has decided that it will not be going forward with the proposed Qualified Mental Health Professional portion of Advanced Correctional Healthcare's proposal.

Livingston County is requesting an additional 40 hours per week for nursing staff. The Livingston County Jail is carrying out several nursing related activities daily and will be implementing a Medication Assisted Treatment (MAT) Program that will require this additional staff.

For option 1, ACH has proposed that all mental health services be an optional service in the event Livingston County would be interested in utilizing this service at a later time.

Please refer to our amended staffing matrix and cost proposal on the following pages to include a 40 hour per week MAT nurse. ACH believes staffing option 2 is the best staffing matrix in order to carry out the MAT program. Our QMHP providers will assist in the MAT program by providing counseling.

ACH can do the Medicated Assisted Therapy / Medicated Assistant Recovery (MAT/MAR) services. ACH believes Option 2 would provide a better MAT / MAR program for Livingston County. These services include the following: intake, administration, discharge planning, and counseling. ACH will assist with the 3 medications (buprenorphine/suboxone, methadone, and vivitrol) to include induction of buprenorphine/suboxone and vivitrol.

ACH was instrumental in the Monroe County Sheriff's Office in Michigan being the first MAT program in the state of Michigan. Sheriff Troy Goodnough initiated the program while in his previous position as jail administrator. Sheriff Goodnough partnered with the center [Center for Behavioral Health and Justice at the Wayne State University School of Social Work], Community Mental Health Authority, Passion of Mind Healing Center, and the medical provider for the program – **Advanced Correctional Healthcare** – to launch the program.<sup>[1]</sup>

The Monroe County Sheriff's Office has achieved a gold standard of medical care for opioid addiction by making medication and treatment available to incarcerated individuals with opioid use disorder (OUD).

Monroe County Sheriff Troy Goodnough and his office committed to the program in April 2020 and are the first in the state to offer such services to individuals in a county jail.

"It's the right thing to do," said Goodnough. "We find that a portion of individuals who suffer from drug addiction suffer from co-occurring mental health disorders. We need to give them the opportunity to be productive members of society."

The certification was awarded by the Center for Behavioral Health and Justice at the Wayne State University School of Social Work earlier this year. In order to receive this certification, counties must implement specific elements of the In-Jail Medication Assisted Treatment model created at Wayne State.

These elements require administration of a standard screening for opioid use disorder at jail bookings and availability of all three of the Food and Drug Administration-approved medications for OUD (MOUD). They also require the county to implement concurrent psychosocial services for detainees that are receiving medications for OUD. Lastly, the county must create a comprehensive discharge plan for inmates that includes assistance with Medicaid reactivation, a naloxone kit at release, and coordination with a community based MOUD provider.

The sheriff's office has partnered with the Michigan Health Endowment Fund, Monroe Community Mental Health Authority, **Advanced Correctional Healthcare**, Passion of Minds Healing Center, and Therapeutics to develop and implement this medication assisted treatment program within the county jail.

"Without these partnerships, the program would undoubtedly fail," said Goodnough.

The Monroe County Jail has started using the Rapid Opioid Dependence Screen (RODS) to screen inmates as they are booked into the county jail and the information gathered is input directly into the electronic jail records management system.

Since using this system they have achieved a nearly 100 percent screening rate with approximately 19 percent of those screened at risk for opioid use disorder. During the programs first year, 96 individuals have been enrolled to receive MOUD treatment.<sup>[2]</sup>

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<sup>[1]</sup> <https://www.monroenews.com/story/news/drugs/opioid-crisis/2021/04/22/county-jail-medication-drug-treatment-effort-certified/7312065002/>

<sup>[2]</sup> <https://www.monroenews.com/story/news/2021/09/17/monroe-county-jail-awarded-gold-standard-medical-care/8339564002/>



## REVISED MEDICAL STAFFING PATTERN FOR LIVINGSTON COUNTY JAIL (ADP 250) – OPTION 1

			Week 1 Hours									Week 2 Hours									Total Hours		
Position Type	Position	Shift or Hours	S	M	T	W	T	F	S	Total Week 1	S	M	T	W	T	F	S	Total Week2	Pay Period	Annual	FTE		
PRACTITIONER	PRACTITIONER	On-Site Schedule determined by mutual agreement between ACH and County.								6								6	12	312	0.15		
H.S.A.	RN NURSE	8:00 AM – 5:00 PM		8	8	8	8	8		40		8	8	8	8	8		40	80	2,080	1.0		
Nursing	MAT Nurse	8:00 AM – 5:00 PM		8	8	8	8	8		40		8	8	8	8	8		40	80	2,080	1.0		
Nursing	RN/LPN FT	6:00 AM – 6:30 PM	12			12	12			36		12	12				12	36	72	1,872	0.9		
Nursing	RN/LPN FT	6:00 AM – 6:30 PM		12	12				12	36	12			12	12			36	72	1,872	0.9		
Nursing	RN/LPN PT	6:00 AM – 6:30 PM						12		12						12		12	24	624	0.3		
Nursing	RN/LPN FT	6:00 PM – 6:30 AM	12			12	12			36		12	12				12	36	72	1,872	0.9		
Nursing	RN/LPN FT	6:00 PM – 6:30 AM		12	12				12	36	12			12	12			36	72	1,872	0.9		
Nursing	RN/LPN PT	6:00 PM – 6:30 AM						12		12						12		12	24	624	0.3		
MEDICAL RECORDS CLERK	MEDICAL RECORDS CLERK	8:00 AM – 5:00 PM		8	8	8	8	8		40		8	8	8	8	8		40	80	2,080	1.0		
OPTIONAL: Mental Health QMHP	OPTIONAL: Mental Health QMHP	On-Site Schedule determined by mutual agreement between ACH and County.								70								70	140	3,640	1.75		
OPTIONAL: Discharge Planner	OPTIONAL: Discharge Planner	On-Site Schedule determined by mutual agreement between ACH and County.								8								8	16	416	0.2		
OPTIONAL: Addictions Professional	OPTIONAL: Addictions Professional	On-Site Schedule determined by mutual agreement between ACH and County.								8								8	16	416	0.2		



OPTIONAL: PRN TELEMENTAL HEALTH	OPTIONAL: PRN TELEMENTAL HEALTH	Site Analysis																		
OPTIONAL: CO-RESPONDER	OPTIONAL: CO-RESPONDER	Site Analysis																		
		Total without Optional Mental Health	24	48	48	48	48	48	24	294	24	48	48	48	48	24	294	588	15,288	7.35
		Total with Optional Mental Health	24	48	48	48	48	48	24	380	24	48	48	48	48	24	380	760	19,760	9.5



**REVISED MEDICAL & MENTAL HEALTH STAFFING PATTERN FOR LIVINGSTON COUNTY JAIL (ADP 250) – OPTION 2**

			Week 1 Hours									Week 2 Hours									Total Hours		
Position Type	Position	Shift or Hours	S	M	T	W	T	F	S	Total Week 1	S	M	T	W	T	F	S	Total Week2	Pay Period	Annual	FTE		
PRACTITIONER	PRACTITIONER	On-Site Schedule determined by mutual agreement between ACH and County.								6								6	12	312	0.15		
H.S.A.	RN NURSE	8:00 AM – 5:00 PM		8	8	8	8	8		40		8	8	8	8	8		40	80	2,080	1.0		
Nursing	MAT Nurse	8:00 AM – 5:00 PM		8	8	8	8	8		40		8	8	8	8	8		40	80	2,080	1.0		
Nursing	RN/LPN FT	6:00 AM – 6:30 PM	12			12	12			36		12	12				12	36	72	1,872	0.9		
Nursing	RN/LPN FT	6:00 AM – 6:30 PM		12	12				12	36	12			12	12			36	72	1,872	0.9		
Nursing	RN/LPN PT	6:00 AM – 6:30 PM						12		12						12		12	24	624	0.3		
Nursing	RN/LPN FT	6:00 PM – 6:30 AM	12			12	12			36		12	12				12	36	72	1,872	0.9		
Nursing	RN/LPN FT	6:00 PM – 6:30 AM		12	12				12	36	12			12	12			36	72	1,872	0.9		
Nursing	RN/LPN PT	6:00 PM – 6:30 AM						12		12						12		12	24	624	0.3		
MEDICAL RECORDS CLERK	MEDICAL RECORDS CLERK	8:00 AM – 5:00 PM		8	8	8	8	8		40		8	8	8	8	8		40	80	2,080	1.0		
Mental Health QMHP	Mental Health QMHP	On-Site Schedule determined by mutual agreement between ACH and County.								70								70	140	3,640	1.75		
OPTIONAL: Discharge Planner	OPTIONAL: Discharge Planner	On-Site Schedule determined by mutual agreement between ACH and County.								8								8	16	416	0.2		
OPTIONAL: Addictions Professional	OPTIONAL: Addictions Professional	On-Site Schedule determined by mutual agreement between ACH and County.								8								8	16	416	0.2		





OPTIONAL: PRN TELEMENTAL HEALTH	OPTIONAL: PRN TELEMENTAL HEALTH	Site Analysis																			
OPTIONAL: CO-RESPONDER	OPTIONAL: CO-RESPONDER	Site Analysis																			
		Total	24	48	48	48	48	48	24	364	24	48	48	48	48	48	24	364	728	18,928	9.1
		Total with Optional Mental Health	24	48	48	48	48	48	24	380	24	48	48	48	48	48	24	380	760	19,760	9.5

**PROPOSAL COST MEDICAL – ADP 250 AT LIVINGSTON COUNTY JAIL – OPTION 1**

Cost Center	Number of Staff	Hours of Coverage	Proposed Total Annual Cost
<b>Staff Costs</b>			
Practitioner	1	On-site up to 6 hours a week. Schedule determined by mutual agreement between ACH and County.	Inclusive in total price
<b>Medical Staff</b>			
RN – H.S.A.	1	40 hours/week	Inclusive in total price
NURSE / MAT	1	40 hours/week	Inclusive in total price
NURSE / FULL TIME	4	144 hours/week	Inclusive in total price
NURSE / PART TIME	2	24 hours/week	Inclusive in total price
MEDICAL RECORDS CLERK	1	40 hours/week	Inclusive in total price
*DENTIST	1	8 hours/month	*Pass-through with no mark up (NOT INCLUDED IN THE BUDGET BELOW)
<b>Mental Health Staff</b>			
OPTIONAL: QUALIFIED MENTAL HEALTH PROFESSIONAL (QMHP)	2	On-site 70 hours per week. Schedule determined by mutual agreement between ACH and County	\$266,859.22
OPTIONAL: DISCHARGE PLANNER	1	On-site 8 hours per week. Schedule determined by mutual agreement between ACH and County.	\$26,955.30
OPTIONAL: ADDICTIONS PROFESSIONAL	1	On-site 8 hours per week. Schedule determined by mutual agreement between ACH and County.	\$26,955.30
OPTIONAL: PRN TELEHEALTH MENTAL HEALTH		1 hour minimum	\$150.00 per hour
OPTIONAL: CO-RESPONDER CONSULTANT		Based on Site Analysis	Based on Site Analysis

**Other Miscellaneous Costs**

Admin Costs	n/a	n/a	Inclusive in total price
Mental Health First Aid	n/a	n/a	FREE
CIERR	n/a	n/a	FREE
RubiconMD	n/a	n/a	Inclusive in total price
<b>Total Proposed Annual</b>			<b>\$1,168,374</b>

\*ACH will pass this service on to the County at no additional cost. ACH will receive the bill directly from the vendor and pass that cost on to the County with no administrative or markup fees. So, if a vendor charges ACH \$5,000 for work completed, the County will pay \$5,000 to ACH who would then pay the vendor.

**PROGRAM COST BREAKDOWN – OPTION 1**
**MEDICAL COST FOR LIVINGSTON COUNTY JAIL – 250 ADP – OPTION 1**

<b>Staffing</b>	<b>\$1,124,724.91</b>	<b>96.26%</b>
Administrative Services (Medical Malpractice & Civil Rights Insurance, Advertising/Recruiting, Licensure, Training, Travel Expenses, Administrative Costs, etc.)	\$43,649.09	3.74%
<b>Total</b>	<b>\$1,168,347.00</b>	<b>100%</b>
<b>Monthly</b>	<b>\$97,364.50</b>	

**VALUE-ADDED OPTIONS**

<b>Electronic Medical Records</b>	
DetainEMR at Livingston County Jail: Includes 35 user accounts, 1 scanner, 5 laptops, 5 signature pads, and 5 mice.	\$28,986.82 Annually for 3 Years OR \$2,415.57 Monthly for 36 Months

**PROPOSAL COST MEDICAL & MENTAL HEALTH – ADP 250 AT LIVINGSTON COUNTY JAIL – OPTION 2**

Cost Center	Number of Staff	Hours of Coverage	Proposed Total Annual Cost
<b>Staff Costs</b>			
Practitioner	1	On-site up to 6 hours a week. Schedule determined by mutual agreement between ACH and County.	Inclusive in total price
<b>Medical Staff</b>			
RN – H.S.A.	1	40 hours/week	Inclusive in total price
NURSE / MAT	1	40 hours/week	Inclusive in total price
NURSE / FULL TIME	4	144 hours/week	Inclusive in total price
NURSE / PART TIME	2	24 hours/week	Inclusive in total price
MEDICAL RECORDS CLERK	1	40 hours/week	Inclusive in total price
*DENTIST	1	8 hours/month	*Pass-through with no mark up (NOT INCLUDED IN THE BUDGET BELOW)
<b>Mental Health Staff</b>			
QUALIFIED MENTAL HEALTH PROFESSIONAL (QMHP)	2	On-site 70 hours per week. Schedule determined by mutual agreement between ACH and County	Inclusive in total price
OPTIONAL: DISCHARGE PLANNER	1	On-site 8 hours per week. Schedule determined by mutual agreement between ACH and County.	\$26,955.30
OPTIONAL: ADDICTIONS PROFESSIONAL	1	On-site 8 hours per week. Schedule determined by mutual agreement between ACH and County.	\$26,955.30
OPTIONAL: PRN TELEHEALTH MENTAL HEALTH		1 hour minimum	\$150.00 per hour
OPTIONAL: CO-RESPONDER CONSULTANT		Based on Site Analysis	Based on Site Analysis



#### Other Miscellaneous Costs

Admin Costs	n/a	n/a	Inclusive in total price
Mental Health First Aid	n/a	n/a	FREE
CIERR	n/a	n/a	FREE
RubiconMD	n/a	n/a	Inclusive in total price
Total Proposed Annual			<b>\$1,452,294</b>

\*ACH will pass this service on to the County at no additional cost. ACH will receive the bill directly from the vendor and pass that cost on to the County with no administrative or markup fees. So, if a vendor charges ACH \$5,000 for work completed, the County will pay \$5,000 to ACH who would then pay the vendor.

## PROGRAM COST BREAKDOWN – OPTION 2

### MEDICAL COST FOR LIVINGSTON COUNTY JAIL – 250 ADP – OPTION 2

Staffing	<b>\$1,330,001.23</b>	<b>91.58%</b>
Administrative Services (Medical Malpractice & Civil Rights Insurance, Advertising/Recruiting, Licensure, Training, Travel Expenses, Administrative Costs, etc.)	<b>\$122,292.77</b>	<b>8.42%</b>
<b>Total</b>	<b>\$1,452,294.00</b>	<b>100%</b>
Monthly	<b>\$121,024.50</b>	

### VALUE-ADDED OPTIONS

<b>Electronic Medical Records</b>	
DetainEMR at Livingston County Jail: Includes 35 user accounts, 1 scanner, 5 laptops, 5 signature pads, and 5 mice.	<b>\$28,986.82 Annually for 3 Years OR \$2,415.57 Monthly for 36 Months</b>



Livingston County, Michigan 8/25/2022

Prices will increase after 60 days.	Current Program	RFP Clarification: without behavioral health	RFP Clarification: with behavioral health
Annual Price	\$1,013,829.62	\$1,168,374.00	\$1,452,294.00
Average Daily Population	233-county 55-non-county	250-county 0-non-county	
Per Diem Rate (med/mal & civil rights insurance)	\$0.67	\$0.41	
Prescriber	Weekly + unlimited 24/7/365 on-call by phone		
Mobile Dentistry	Monthly Pass-through (no “markup”)		
Nursing	260 hr/wk Wages from \$34-\$44/hr	248 hr/wk Includes a 40 hr/wk MAT nurse Wages from \$35-\$50/hr	
Medical Records Clerk	40 hr/wk Wages up to \$18/hr	40 hr/wk Wages up to \$30/hr	
Qualified Mental Health Professional (QMHP) (minimum Master’s level)	Not Included		70 hr/wk Wages up to \$40/hr
On-call QMHP	\$150 per hour (minimum 1 hour) In-person or via telehealth (as mutually agreed upon) Responsiveness depends upon amount of notice given		
Biomedical Waste Disposal	ACH pays	Not Included (county pays)	
Medical Supplies (disposable)	ACH pays	Not Included (county pays)	
TB Skin Tests	ACH pays	Not Included (county pays)	
Officer Training Spark Training, LLC	Included On-site and online LMS (learning management system)		
Officer Wellness	Included CIERR Program (Critical Incident Employee Rapid Response)		
Medical Claims Re-pricing (bill scrubbing)	Included upon request for 30% of savings		
Mental Health First Aid (MHFA) Certification Training	Included for your officers MHFA is an 8-hour course that teaches you how to identify, understand and respond to signs of mental illnesses and substance use disorders. The training gives you the skills you need to reach out and provide initial help and support to someone who may be developing a mental health or substance use problem or experiencing a crisis.		
RubiconMD	Included ACH’s team will have access to eConsults, which enable them to discuss patient cases with specialists before sending patients off-site (if appropriate).		
Telehealth (upon request)	Included		
DetainEMR Advanced Inmate Medical Management, LLC	Included Hardware, software, software updates/upgrades are automatic and free, online training is free and unlimited, troubleshooting is free and unlimited		
Addiction Professional (Substance Abuse Counselor/Substance Use Disorder Evaluator)	Not Included ~ Recommend 8 hr/wk ~ Add \$26,955.30/yr This professional evaluates the presence of substance abuse and addiction; creates individualized treatment plans; coordinates with community treatment resources; and provides stabilization, treatment, and support for those struggling with an addiction to drugs or alcohol. Price is ONLY if ACH QMHP is on staff. Otherwise \$40,560/yr.		
Discharge Planner	Not Included ~ Recommend 8 hr/wk ~ Add \$26,955.30/yr This professional assists patients with re-entry and release planning. Components include patient education and connection to needed community resources. Price is ONLY if ACH QMHP is on staff. Otherwise \$40,560/yr.		
Co-Responder Consultant to Arresting Agency	Not Included – cost based on site analysis Behavioral Health Specialists partner with dispatch or arresting professionals to ensure appropriate disposition of individuals presenting with mental health crises.		

For additional information, please contact:

Rachael Wunder, Program Consultant

614.897.5986 / Rachael.Wunder@advancedch.com

## CONCLUSION

ACH has developed an Amended Proposal based on the email message from Cheryl Schubel dated August 18, 2022. Under Option 1, the ACH response has included a MAT Nurse position and has proposed all mental health services as optional in the event that Livingston County would like to utilize this service at a later time. Under Option 2, we have included a MAT nurse position and 70 hours of QMHP for Livingston County. We have worked with Monroe County to implement a MAT program and have the expertise needed to ensure successful outcomes. ACH believes that Option 2 is the best staffing matrix in order to carry out a successful MAT program for Livingston County. We confirm that our commitment to care for the patients, provide proven solutions, and demonstrate a solid strategic partnership which will successfully meet and exceed the needs of Livingston County.

ACH looks forward to continuing our strategic partnership as the preferred Inmate Medical Services provider for Livingston County. In addition to the mental and medical expertise at our corporate office, our corporate office leadership team has over one fifteen hundred (115) years of combined experience in the correctional field, ranging from a former correctional officer, two former quality assurance managers (over local, state, and federal inmates/inmates), a retired jail administrator, a retired jail superintendent, a retired Captain over a jail, and a retired sheriff. They have provided services to correctional facilities ranging in average daily populations from three hundred (300) to twenty-four hundred (2,400).

ACH has strived to provide all information requested in the email request referenced above. If we have left out anything in our response it was not intentional. If you should have any other questions, please reach out to Jessica Young, President, and Chief Executive Officer, on her cell phone at (309) 550-8166. We will respond promptly to any inquiry.