



ADVANCED
Correctional Healthcare, Inc.



A Higher Standard. Delivered.



**REQUEST FOR PROPOSALS
RFP-LC-22-11
INMATE MEDICAL SERVICES**

PRICING PROPOSAL

Due: June 24, 2022, by 2:00 PM

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

Advanced Correctional Healthcare, Inc.
FEDERAL TAX ID # 36-4495255
720 Cool Springs Blvd Suite 100, Franklin, TN 37067
(P) 309.692.8100 | (F) 309.214.9977
contracts@advancedch.com

Jessica Young
President and Chief Executive Officer



(309) 550-8166



Jessica.Young@advancedch.com

CONTENTS
PRICING 3
ATTACHMENT C 3
PRICING 3
PROGRAM COST..... 4
QUARTERLY ADJUSTMENTS..... 4
PROPOSAL COST – ADP 269 AT LIVINGSTON COUNTY JAIL 5
PROGRAM COST BREAKDOWN 6
MEDICAL COST FOR LIVINGSTON COUNTY JAIL – 269 ADP 6
VALUE-ADDED OPTIONS (ALL ITEMS ARE OPTIONAL) 6

PRICING

Prices offered herein shall be firm against any increase until December 31, 2023. Escalation - The County may entertain a request for escalation for each fiscal year after 2023 in accordance with the current Consumer Price Index for the previous 12-month period or up to a maximum 5% increase on the current pricing, whichever is lower.

ACH agrees to the requirement in this section of the Request for Proposal.

For purposes of this section, "Consumer Price Index" shall mean the Consumer Price Index for All Urban Consumers (CPI-U): Selected areas, all items index, not seasonally adjusted (1982-84=100 unless otherwise noted) as published by the United States Department of Labor, Bureau of Labor Statistics (<https://www.bls.gov/regions/midwest/data/xg-tables/ro5xg01.htm>).

ACH agrees to the requirement in this section of the Request for Proposal.

Any proposed price increases shall be submitted to Livingston County Fiscal Services - Procurement Office at least sixty (60) days prior to the new fiscal period. Livingston County reserves the right to accept or reject the request for a price increase for the renewal period. If the price increase is approved, the price shall remain firm for that fiscal period.

ACH agrees to the requirement in this section of the Request for Proposal.

ATTACHMENT C

PRICING

Professional On-Site Staffing

Description	Hours/Week	Hourly Rate	Annual Cost
Physician	6	\$360	\$112,320
Registered Nurse (RN)	96	\$50	\$582,400
Health Services Administrator (HSA)	40	\$52	\$108,160
Licensed Practical Nurse (LPN) (2 ppl)	124	N/A	
Medical Assistant/Medical Records Clerk (MA/MRC)	40	\$30	\$62,400
Dentist*	8 hrs. per month		

PROFESSIONAL ON-SITE SERVICES

Description	Monthly Rate	Annual Cost
Medical Supplies	CAP	
Mobile Dental Services*	*See Below	
Laboratory Services	CAP	
Medical Services	Inclusive in price	
Medical Waste Removal Services	CAP	
On-Call 24/7	Inclusive in price	
Comprehensive Medical Malpractice Insurance	Inclusive in price	
Corporate Management and Oversight	Inclusive in price	

*ACH recognizes that it has been extremely difficult obtaining a dentist for the Livingston County Jail. We have contracted with a vendor who has setup the dental equipment and is in the process of recruiting a dentist. ACH will not include this service in our pricing proposal but will offer this as a pass-through service with no mark up on the dental service.

PROGRAM COST

We enable counties to save on the cost of providing health care services to incarcerated people because of our overall systems of care, economies of scale, and the ability to provide coverage (and after-hours call coverage) that would be difficult for any individual county to provide on its own – the need to hire nursing and practitioner personnel, invest in medical supplies, arrange call coverage, etc. ACH is dedicated to properly staffing LCJ and utilizing all medical service areas. We help counties reduce waste, not cost.

We empower our health care team to send patients to the hospital, without having to obtain approval from any Medical Director or corporate officer. Our practitioners do not make off-site referral decisions for economic reasons, but on a patient-specific basis depending on each patient’s perceived current medical need. A healthier patient is likely to utilize or need fewer medical resources over time, so a decision not to refer a patient who may need off-site care would probably not be a good “fiscal” decision in most cases. We will not deny care to a patient to “reduce cost.” Each situation is addressed on a case-by-case basis.

QUARTERLY ADJUSTMENTS

Account reconciliation will be completed for variances in the Average Daily Populations (ADP) and other expenses, such as equipment or services purchased by ACH (with prior approval of Livingston County) on behalf of the county. As previously discussed in our response, in 2020 ACH clients were refunded nearly \$1 million as a collective group since ADPs across the board dropped due to COVID. This makes use stand out against our competitors. We do this because it is the right thing to do for our clients.

AVERAGE DAILY POPULATION (ADP)

ADP for a given quarter will be determined from the facility census records. *For billing purposes, the county patient at Livingston County Jail ADP will be 269.* Patients who are not presently incarcerated in the facility should not be counted in the ADP reported to ACH by the county. The ADPs reported to ACH should only include those patients presently incarcerated in the facility.

PER DIEM

Per diem rate(s) are intended to cover additional costs in those instances where minor, short-term changes in the patient population results in the higher utilization of routine supplies and services. The per diem is not intended to provide for any additional fixed costs, such as new fixed staffing positions that might prove reasonable if the patient population grows significantly and is sustained. ACH will request the monthly count for these separate populations on a quarterly basis.

PATIENTS AT LIVINGSTON COUNTY JAIL

When the ADP exceeds or falls below the contracted rate in any calendar quarter, the compensation variance will be figured on the average number of county patients above or below the contracted ADP for that quarter multiplied by the per diem rate of \$0.41 per patient per day. (Example: If the ADP for a quarter is 10 above the contracted ADP, additional compensation due will be calculated as follows: 10 x \$0.41 x 91).

ARREARS

Any contract amount in arrears will be settled through reconciliation and adjusted accordingly. Adjustments will be made to the first monthly invoice prepared after reconciliation between ACH and the county. Payment of the adjusted amount will be due upon receipt of said invoice.

PROPOSAL COST – ADP 269 AT LIVINGSTON COUNTY JAIL

Cost Center	Number of Staff	Hours of Coverage	Proposed Total Annual Cost
Staff Costs			
Practitioner	1	On-site up to 6 hours a week. Schedule determined by mutual agreement between ACH and County.	Inclusive in total price
Medical Staff			
RN – H.S.A.	1	40 hours/week	Inclusive in total price
NURSE / Full Time	5	176 hours/week	Inclusive in total price
NURSE / Part Time	3	48 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
Mental Health Staff			
OPTIONAL: **QMHP		Available Service	Based on Site Analysis
OPTIONAL: **DISCHARGE PLANNER Only available if QMHP is selected		Available Service	Based on Site Analysis

OPTIONAL: **ADDICTIONS PROFESSIONAL Only available if QMHP is selected			
		Available Service	Based on Site Analysis
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	Inclusive in total price
CIERR	n/a	n/a	Inclusive in total price
RubiconMD	n/a	n/a	Inclusive in total price
Total Proposed Annual			\$1,497,583.41

PROGRAM COST BREAKDOWN

MEDICAL COST FOR LIVINGSTON COUNTY JAIL – 269 ADP

Staffing	\$1,322,364.72	88.3%
Administrative Services (medical-malpractice insurance, civil liberties insurance, advertising/recruiting, and admin costs)	\$175,218.69	11.7%
Total	\$1,497,583.41	100%
Monthly	\$124,798.62	

VALUE-ADDED OPTIONS (ALL ITEMS ARE OPTIONAL)

DetainEMR AT LIVINGSTON COUNTY JAIL: Includes 28 user accounts, 1 scanner, 5 laptops, 5 signature pads, and 5 mice.	\$30,436.12 Annually for 3 Years OR \$2,536.34 Monthly for 36 Months
DetainEMR AT LIVINGSTON COUNTY JAIL: If Livingston County Jail will pay the startup costs of \$13,147.50	\$24,867.93 Annually for 3 Years OR \$2,072.33 Monthly for 36 Months