

Pre-Bid IFB for Deer's Head Hospital, Holly Center and Eastern Shore- April 19, 2023

Questions and Answers

- How many vendors does the State expect to award a contract?
  - *A: See Section 2 Summary Statement; 2.1.3 page 2*
- Please clarify how needs for contractors will be distributed to vendors post-award? Will it strictly be based on price submitted by the vendors selected?
  - *A: See Section 4.9 Award Basis; 4.9.2 page 31*
- Please provide names of all incumbent providers and their pricing for the services outlined in the [RFP].
  - *Access Staffing; Bid Total \$1,892,132.80*
  - *Client Business Services, Bid Total \$1,399,769.40*
  - *General Healthcare; Bid Total \$1,650,661.00*
  - *Shore Staffing; Bid Total \$1,665,440.00*
  - *Worldwide Staffing; Bid Total \$2,596,750.00*
- Please can the State provide the following information around usage at these three sites:
  - Historical usage by labor category
    - A: This information is not relevant to this solicitation.*
  - Contracted staff hours by year
    - A: This information is not relevant to this solicitation.*
  - Total spend by year
    - A: This information is not relevant to this solicitation.*
  - Current budget for this program
    - A: This information is not relevant to this solicitation.*
  - Anticipated volume of contract staff
    - A: This information is provided in the bid tabulation form*
  - Typical workday hours for each labor category
    - A: See section 2. Background and Purpose; 2 2.2.2,B Other State Responsibilities*
  - Average length of assignment
    - A: The prior average length of assignment has been thirteen (13) weeks.*
- Why is the State going out to bid at this time for services at these three sites?
  - *See Section 2.1 Summary Statement page 2*
- May we submit exceptions to contract terms and conditions?
  - *A: The State does not allow exceptions to the Terms and Conditions.*

**Commented [MSB1]:** Lisa, I am not entirely sure how much of this information we can provide if any? I believe we can list the incumbent vendors and their total bids but not their pricing?

- What is the estimated budget for this RFP?
  - *A: This information is not available.*
- Who manages contingent labor for the respective department or facility?
  - *A: The Director of Nursing at each facility.*
- What are the biggest challenges you and your team/department will face this year (or in the next few months)?
  - *A: This question is not relevant to this solicitation.*
- What organizational initiatives are you being asked to address by your leadership?
  - *A: This question is not relevant to this solicitation.*
- What could be improved with how you acquire talent?
  - *A: This question is not relevant to this solicitation.*