

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Jim Boggan, Purchasing Manager *JB*
DATE: May 24, 2011
SUBJECT: Approve the Award of Competitive Bid No. 10074 to Medical Doctors Associates, StaffCare, Inc., and Jackson & Coker for Locum Tenens Psychiatric Services for Health and Human Services in the Maximum Aggregate Amount of \$300,000

ACTION REQUESTED

Approve the award of competitive Bid No. 10074 to Medical Doctors Associates, StaffCare, Inc., and Jackson & Coker for Locum Tenens Psychiatric Services for Health and Human Services in the maximum aggregate amount of \$300,000, and authorize the Purchasing Manager to sign the resulting Blanket Purchase Orders (BPO) and to transfer funds between BPOs as needed.

BACKGROUND

Health & Human Services (HHS) requires "locum tenens" (temporary help) psychiatric services to augment County staff. Email invitations announcing Invitation for Bids (IFB) No. 10074 were sent out via Procurement's electronic bidding system to 33 firms. The IFB was also advertised on Procurement's website. The IFB requested hourly rates for services performed during Normal Hours (97%) and occasionally After Hours (3%). Procurement received eleven responsive bids and one "no bid."

Procurement evaluated the bids considering the 97% - 3% formula and prompt pay discounts. There were no bids from local vendors. See Attachment A for the complete cost evaluation.

The current contractor experienced difficulty in providing locum tenens psychiatrists who were acceptable to the HHS. Therefore HHS requested award to three firms to provide alternatives in the event the primary firm cannot locate a suitable candidate in the time required. The three lowest priced firms in order are Medical Doctors Associates, StaffCare, Inc., and Jackson & Coker.

FISCAL IMPACT

HHS requested BPOs totaling \$300,000. Upon your Board's approval, a BPO will be awarded to the low bidder, Medical Doctors Associates, in the maximum amount of \$150,000.00 and BPOs in the maximum amount of \$75,000.00 each will be awarded to StaffCare, Inc. and Jackson & Coker. In the event that one firm supplies more qualified services than the others, your approval will allow the Purchasing Manager to adjust BPO amounts within the maximum aggregate amount of \$300,000.00. The department's fiscal impact statement is attached.

Attachments:

- A. Bid Evaluation
- B. Health & Human Services Fiscal Impact Statement

cc: Jim Nissen, Fiscal Operations Manager, HHS
Maureen Bauman, Director of ASOC, HHS



COUNTY OF PLACER, AUBURN, CA

ATTACHMENT A

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10074
Title: Locum Tenens Psychiatric Services
Due Date: 4/15/11

Buyer Name: April Pay
Phone: 530-889-4253
Estimated Award Date: 6/7/11
Recommended Award is Highlighted

Name of Firm City/State			BHR Corporation Pleasanton, CA		Global Medical Staffing Salt Lake City, UT		Jackson & Coker Atlanta, GA		Lead Staffing Corporation West Covina, CA		LocumTenens.com Atlanta, GA		Valley Healthcare Systems Sacramento, CA	
Contact Person Telephone Fax Number			Cedric Hurskin 925-520-0005 x102 925-520-0010		Kris Sorenson 866-858-6269 801-907-7682		Joe Schofield 866-999-8396 877-250-5784		Debra Wickline 800-928-5561 877-858-6263		Kevin Thill 800-5628663 x5728 ??		Tim Coxen 916-779-1415 916-663-0510	
FOB Delivery Time			NA NA		NA NA		NA NA		NA NA		NA NA		NA NA	
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾			No Net 30		No Net 30		No Net 30		No 0.65% in 30 days, Net 31		No Net 30		No .05% discount (unspecified time) Net 30	
Item No.	Item Description	Weight	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
	Standard Rate	97%	Adults 170.00	164.90	162.50	157.63	159.00	154.23	163.75	158.84	192.50	186.73	195.40	189.54
	After Hours Rate	3%	255.00	7.65	200.00	6.00	179.00	5.37	173.00	5.19	207.50	6.23	195.40	5.86
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			Subtotal	172.55	Subtotal	163.63	Subtotal	159.60	Subtotal	164.03	Subtotal	192.95	Subtotal	195.40
(2) Invoice Terms of less than 10 days were not considered in this evaluation.			8.25% Sales Tax	NA	8.25% Sales Tax	NA	8.25% Sales Tax	NA	8.25% Sales Tax	NA	8.25% Sales Tax	NA	8.25% Sales Tax	NA
			Bid Total	172.55	Bid Total	163.63	Bid Total	159.60	Bid Total	164.03	Bid Total	192.95	Bid Total	195.40
			LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00
			Prompt Pay Disc	3.45	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	1.07	Prompt Pay Disc	3.86	Prompt Pay Disc	3.91
			Ref. Bid Price	\$169.10	Ref. Bid Price	\$163.63	Ref. Bid Price	\$159.60	Ref. Bid Price	\$162.96	Ref. Bid Price	\$189.09	Ref. Bid Price	\$191.49

*Higher rate for Children Psych Services
*Minimum 8 hour shift for weekdays
*After Hours Rate applies for work
Mon-Fri, 5pm - 8 am, or more than
40 hrs per week
*Weekend/Holiday Call Rates also apply
*Additional cost for housing, travel,
and local transportation for out-of-
area providers

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Item No.	Item Description	Weight	Unit Price	Extension								
	Standard Rate	97%	150.00	145.50	197.00	191.09	157.00	152.29	170.00	164.90	185.00	179.45
	After Hours Rate	3%	170.00	5.10	295.50	8.87	200.00	6.00	170.00	5.10	185.00	5.55
			Subtotal	150.60	Subtotal	199.96	Subtotal	158.29	Subtotal	170.00	Subtotal	185.00
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			8.25% Sales Tax	NA								
			Bid Total	150.60	Bid Total	199.96	Bid Total	158.29	Bid Total	170.00	Bid Total	185.00
(2) Invoice Terms of less than 10 days were not considered in this evaluation.			LVP	0.00								
			Prompt Pay Disc	3.01	Prompt Pay Disc	4.00	Prompt Pay Disc	3.17	Prompt Pay Disc	3.40	Prompt Pay Disc	3.70
			Ref. Bid Price	\$147.59	Ref. Bid Price	\$195.96	Ref. Bid Price	\$155.12	Ref. Bid Price	\$166.60	Ref. Bid Price	\$181.30

*After Hours Rate applies to 12 hours "pager time"
*Call backs = 1.5 x rate (\$277.50)

Ranking:	Ref. Bid Price	
Medical Doctors Associates	\$ 147.59	Primary
StaffCare, Inc.	155.12	Secondary
Jackson & Coker	159.60	Tertiary
Lead Staffing Corporation	162.96	
Global Medical Staffing	163.63	
Whitaker Medical Group	166.60	
BHR Corporation	169.10	
Maxim Physician Resources	181.30	
LocumTenens.com	189.09	
Valley Healthcare Systems	191.49	
Solvere	195.96	

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**Placer County
Health and Human Services Department**

ATTACHMENT B

Administrative Services Division

Date January 12, 2011
To: Honorable Board of Supervisors
From: Graham Knaus, HHS Director of Administrative Services
Subject: **Fiscal Impact Statement**
BPO for Locum Tenens Psychiatrists
For the period April 1, 2011 to March 31, 2012

The department has budgeted appropriately for this \$300,000 Blanket Purchase Order (BPO) and the request is for the same amount as the existing BPO and the salary savings for a funded vacant Psychiatrist salary and benefits. The funding for the first 3 months is available in the Fiscal Year 2010-11 Final Budget. The remaining period of the BPO will be funded through the Fiscal Year 2011-12 budget process. These mandated services are provided to eligible recipients in the County's mandated Medi-Cal and Indigent medications program which is funded by State and Federal funding totaling \$178,500 and \$121,500 of County General Funds.