

	<p align="center">GUILFORD COUNTY SCHOOLS Request for Proposals Addendum: 4/5/24 Purchasing Department 501 W. Washington Street Greensboro, NC 27401</p>
Direct all inquiries to:	Request for Proposals: 6643
Letitia Hines	Proposal due date: April 22, 2024
HinesL@gscsnc.com 336.370.3238	Commodity: Nursing Services

NOTICE TO BIDDERS

Please be advised that this document serves as Addendum 1 to the RFP 6643 Nursing Services. The following update by Guilford County Schools (GCS), please see below. Final addendum will be posted after the questions deadline.

Reference	Question/Answer
Section 4, page: 5	Would you be accepting references from large commercial entities? All reference welcome
Section 4, page: 5	To be responsive, is it mandatory to provide audited financial statements? Please confirm. Yes
Section 4, page: 5	Can we provide CA certified financial statements or DUNS and BRAD Street Report? Please confirm. Yes
Section 4, page: 5	What information is needed in Timeline? All RFP request
General	What is the term of the contract? 3 years unless services are unsatisfactory after being assessed by GCS staff
General	Is this a re-compete RFP? It varies If yes, a. Could you please the name of Current Suppliers (who are currently providing services to Agency)? It varies, some agencies return as renewals others are added based on student need. (ARO, Bayada, Brightstar, Maxim, Premier, Infinium and Thrive were used during the 2023-2024 School Year.)

	<p>b. Could you please share current Supplier’s pricing and Proposals? Nursing: LPN/RN \$45.00 CNA2: \$18.00- \$25.00</p> <p>c. How many awards were made in the Past? 7</p> <p>d. When was the existing contract started, and what is the annual monetary spent value of the current contract since inception? July 1st 2023</p> <p>e. How many resources are currently engaged in the current contract? 7</p> <p>f. Can you please share the no. of positions served in previous years under this contract? It varies. We begin serving students at age 3. Some will graduate this spring.</p> <p>g. Can you please share the amount of business each vendor did under this contract in previous years? Unsure</p> <p>h. Is there any issue that the agency is currently facing with the incumbents? No</p> <p>i. Are incumbents allowed to bid on this RFP? Please confirm. Yes</p> <p>j. Please share the historical spending for the year 2021, 2022 and 2023? Unsure</p> <p>k. How many nurses were used in year 2021, 2022 and 2023?unsure</p>
General	What will be the estimated annual budget for this project? It varies depending on the students and their needs.
General	Is this a single award or multiple award contract? It varies depending on the number of students
General	If it is a multi-award contract, can you please confirm the total number of vendors to be awarded this contract? It will vary depending on the number of students needing the service
General	How will job requests be shared among multiple awarded vendors? Nursing Coordinator and Director of Health Services works with agencies on placement
General	Will all job requests be shared among all awarded vendors simultaneously? Yes unless a patient already has a home health relationship established with a contracted vendor

General	Is there any ranking system for sharing job requests among awarded vendors such as primary bidder, secondary bidder, and then other awarded bidders? Not at this time
General	Can you share details from where we can get old RFP details? <u>Guilford County Schools Purchasing Department Website- Bid Solicitations for All Projects- Archived bids Link</u>
General	Can you please tell us where we can see the records for the old contract? <u>Public Records Request Link</u>
General	Can you please share the email id/details where we can raise the public record request for old RFP? <u>Public Records Request Link</u>
General	How many positions are required under this contract? It varies depending on the number of students
General	How many positions are currently open? It varies depending on the number of students
General	How many positions are currently used in a single day? Please give rough estimate. 35-45 nurses, it varies based on enrollment and need. We have some shared assignments.
General	Out of mentioned staffing positions, what are the most filled positions? Please share. It varies depending on the students needs.
General	Can you please provide Job descriptions and qualification for all the positions? It varies depending on the students needs
General	What would be the estimated hours for given positions? Staff are working full-time hours and if required for student transportation riding the bus with them to school and back. It varies but that would be equal to the amount of contract hours for the agency for the week ranging from 25-37
General	Please confirm minimum guaranteed hours per week for these positions. Staff are working full-time hours and if required for student transportation riding the bus with them to school and back. It varies but that would be equal to the amount of contract hours for the agency for the week ranging from 25-37.
General	Are these full-time positions or weekly assignments? Full-time
General	Can you please confirm the weekly assignments duration (7 week/13 week or more) if any? It varies but that would be equal to the amount of contract

	hours for the agency for the week ranging from 25-37.
General	What is weekend and holiday shift work rate policy of County such as 1.5-time standard hourly rate? Please confirm. No weekend work
General	Can you please share shift timings and location of services? Staff are working full-time hours and if required for student transportation riding the bus with them to school and back. It varies but that would be equal to the amount of contract hours for the agency for the week ranging from 25-37.
General	What is average response time to provide resume of qualified resources? Unsure
General	Will the agency be giving any preference to local vendors? Please confirm. No
General	To be responsive, is it mandatory to have physical office in North Carolina? Please confirm. No
General	To be responsive, is it mandatory to provide Business Registration Certificate (BRC) with the proposal response? Please confirm. Yes
General	Can we provide BRC certificate after the award? Please confirm. No
General	Do we need to provide hourly rate or crisis rate? Hourly
General	Do we need to provide hourly bill rate or markup percentage? Hourly
General	We are a Virginia-based MBE firm certified by NMSDC, are we qualified to bid as an MBE? Yes
General	We are an awarded vendor to Guilford County Schools for Nursing Services under RFP #6327; however, we have not placed any nurses in the District at this time. Should we submit a complete response to RFP #6643 or, because we are an awarded vendor, may we proceed with our response ONLY through the Proposal Form, including updated requested attachments and the required statement? I am unsure of the vendor, so I would say they should submit a complete RFP.
RFP Section 5, Page 8: Proposal Requirements, Billing Requirements	VENDOR QUESTION: We would like to confirm, are we required to file claims via medicaid? If we are choosing to bill the district, what forms and paperwork will the vendor be expected to complete pertaining to the services provided? GCS would prefer vendors file claims via medicaid, but if

	choosing to bill the district monthly invoices will be submitted to Health Services Department.
RFP Section 5, Page 9 Proposal Requirements, M/WBE or HUB Designation	VENDOR QUESTION: Are we required to participate in the M/WBE or HUB Designation with Subcontractors if we are not M/WBE Designated? If so, what is the percentage required under this RFP? No
RFP Section 5, Page 10-11, Proposal Requirements, PROPOSAL FORM REQUIRED FOR ALL PROPOSALS	VENDOR QUESTIONS: <ul style="list-style-type: none"> • Can this form be completed as a separate document to include the specialized skills? Yes • If we are a staffing agency, do we need to include Resumes for the specific providers we are submitting to the district? Yes If so, would sample resumes be appropriate? No
General	Is this a new initiative for EHPS? If not, who are the current vendors providing these services and at what rates? It varies, some agencies return as renewals others are added based on student need. (ARO, Bayada, Brightstar, Maxim, Premier, Infinium and Thrive were used during the 2023-2024 School Year.) Nursing: LPN/RN \$45.00 CNA2: \$18.00- \$25.00
General	How many contracted RNs and LPNs has EHPS used in the previous year? How many do you anticipate needing in the initial contract term of this RFP? It varies. We begin serving students at age 3. Some will graduate this spring. Currently we have 50 students
General	What is the budget for these services? It varies on the number of students being served.
General	May we submit a general certificate of insurance with our proposal as evidence of coverage, rather than generate a specific COI to GCS? We would generate a specific COI for GCS upon award. Yes