

**RFP 462-2021 Speech and Language Therapy Services  
Questions/Answers**

**RCM Health Care Services**

1. What agencies do you currently use for SLP services? **The District uses Southeastern Therapy, Therapeutic Endeavors and CDB Consulting.**
2. What rates do those agencies charge for SLP services? **\$63 - \$75/hour.**
3. Will this be a single or multi-award? **Multi vendor award.**
4. How many hours were utilized in 2019? **Approximately 7,500 hours in current FY.**
5. Will you allow teletherapy for the 2020-2021 school year? **The District will consider teletherapy proposals.**
6. How many hours of SLP services do you anticipate for the 2019-2020 year? **Approximately 9,000.**
7. How many SLP and SLP assistants do you anticipate needing for this contract? **Needs will vary.**
8. How much money in 2019 was spent on SLP services? **Approximately \$566,000 in current FY**
9. What is the annual spend that is projected for the contract? How will it be divided per year? **Approximately \$600,000 per fiscal year.**
10. Due to Covid-19, our entire company is currently working remote, as it is still a health hazard. Will you allow email submissions as an option for submittal? **No**

**AXIS Teletherapy**

11. We are a Speech Teletherapy company and the owners will not be providing the services- our contracted, state-licensed Speech Therapists will be the ones servicing your students. Just making sure that's ok? **Yes, that is acceptable.**
12. And has the incumbent vendor been able to fill all the speech therapy hours needed this past year? **Multiple vendors provide services at this time.**
13. Has your district ever used Speech Teletherapy in the past (before COVID-19 era!)? **No**
14. And has the incumbent vendor been able to fill all the speech therapy hours needed this past year? **Multiple vendors provide services at this time.**
15. Would the district consider a bid for teletherapy? **Yes, the district will consider a bid for teletherapy.**

### **ProCare Therapy**

16. I wanted to check in as we are working on the RFP for the Speech and Language Therapy Services and wanted to see if you had access to last years winning rates? **The district has not previously formally bid these services.**
17. Am you able to see the rates that they have contact for these services in the past and do you know how many they are looking to contact? **\$63 - \$75/hour.**
18. Is there a need for bilingual SLP's? **On an as need basis.**

### **Global Teletherapy**

19. How many open positions in the District looking to fill? **These are contracted services.**
20. What are the hours of the positions open? **School hours are between 7:30 and 4:00**
21. How many students are on average caseloads? **Approximately 70**
22. Will, the students be seen in groups (if so, how many) or individually? **Students are grouped based on individual needs and course schedules. Some are seen individually due to specific needs and IEP goals.**
23. What current rates has the district been paying for SLP services? **Between \$63 - \$75.**
24. Is the District content and happy with their current provider? **The District currently uses three providers and have had no significant issues.**
25. What is the reason for the current RFP? **To qualify multiple vendors for provision of services.**
26. Would it be possible to provide the current rates the District is paying? **See #5.**
27. Which providers in the District currently using? **Southeastern Therapy, Therapeutic Endeavors and CBD Consulting.**
28. Is Teletherapy an accepted Practice in your district? **The District will consider all proposals.**
29. Would it be possible to show a live, personalized demonstration of our Teletherapy platform to your school leadership? **The RFP does not currently contemplate vendor presentations.**
30. Do you have access to the previously won RFP's for SLP services for your district? **The District has not previously formally bid these services.**

### **Academic Staffing**

31. What are the current rates Leon County Schools is paying for these services? **\$63 - \$75/hour.**

32. How many billable hours are there in the day? **The District has utilized approximately 7,500 hours in the current FY.**
33. How many days do contractors work in the school year? **Needs vary by site, however, services are provided daily when school is in session.**
34. How many positions have you had in previous years for these services? **These are contracted services.**

#### **DotCom Therapy**

35. Will teletherapy bids be accepted and considered for the award of this RFP? If so, may I receive the specifications and documents needed to be completed? **The district will consider all proposals. The RFP can be found at <https://www.leonschools.net/Page/4411>.**

#### **Maxim Healthcare Services**

36. Does the district have specific vacancies they are trying fill with this bid, and if so, what age group and level of need are they for, and what would the caseload be? **No specific vacancies**
37. Is the district looking for live candidate submissions via this bid, or to sign up vendors who are able to provide during the duration of the contract? **Pre-qualify vendors able to provide the service.**
38. Who are the incumbents for these services? What are their rates, and are you happy with the current vendors? **Southeastern Therapy, Therapeutic Endeavors and CBD Consulting. \$63 - \$75/hour. We have no issues with the current service providers.**
39. How many contractors do you currently have on assignment through vendors? **See #3**
40. How many hours were billed to the district under this RFP in the past school year? **Approximately 7,500 hours in current FY**
41. What is evaluation criteria, does the district assign point values to price, availability, and responsiveness? **Yes**
42. Will the district accept proposals for other services, such as Nursing, Special Ed. Teachers, Occupational or Physical Therapy, and School Psychologists? **This RFP does not contemplate additional services.**

#### **The Execu-Search Group**

43. My company is a staffing and recruitment firm. We recruit and staff medical professionals for our healthcare clients. Is the Leon County Schools looking to engage in a contract with a staffing firm or firm that provides actual healthcare services? **No**
44. Why is the contract out for bid? Is it required to be put out for bid? **To qualify multiple vendors for provision of services.**

45. Is the Leon County Schools satisfied with the current provider(s) of services? **Yes**
46. What would the Leon County Schools like to see with the awarded vendor and their approach to the request? **The RFP defines the scope of services.**
47. How many vendors is the Leon County Schools planning on awarding? **This is a multi-vendor award.**
48. If more than one, will there be primary, secondary, tertiary, etc. status for vendors? **No, all vendors awarded will be pre-qualified.**
49. If more than one firm is awarded and there isn't a tier system, how will jobs get distributed to firms? **Principals will be able to select a service provider.**
50. How many hours did these titles work in 2017, 2018, and 2019? **Approximately 9,000.**
51. What was the spend on this contract in 2017, 2018, and 2019? **Approximately \$600,000.**
52. What is expected annual spend for this contract? **Approximately \$600,000 per fiscal year.**
53. Has the Leon County Schools contracted for these services in the past? **Yes**
54. Who were/are the previous incumbent(s)? **Southeastern Therapy, Therapeutic Endeavors and CBD Consulting.**
55. What are the incumbent bill rates? **\$63 - \$75/hour.**
56. Is this RFP seeking new firms to add on to the current vendor panel or bring in completely new vendors? **Seeking to qualify multiple vendors for provision of services to potentially include existing and new.**
57. Is the Leon County Schools seeking bidders with the lowest price? If not, what other considerations are they taking into account when evaluating proposals? **Qualifications, references, certifications, price.**