

Questions for the Otero County, NM RFP (#15-019)- January 2015

Thank you for preparing and releasing your RFP for comprehensive inmate healthcare services for the Otero County Detention Center. While we're *extremely excited* at the opportunity, your RFP is somewhat vague in its requirements, leaving questions regarding your goals and considerable opportunity for variance. Below are questions we will need answered in order to prepare a complete and comprehensive proposal that best meets your immediate and future inmate medical, mental/behavioral, and ancillary inmate healthcare needs. Please respond with as much detail as possible.
Thank you.

1. The RFP states the county will be holding a pre-proposal conference on Thursday, January 22nd, but the RFP does not cite the time for this meeting, what time will this meeting be held? Where will the pre-proposal meeting be held? Is this a mandatory pre-proposal conference for any interested bidders?
2. On average, how many intakes does the county manage on a weekly/monthly basis? **65.4 / 283.58**
3. Is the county requiring any medical intakes to be accomplished within 2 hours of booking into the facility? **No**
4. Is the county interested in 24/7 coverage? **Yes**
5. How does the county currently handle detoxing your inmates? **Detox Protocol from CHC Manual**
6. Does the facility have detox cells and/or suicide/safety cells? If so, how many? **Yes—Total 6 (4 are for Suicidal)**
7. Does the facility have zero/negative pressure cells? If so, how many? **Yes--2**
8. With an ADP of 208, does your agency hold any FEDS, ICE or US Marshall contract inmates? If so, how many? **No**
9. Does the county currently provide TB testing to your inmates and detention personnel? Do you currently test for Hep? **Yes—Health Dept. (IHEAL)**
10. How many medication passes does the county manage each day? **3**
11. With your population of 208, approximately how many inmates receive medications? Approximately how many receive psych medications? **133/75**
12. Does the county provide narcotic medications to inmates? Approximately how many receive narcotic medications? **No-Only on a Detoxing Protocol**
13. Does the county currently allow keep on person (KOP) medications? **Yes—Only Specific Medications**
14. Does the county allow for and accept inmate's personal medications? **Yes-Only Life Sustaining Medications and only until Ordered**
15. What's the county's current solution(s) for inmates with mental/behavioral healthcare issues? How far does the county transport for mental/behavioral healthcare services? Would the county like a mental/behavioral healthcare solution proposed with our response? How many custody staff members accompany each off-site transport? How much does the county spend on staff overtime to manage off-site transports? **Refer to Counselor and contact Physician for medication management. Counselor on-site. Yes. One or Two Officers depending on the demeanor of the resident.**
16. What's the county's current solution(s) for inmates with dental issues? How far does the county transport for dental services? On average, how many dental cases do you realize per month? How far do you transport for dental services? Is your agency providing extraction services only? What is the cost per pull? Please provide a 3

year dental history for any and all dental. Schedule appointment with Ben Archer Clinic. Approximately 10 miles round trip. Average of 7 monthly. Yes. \$15.00 (2012-\$2,100 2013-\$2,258 2014-\$901=Total \$5,259)

17. On average, how many inmate medical related transports does the county manage per month? How long does each inmate transport take? How many custody staff members accompany each off-site transport? How much does the county spend on staff overtime to manage off-site transports? Average of 40. 2-4 hours. 1 Officer. About \$17.96 per Officer per hour.
18. What is the closest hospital that provides services to the county's inmates? Gerald Champion Regional Medical Center
19. Where does the county currently purchase its pharmaceuticals for your inmate population? Please provide a 3 year history of the county's total pharmaceutical expenditures. Please provide the top 20 most prescribed pharmaceuticals. Lowe's Pharmacy-Ended July 2012 (Currently the Emergency Backup). Currently—CPS Contract Pharmacy Services-Began August 2012. 2012-\$83,511 2013-\$71,465 2014-\$119,725=Total \$274,701. Top 10: Cyclobenzaprine, Trazodone, Gabapentin, Buspirone, Ibuprofen, Omeprazole, Ranitidine, Risperidone, Sertraline, Venlafaxine.
20. Does the county accept and allow an inmate's family members to provide pharmaceuticals from outside the facility? No
21. Please provide a 3 year history of the county's total off-site expenditures. Please include any and all off-site service expenditures including, but not limited to: 2012-\$124,465 2013-\$107,215 2014-\$192,535=Total \$424,215
 - Ambulance/EMS services
 - ER/hospitalization and/or clinic care
 - Lab services
 - Dental services
 - X-ray services
 - Dialysis services
 - Specialty services
 - Emergency Care/Flight services
 - OBGYN services
22. Please provide a 3 year history of the county's medical and office supply expenditures. Approximate 2012-\$5,960 2013-\$5,194 2014-\$9,397 Total=\$20,551
23. Does the county have oxygen in the detention facility? If so, who is your oxygen provider/vendor? What are your annual oxygen expenditures over the past 3 years? Yes—Air Gas Unable to pull cost for a 3 year period however, over a 1½ years (18 months) \$641.11
24. How is medical waste currently managed in the facility? Who is your medical waste provider/vendor? How often do they pick-up? What are your annual medical waste expenditures over the past 3 years? SteriCycle Inc. / Monthly/\$787.50 for 3 years
25. With this RFP, would the county like to see an off-site cap proposed to cover any off-site services or will the county be responsible for the costs of any and all off-site services? To be determined by the County Commission/County Manager
26. With this RFP, would the county like to see a proposal that includes hepatitis and TB testing for detention officers? If so will the county be providing the serum? No
27. Does the county currently have a functioning EKG? No
28. Who is the facility's current jail management system (JMS) provider? Sleuth

29. How much does the county pay in fringe benefits?
30. Does your RN provide the county with on-call time? If so, does he/she charge extra for on-call services? If so, how much? **Yes/No-the RN is given 2 Duty Days per month off**
31. Have there been any completed suicides over the past 3 years? Has any litigation resulted from this? If so, please provide detail. **No**
32. Cost Response Form Appendix C asks for a “*Total Proposed Hourly Cost.*”, we commonly provide a total annual price for all services, including medical and other staff, pharmaceuticals, supplies and equipment, lab and X-Ray, and (where included) off-site medical costs (often subject to an aggregate cap). An hourly price would be very difficult to calculate for comprehensive medical and mental health services. According to the RFP, the county is interested in comprehensive programs and services, with that is one comprehensive price for all services acceptable to the county? **To be determined by the County Commission/County Manager**

Thank you again for responding to the questions above with as much detail as possible. Your responses are critical to our developing a model that meets your existing and evolving needs. Please e-mail your responses to todd@swcmg.com. We very much look forward to continuing with this RFP process and beginning a successful partnership that will last for many years to come.

Always my best,

Todd Murphy

Southwest Correctional Medical Group (SWCMG) Director of Business Development

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