




Interoffice Memorandum

April 1, 2019

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

FROM:  Carrie Mathes, Manager, Procurement Division

CONTACT: Sandra Ruff, Program Manager, Head Start Division
(407) 836-6504

SUBJECT: Award of Invitation for Bids Y19-187-AH, Mental Health Services for Orange County Head Start

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-187-AH, Mental Health Services for Orange County Head Start, to the sole responsive and responsible bidder, Kinder Konsulting & Parents Too, Inc., in the estimated contract award amount of \$232,500 for a 3-year term. Further request authorization for the Procurement Division to renew the contract for two additional 1-year terms.

PROCUREMENT:

The contract will provide mental health and behavioral services for Orange County Head Start. The objective of this contract is to obtain mental health and behavioral evaluations, assessment, and therapy services for children referred by the Head Start Program. The services will also include consultation and universal prevention for the children, families, staff, and program.

FUNDING:

Funding is available in account number 7009-062-7526-3195.

APPROVALS:

The Head Start Division and the Business Development Division concur with this request.

REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for price, responsiveness, and responsibility. The sources proposed by the bidder met the minimum requirements of the solicitation. Kinder Konsulting & Parents Too, Inc. has 135 therapists available to provide the services and over 50% of their staff has over five years' experience with working with children 3-5 years old. Overall, their team is able to offer services encompassing 12 different languages, 17 areas of clinical specialty, and in 25 treatment modes. Additionally, the bidder has a positive record of performance with the County.

The services are required during the regular school year and during the summer Head Start Program. The number of children requiring services during the summer program is reduced from the number of children during the regular school year. Evaluations and therapy sessions will be paid by Medicaid and its subsidiary insurances, or other private insurance. The Head Start Program will be considered the payer of last resort. The contractor shall also provide training for Head Start personnel and parents related to assisting children with improving their mental and behavioral health at school and at home.

The department evaluated the bid in conjunction with the estimate and determined it to be reasonable and realistic by comparison with the current contract.

To ensure an open and competitive process, the Invitation for Bids was posted on the Orange County website. In addition, 88 firms were notified of this opportunity through sourcing efforts. A query from staff to potential bidders that declined to compete on this solicitation resulted in the following:

1. Bruce Frumkin is not involved in treatment education and thus did not bid.
2. Surgery One IPA does not provide the services required.
3. Banyan Health does not provide services in this region.
4. Dawson Consulting did not see it advertised.
5. PsychGroup is in the process of suspending operations for an undisclosed amount of time. They will be focused on consolidating operational efforts to streamline services and payments to providers and expect this redirected focus to improve future services for clients, providers, and patients, alike.
6. My Mobile Primary Health Care, LLC dba The Nurse Practitioner Group, LLC showed an interest in the opportunity, but missed the project deadlines.
7. Caribbean Community Connection of Orlando, Inc. was unable to meet the deadline due to an emergency situation, but plan to bid in future projects.
8. DrVisits, Inc. was not able to bid at this particular time.
9. Anyar, Inc. showed an interest in the opportunity, but this was after the bid submission deadlines had passed.
10. Lifestyle Management Counseling was unable to bid as their mail office is located in Duval County and would pose some difficulty in service delivery.

11. Aspire Health Partners chose not to pursue the Invitation for Bids at this time as they are in the process of starting up new programs and the timing was not right for them. Additionally, they have had some difficulty in attracting and retaining therapists due to struggling to meet competitive salaries.
12. Sunrise Staffing missed the deadline and will be looking for future opportunities.

The bid tabulation is as follows:

Kinder Konsulting & Parents Too, Inc.	\$232,500
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Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

April 9, 2019

TO: Alina Hernandez Fernandez, Senior Purchasing Agent
Procurement Division

FROM: Sheena Ferguson, Manager 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y19-187-AH, Mental Health Services for Orange County Head Start**

Orange County is receiving federal funding for the services solicited in the Invitation for Bids (IFB). Accordingly, Orange County's M/WBE ordinance and program do not apply to this solicitation.

Orange County shall participate in the federal requirement 2 CFR 200.321 (or 45 C. F. R. 75.330) for Health and Human Services funds to ensure small and minority owned, women-owned business enterprises, and labor surplus are firms have been afforded subcontracting opportunities. Business Development evaluated the bid submitted for this project to denote whether an executed and notarized "Affidavit of Compliance Requirements" form submitted with the bid was in compliance with the federal requirements. Kinder Konsulting & Parents Too, Inc, the low bidder, provided the executed and notarized federal compliance form.