

APRIL 6, 2020

TO: ALL OFFERRS
FROM: SANDRA GROFF
CHIEF OF OPERATIONS
SUBJECT: ADDENDUM TO INVITATION TO BID - CONTRACT NO. STA2001-DVH_REHAB

ADDENDUM #1

REHAB QUESTIONS AND ANSWERS

1. Q. Can we obtain or how do we obtain a copy of the winning bid from the last Rehab RFP?
A. See link below for State of Delaware Contract. Contract #DOS 16DVH01- Rehab Services
http://contracts.delaware.gov/contract_archive_detail.asp?i=2951
2. Q. Can we obtain census and utilization information? Basically, how many units or minutes of therapy is provided on average for Medicare A, HMO A, Medicare B, HMO B and all other payers.
A. Census as of 04/06/2020 is 78
3. Q. Can you please provide a breakdown of payor sources including Average daily art A; Managed Care A; Managed Care B; Medicaid Managed B; Medicaid only under 65 and any others.
A. We only bill for Med B and Med A during qualified stay. Veterans Administration payer Source is all inclusive in the rate.
4. Q. Can you please provide current number of FTE's including therapists and assistants currently managing the caseload? Can resumes of therapists be provided at the time of hire rather than RFP due date?
A. We have 3 FTE; 1 OT, 1 COTA, 1 PTA. We have 2 PTE; 1 SLP and 1 PT
Resumes of the therapists that would start immediately would have to submit their resumes. Any therapists that would start once the contract is in place would be expected to submit their resumes at that time.
5. Q. Can you please provide name of current vendor? Can you please provide therapist hourly rate by discipline of current vendor contract? Can you please provide other fees or charges of current vendor contract?
A. Benchmark Therapy
B. PT \$65.00, PTA \$45.00, OT \$65.00, COTA \$45.00 and SLP \$68.00 No other fees are charged
6. Q. Can you please provide further explanation of what is meant by Affordable Care Act Fees and impact to vendor?

- A. See pages 20 - 22, 8. for the explanation of Independent contractors, temporary personnel and ACA safe harbor.
7. Q. Can you please clarify the number of copies and originals? Page 9 indicates 2 originals, 6 copies, nothing electronic and page 48 indicates 6 copies, 1 original, 1 electronic.
A. Please provide 1 original, 6 copies and 1 electronic
8. Q. Do you anticipate extending the bid due date?
A. No, the bid due date is May 1, 2020 at 1:00 p.m. (local time)
9. Q. What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?
A. The general evaluation requirements are found on page 7. The criteria weight is found on page 17 of the RFP document.
10. Q. Was this bid posted to the nationwide free bid website at www.mygovwatch.com?
A. No.
11. Q. Other than your own website, where was this bid posted?
A. The bid was advertised for 2 (two) consecutive weeks in the Delaware State News

All other terms and conditions remain the same.

If you have any questions, please contact me at 302-424-8520
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