



November 25, 2009

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, CA 94612-4305

Dear Board Members:

SUBJECT: AWARD CONTRACTS TO FURNISH LOCUM TENENS AND RECRUITMENT SERVICES FOR LICENSED PSYCHIATRISTS, NURSES, AND HEALTHCARE WORKERS (PROVIDERS), REQUEST FOR QUOTATION (RFQ) NO. 900564; AMOUNT \$3,000,000

RECOMMENDATION:

Authorize the Purchasing Agent to negotiate and sign Master Contract No. 900564, and the following twelve procurement contracts as follows: Procurement Contract Nos. 4845, 4846, 4847, 4848, 4850, 4851, 4852, 4853, 4854, 4855, 4856, and 4857 with the following vendors to provide locum tenens and recruitment services as described below to Behavioral Health Care Services (BHCS):

- A. Procurement Contract #4848, FCS, Inc. (Brian Browning, Vice President), Bowling Green, KY, recruitment services for psychiatrists only;
- B. Procurement Contract #4845, Barton & Associates, Inc. (Emily Beck, Corporate Counsel), Beverly, MA, locum tenens services for psychiatrists only;
- C. Procurement Contract #4851, Jackson & Coker Locum Tenens, LLC (Randy Weikle, V.P. Government Healthcare), Alpharetta, GA, locum tenens and recruitment services for psychiatrists;
- D. Procurement Contract #4852, LocumTenens.com, LLC (Kevin Thill, Vice President), Alpharetta, GA, locum tenens and recruitment services for psychiatrists;

- E. Procurement Contract #4854, Medical Doctor Associates, LLC (Dr. Bernie Cole, V.P. Psychiatry), Norcross, GA, locum tenens and recruitment services for psychiatrists;
- F. Procurement Contract #4846, Bay Area Doctors, Inc. (Dr. Janak Sachdev, CEO), Napa, CA, locum tenens and recruitment services for psychiatrists and nurses;
- G. Procurement Contract #4847, Concentric Solutions Group, Inc. (Shehu Hassan, Manager), Dublin, CA, locum tenens and recruitment services for psychiatrists and nurses;
- H. Procurement Contract #4850, Hiawatha Harris, M.D., Inc. (Hiawatha Harris, Owner), Pleasanton, CA, locum tenens and recruitment services for psychiatrists and nurses;
- I. Procurement Contract #4853, Maxim Healthcare Services, Inc., dba Maxim Staffing Solutions (Michael Hemelt, Regional Controller), Columbia, MD, locum tenens and recruitment services for psychiatrists and nurses;
- J. Procurement Contract #4855, MLR Corporation, dba First Call Nursing Services, Inc. (Celina Salazar-Camillo, President), Alameda, CA, locum tenens and recruitment services for nurses;
- K. Procurement Contract #4856, Power Personnel, Inc. (Cynthia Stewart, President), San Jose, CA, locum tenens and recruitment services for nurses; and
- L. Procurement Contract #4857, Premier Healthcare Services, LLC (Flora Pappas, Contract Manager), Los Angeles, CA, locum tenens services for nurses only.

The estimated total amount for these contracts will be \$3,000,000. The term of these contracts shall be for three years, beginning approximately January 1, 2010, and shall end on approximately December 31, 2012, with the option to extend for additional terms not to exceed a maximum of two years

DISCUSSION/SUMMARY:

Currently, BHCS is having a difficult time filling psychiatric positions that were left vacant since September and July of 2008 at the Santa Rita Jail and Eden Outpatient Clinics, respectively. BHCS wants to recruit and hire psychiatrists in permanent positions as soon as possible. BHCS has found that the traditional efforts, such as placing advertisements in professional publications and on-line, have been largely unsuccessful in attracting psychiatrist applicants. This has resulted in extended vacancies and diminished medical psychiatric services to adults in need of these services.

BHCS requires the services of a psychiatrist temporary services agency to provide psychiatric services for inmates housed in the Santa Rita jail. Psychiatric coverage is critical for this at-risk population as statistics have shown a tendency toward suicide among inmates. Having a temporary services contingency in place for emergency coverage due to staff illness, emergencies, and vacation at the Santa Rita jail is essential to minimize the liabilities associated with vacant psychiatric positions.

The State Department of Mental Health regulations mandate a certain level of psychiatric coverage for each of the clinics. There are medical and legal liabilities associated with having psychiatrist positions unfilled. Staffing shortages place pressure on the remaining psychiatrists resulting in staff retention problems. In addition, BHCS also requires the services of licensed medical nurses who will assist physicians working in County maintained outpatient clinics.

Due to the difficulty encountered in filling vacant psychiatric positions, BHCS determined that entering into contracts with a pool of vendors would ensure that qualified temporary psychiatrists and healthcare service providers will be available to fill the County needs. It is the intention of BHCS to allocate the funds evenly among the twelve vendors, contingent upon the demands of jail and outpatient clinics and the specific services requested.

SELECTION CRITERIA/PROCESS:

BHCS has determined that the County does not currently have sufficient resources required to provide locum tenens and recruitment services.

BHCS worked with GSA-Purchasing to develop and issue a Request for Interest (RFI). The RFI was released on January 27, 2009 to approximately 3,483 subscribers to the GSA Goods and Services – Current Contract Opportunities mailing service via E-Gov, including small and emerging SLEB businesses. The RFI was posted on the GSA Current Contracting Opportunities website for approximately 102 days, and resulted in 50 responses. A Request for Quotation (RFQ) was developed and issued on May 8, 2009, posted on the website for 54 days, advertised in 15 local and ethnic newspapers, and sent to the 50 responding bidders and 3,483 subscribers to the E-Gov GSA Goods and Services – Current Contract Opportunities mailing service. Two networking/bidders conferences were held and were attended by eight vendors. On July 1, 2009, 17 responses were received.

Of the 17 responses received 12 bidders met all of the requirements for the RFQ and have been recommended for award. Three of the vendors are Alameda County certified SLEBs and three are California companies that have agreed to subcontract with certified SLEBs for 20% of the contract value. The SLEB requirement has been waived for six of

the awarded bidders since their sole business is in providing licensed psychiatrists, a specialized professional service with no subcontracting opportunities available.

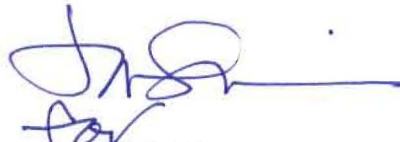
FUNDING:

Funding for this program is included in the BHCS FY 2009-10 budget and will be requested in future budget years. No additional appropriations are required and there will be no increase in net County cost.

Respectfully submitted,



Alex Briscoe
Acting Director, Health Care Services Agency



Aki K. Nakao
Director, General Services Agency

Attachment

AKN:SM:mp:Board Letters\Purchasing\FY 2009-10\Locum Tenens and Recruitment Services-HCSA

cc: Susan S. Muranishi, County Administrator
Patrick J. O'Connell, Auditor-Controller
Richard E. Winnie, County Counsel

FURNISH LOCUM TENENS AND RECRUITMENT SERVICES FOR LICENSED PSYCHIATRISTS,
NURSES AND HEALTHCARE WORKERS (PROVIDERS)
REQUEST FOR QUOTATION (RFQ) NO. 900564
JANUARY 1, 2010 – DECEMBER 31, 2012

Vendor	Location	Estimated Dollar Value of Contract Award	<i>Small and Local Participation</i>			
			<i>Local Participation Percentage</i>	<i>Amount</i>	<i>Certified SLEB Participation Percentage</i>	<i>Amount</i>
Concentric Solutions Group	Dublin, CA	\$250,000	100%	\$250,000	100%	\$250,000
Hiawatha Harris, M.D.	Pleasanton, CA	\$250,000	100%	\$250,000	100%	\$250,000
MLR Corporation (dba First Call Nursing Services)	Alameda, CA	\$250,000	100%	\$250,000	100%	\$250,000
Bay Area Doctors	Napa, CA	\$250,000				
<i>Certified SLEB Partner (Emerging)</i> <i>Accurate C&S Services</i> <i>8105 Edgewater Drive, Ste 225 Oakland, CA</i> <i>Certification # 07-91094</i>			20%	\$50,000	20%	\$50,000
Premier Healthcare Services	Los Angeles, CA	\$250,000				
<i>Certified SLEB Partner (Emerging)</i> <i>Accurate C&S Services</i> <i>8105 Edgewater Drive, Ste 225 Oakland, CA</i> <i>Certification # 07-91094</i>			20%	\$50,000	20%	\$50,000
Power Personnel	San Jose, CA	\$250,000				
<i>Certified SLEB Partner (Small)</i> <i>Quality Staffing</i> <i>1970 Broadway, Ste 1110 Oakland, CA</i> <i>Certification # 07-91107</i>			20%	\$50,000	20%	\$50,000

The following vendors had the SLEB requirement waived:

Barton & Associates (Beverly, MA); FCS (Bowling Green, KY); Jackson & Coker (Alpharetta, GA); LocumTenens.com (Alpharetta, GA); Maxim Healthcare Services (Columbia, MD) and Medical Doctor Associates (Norcross, GA).