Can we review the historical pricing? Yes
Will overtime be billable if an agency nurse who is familiar works an additional field trip to her weekly hours? Field Trip nurses are only provided to students during school hours, nursing services provided for field trips will be billable.
Can you please provide bill rates for the incumbent suppliers? RN at $45/hour, LPN at $35/hour
What is the estimated annual spend of this contract? This can be answered
What is the total amount of spend broken down by vendor over the last year? Over the duration of the contract period: 2014- $15,086.25 2015- $7,132.50 2016- $12,000.60 2017-$20,030 2018-$50,609.50 2019-$21,599.55
Will vendor be required to bill Medicare/Medicaid or any third-party insurance? Invoices for nursing services provided for field trips will be sent to Buffalo Public Schools
Is orientation billable? Are minimum hours billable? No
How is time for registry/per diem captured today? This procedure is determined by the vendor, proof of work is then attached to the invoice submitted.

Please list the top three areas for improvement you would like to see from new contract providers. Increased ability to fill field trip requirements, Improved communication between vendor and Buffalo Public Schools, Improved quality of field trip nurses
What is the history of amount of field trips provided or projected for this term? This number fluctuates year to year as it is based on the needs of the schools and students.
Is this contract open due to an expired contract, or is this during a renewable cycle? The current contract is expiring June 30, 2020.
What technology is used currently to manage this program internally? Phone/fax/Email
What technology or system is used for Nurses to file documentation? Paper

How are hours determined by school? Field trip? This varies by field trip, the average field trip is about 2.5 hours.
What is the expectation and frequency for needs? Is the district interested in a float pool? Are you willing to agree to orient a pool for cross-training and immediately availability of a pool, so students have coverage 100%? Frequency of field trips vary throughout the year
Is there a minimum experience requirement for the personnel sent to your facility? Field trip nurses must have the appropriate level of certification, RN, LPN, or MA.
What is the average length of field trip in hours? 2.5 hours
What is the current requisition process in place? Invoices are sent to BPS to process and verified prior to payment being mailed out via check.
The bid mentions 5 days, can we expect additional time for lead time for requisitions? When possible, additional lead time for requisitions could be given.
What is entailed in the current orientation process? The vendor is responsible for orientation of the field trip nurse
How many field trips do you anticipate will need a MA instead of a RN/LPN? The need for a MA instead of a RN/LPN is determined by the vendor
What is your current time to fill by discipline? The new contract start date would be July 1, 2020
Do you anticipate your current staffing volume to change in the next year or next 3 years? This varies depending on school and student needs.
• What type of Supervision would you require for this program? Supervision would require coordination and confirmation that a field trip nurse has been secured and follow-up if a field trip nurse needs further disciplinary actions.
• On the detail cost proposal; are hourly all-inclusive rates acceptable by discipline? This can be answered.
• On page 10 of the RFP it jumps from section #3.2 to #9, are there sections missing from this RFP? No, those sections detail Technical requirements not applicable to this offering.
• In section #12, the indemnification clause is one-way, we cover the District for their negligence (pg. 15). Is the Vendor responsible for indemnifying the District should a claim arise due to the sole negligence or willful misconduct of the District? This will be determined on a case by case scenario and will be detailed in the contract.
• Are there three separate checks being requested with this RFP - a check for liquidated damages, bid bond, and performance bond? If so, what are the expected dollar amounts for each check? No, only a bid surety of EITHER a Bid Bond (25% of first year bid amount) or certified check (5% of first year bid amount) ONLY if total bid is greater $100,000 or greater. The need for a performance bond will be evaluated as part of the evaluation process.
• Is there a sample contract that can be reviewed for terms and conditions? No, there is no sample contract.
• Why is the contract out for bid? Is it required to be put out for bid? The current contract period has ended.
• Who are your current incumbent vendors for these services? For the 2019-2020 school year Aveanna is the current vendor for this contract.
• Are you satisfied with your current vendors? The current contract is expiring and the district is interested in receiving additional bids.