

SUMMARY SHEET
County of McHenry Purchasing

Date: 7/21/16 @ 2:00PM
Bid/RFP: Nurse Agency Utilization VH

	VENDOR			VENDOR		
Vendor City/State	CROSS COUNTRY HEALTHCARE BOCA RATON FL			DELTA GROUP BRYN MAWR PA		
ORIGINAL SIGNATURE	YES			YES		
Mandatory Pages?	YES			YES		
	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month
Cost for shift coverage RN Days	\$58.00/hr	\$58.00/hr	\$58.00/hr	\$50.00	\$50.00	\$50.00
PM's	\$58.00/hr	\$58.00/hr	\$58.00/hr	\$50.00	\$50.00	\$50.00
Nights	\$58.00/hr	\$58.00/hr	\$58.00/hr	\$50.00	\$50.00	\$50.00
Weekends	\$59.00/hr	\$59.00/hr	\$59.00/hr	\$50.00	\$50.00	\$50.00
Holidays	\$87.00/hr	\$87.00/hr	\$87.00/hr	\$50.00	\$50.00	\$50.00
Cost for shift coverage LPN Days	\$43.00/hr	\$43.00/hr	\$43.00/hr	\$34.00	\$34.00	\$34.00
PM's	\$43.00/hr	\$43.00/hr	\$43.00/hr	\$34.00	\$34.00	\$34.00
Nights	\$43.00/hr	\$43.00/hr	\$43.00/hr	\$34.00	\$34.00	\$34.00
Weekends	\$44.00/hr	\$44.00/hr	\$44.00/hr	\$34.00	\$34.00	\$34.00
Holidays	\$64.50/hr	\$64.50/hr	\$64.50/hr	\$34.00	\$34.00	\$34.00
Cost for shift coverage CNA Days	\$24.00/hr	\$24.00/hr	\$24.00/hr	\$23.00	\$23.00	\$23.00
PM's	\$24.00/hr	\$24.00/hr	\$24.00/hr	\$23.00	\$23.00	\$23.00
Nights	\$24.00/hr	\$24.00/hr	\$24.00/hr	\$23.00	\$23.00	\$23.00
Weekends	\$25.00/hr	\$25.00/hr	\$25.00/hr	\$23.00	\$23.00	\$23.00
Holidays	\$36.00/hr	\$36.00/hr	\$36.00/hr	\$23.00	\$23.00	\$23.00

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Cost for guaranteed shift coverage with a monthly contract for RN including minimum guaranteed hours / shifts required	\$58.00 40 hour work week	\$58.00 40 hour work week	\$58.00 40 hour work week	\$50.00	\$50.00	\$50.00
Cost for guaranteed shift coverage with a monthly contract for LPN including minimum guaranteed hours / shifts required	\$43.00 40 hour work week	\$43.00 40 hour work week	\$43.00 40 hour work week	\$34.00	\$34.00	\$34.00
Cost for guaranteed shift coverage with a monthly contract for CNA including minimum guaranteed hours / shifts required	\$24.00 40 hour work week	\$24.00 40 hour work week	\$24.00 40 hour work week	\$23.00	\$23.00	\$23.00
Please Describe: Requirements for scheduling:	Requests for scheduling and revisions will be e-mailed to the Naperville, IL branch office location. The client may change or cancel its request for a daily personnel, provided the Agency is notified at least two (2) hours prior to the start of the shift. If less than two (2) hours' notice is provided, the Agency will charge client two (2) hours at the designated shift rate.			In order to fulfill scheduling requests, Delta-T requires that the client have an executed contract of Letter of Agreement on file, a completed Organizational Profile which outlines signatories for timesheets, rules for breaks, invoicing instructions, etc., and a Point of Contact for staffing that we can connect with to confirm scheduling.		
Any discounts available by scheduling shifts in volume:	No volume discount is applied.			None.		
Availability of the same pool of nurses for consistency:	Availability of the same pool of nurses will vary with each individual. No guarantee of availability unless the nurse is under contract.			Once a pool of nurses is created for Valley Hi, we will ensure that they are able to commit to consistent services when needs arise, as a criteria for placement.		
Savings						
Exceptions	YES. See Bid Submittal for Details on: 1) Indemnity language. 2) Recourse for unsatisfactory materials. 3) Payment. 4) Insurance.			No.		

Sent to 8 potential bidders. Submittals received from 7.

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	VENDOR			VENDOR		
Vendor City/State	MAXIM CHICAGO IL			PREMIER MEDICAL MILWAUKEE WI		
ORIGINAL SIGNATURE	YES			YES		
Mandatory Pages?	YES			YES		
	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month
Cost for shift coverage RN Days	\$52.00	\$52.00	\$52.00	\$56.00	\$56.00	\$56.00
PM's	\$52.00	\$52.00	\$52.00	\$57.00	\$57.00	\$57.00
Nights	\$52.00	\$52.00	\$52.00	\$58.00	\$58.00	\$58.00
Weekends	\$54.00	\$54.00	\$54.00	\$58.00	\$58.00	\$58.00
Holidays	\$78.00/81.00	\$78.00/81.00	\$78.00/81.00	Shift rate x 1.5	Shift rate x 1.5	Shift rate x 1.5
Cost for shift coverage LPN Days	\$40.00	\$40.00	\$40.00	\$44.50	\$44.50	\$44.50
PM's	\$40.00	\$40.00	\$40.00	\$45.50	\$45.50	\$45.50
Nights	\$40.00	\$40.00	\$40.00	\$46.50	\$46.50	\$46.50
Weekends	\$42.00	\$42.00	\$42.00	\$46.50	\$46.50	\$46.50
Holidays	\$60.00/63.00	\$60.00/63.00	\$60.00/63.00	Shift rate x 1.5	Shift rate x 1.5	Shift rate x 1.5
Cost for shift coverage CNA Days	\$22.00	\$22.00	\$22.00	\$23.00	\$23.00	\$23.00
PM's	\$22.00	\$22.00	\$22.00	\$23.50	\$23.50	\$23.50
Nights	\$22.00	\$22.00	\$22.00	\$24.00	\$24.00	\$24.00
Weekends	\$24.00	\$24.00	\$24.00	\$24.50	\$24.50	\$24.50
Holidays	\$33.00/36.00	\$33.00/36.00	\$33.00/36.00	Shift rate x 1.5	Shift rate x 1.5	Shift rate x 1.5

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<p>Cost for guaranteed shift coverage with a monthly contract for RN including minimum guaranteed hours / shifts required</p>	\$50.00	\$50.00	\$50.00	Same as RN above	Same as RN above	Same as RN above
<p>Cost for guaranteed shift coverage with a monthly contract for LPN including minimum guaranteed hours / shifts required</p>	\$38.00	\$38.00	\$38.00	Same as LPN above	Same as LPN above	Same as LPN above
<p>Cost for guaranteed shift coverage with a monthly contract for CNA including minimum guaranteed hours / shifts required</p>	\$21.00	\$21.00	\$21.00	Same as CNA above	Same as CNA above	Same as CNA above
<p>Please Describe:</p> <p>Requirements for scheduling:</p>	<p>To effectively and efficiently meet the staffing demands of the McHenry County, our Healthcare Recruiters will quickly begin searching Maxim’s proprietary scheduling database to find a healthcare professional that is compatible with the County’s needs. They identify an appropriate match based on the healthcare provider’s experience, qualifications, availability, personality, and the stated preferences and requirements of McHenry County. They then notify the McHenry County facility contact and give the assigned employee directions and information on the services requested.</p> <p>Maxim prefers at least one year of experience for our healthcare personnel. Maxim adheres to a comprehensive level of standards for hiring and maintains rigorous conditions of employment-Completed Application/Interview; License/Certification Verification; Criminal Background Check; Reference Checks; and supporting I-9 Documentation. Employee files are audited and updated monthly, and prior to assignment, credentials are verified as current. During the hiring process, Maxim reviews the expiration dates on the following documents for each candidate:</p> <ul style="list-style-type: none"> ➤ Professional licenses ➤ Professional certificates ➤ Health certificates ➤ CPR card (if applicable) ➤ Valid Picture ID 			<p>Contract schedules will be agreed to in advance and will be outlined in a one page staffing agreement for each medical professional. This staffing agreement will specify the length of the assignment, hours, shift, start and end date, and any specific requirements or qualifications needed by the professional.</p> <p>Orientation of each medical professional is required and the extent of the orientation will be confirmed on the staffing agreement. Premier will bill client for orientation at the regular hourly bill rate set forth above. It shall be the responsibility of the client to notify Premier within 24 hours of cancellation.</p>		

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	Candidates who apply to Maxim are screened prior to hire. As part of this qualifications process, applicants are tested for competency according to the discipline and specialty of the position they are seeking. Maxim's standards require healthcare professional candidates to be fully trained in the positions they seek through Maxim.	
Any discounts available by scheduling shifts in volume:	Maxim is offering a 2% discount, in the event that Maxim is awarded the Sole or Primary vendor for McHenry County – Valley Hi's Nurse Agency Program.	Not at this time.
Availability of the same pool of nurses for consistency:	<p>Continuity of service is an essential part of Maxim's care and patient commitment to McHenry County. Maxim's local Program Management Team understands that they may be called upon to provide replacement personnel in the event of unforeseen circumstances such as a sudden health of family emergency. Maxim will provide a replacement to make certain that service will be continuous and maintained in accordance with the contract requirements.</p> <p>The need to provide replacement personnel is rare because of the pre-qualifications a candidate must undergo in order to receive and accept the assignment. We recognize, however, that unexpected events may occur in employees' lives and Maxim office personnel have established procedures to mitigate the situation.</p> <p>Maxim will have a float pool of RNs, CNAs and LPNs solely dedicated to the McHenry County-Valley Hi nurse agency program. A Healthcare Recruiter(s)/Staffing Coordinator(s) will be exclusively assigned to the McHenry County-Valley Hi <i>Float Pool</i> to make certain dedicated, consistent service provision for McHenry County.</p>	Premier will work with client to understand the exact needs and requirements needed to perform well for the client. With this time spent and for the best options, it is in the best interest of both Premier and the Client to dedicate a pool of medical professionals that properly trained and orientated to the Clients Facility. Having the same/consistent staff allows for better care and a more cohesive team to support the client. In the event the client wishes to hire and employ one of Premier's Professionals, the Client must present a verbal and written notice of it's intent and agree to pay Premier a fee of 15% of one year base salary.
Savings		
Exceptions	No.	No.

Sent to 8 potential bidders. Submittals received from 7.

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Vendor City/State	VENDOR			VENDOR		
	NURSES PRN KIMBERLY WI			STI COVINA CA		
ORIGINAL SIGNATURE	YES			YES		
Mandatory Pages?	YES			YES		
	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month
Cost for shift coverage RN Days	\$45.00	\$45.00	\$45.00	\$43.40	\$43.40	\$41.85
PM's	\$45.00	\$45.00	\$45.00	\$43.40	\$43.40	\$41.85
Nights	\$45.00	\$45.00	\$45.00	\$43.40	\$43.40	\$41.85
Weekends	\$45.00	\$45.00	\$45.00	\$43.40	\$43.40	\$41.85
Holidays	\$67.50	\$67.50	\$67.50	\$60.76	\$60.76	\$58.59
Cost for shift coverage LPN Days	\$41.00	\$41.00	\$41.00	\$33.60	\$33.60	\$32.40
PM's	\$41.00	\$41.00	\$41.00	\$33.60	\$33.60	\$32.40
Nights	\$41.00	\$41.00	\$41.00	\$33.60	\$33.60	\$32.40
Weekends	\$41.00	\$41.00	\$41.00	\$33.60	\$33.60	\$32.40
Holidays	\$61.50	\$61.50	\$61.50	\$47.04	\$47.04	\$45.36
Cost for shift coverage CNA Days	\$24.00	\$24.00	\$24.00	\$19.60	\$19.60	\$18.90
PM's	\$24.00	\$24.00	\$24.00	\$19.60	\$19.60	\$18.90
Nights	\$24.00	\$24.00	\$24.00	\$19.60	\$19.60	\$18.90
Weekends	\$24.00	\$24.00	\$24.00	\$19.60	\$19.60	\$18.90
Holidays	\$36.00	\$36.00	\$36.00	\$27.44	\$27.44	\$26.46

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Cost for guaranteed shift coverage with a monthly contract for RN including minimum guaranteed hours / shifts required	\$44.00	\$44.00	\$44.00	\$40.02	\$40.02	\$39.15
Cost for guaranteed shift coverage with a monthly contract for LPN including minimum guaranteed hours / shifts required	\$40.00	\$40.00	\$40.00	\$30.36	\$30.36	\$29.70
Cost for guaranteed shift coverage with a monthly contract for CNA including minimum guaranteed hours / shifts required	\$23.00	\$23.00	\$23.00	\$18.98	\$18.98	\$18.56
Please Describe: Requirements for scheduling:	2 hours cancellation notice for our staff. If under two hours Facility will be billed 4 hours. Facility will have option to keep our staff 4 hours in place of billing. Orientation.			Orders (Shift details) should be submitted to Dezerie Anonas. She will schedule the nurses and provide the calendar to facility. Any changes to schedule should be communicated especially cancellation. Shifts may be canceled without charge if the cancellation occurs at least two (2) hours prior to the scheduled time shift was to begin. If shift is canceled less than 2 hours' notice STI will charge County a late-cancellation fee of two (2) hours of service. However, if County cancels a request for service less than two (2) hours of service and STI employee arrives at the assignment location, County may utilize the services of such personnel for all or part of a shift and be invoiced for actual hours worked or send the Personnel home and be invoiced for two (2) hours of service.		
Any discounts available by scheduling shifts in volume:	N/A, however contracts save \$1.00 off of per diem rate.			There are no discounts offered for scheduling shifts in volume.		
Availability of the same pool of nurses for consistency:	Yes.			STI will have the same pool of nurses for consistency.		
Savings						
Exceptions	No.			No.		

Sent to 8 potential bidders. Submittals received from 7.

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Date: 7/21/16 @ 2:00PM
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	VENDOR			VENDOR		
Vendor City/State	STAFFING NETWORK (QPA) SACRAMENTO CA					
ORIGINAL SIGNATURE	YES					
Mandatory Pages?	YES					
	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month	Base Year 12/1/16 – 11/30/17	Six (6) month 12/1/17 – 6/1/17	Month to Month
Cost for shift coverage RN Days	\$47.02	\$47.02	\$47.02	\$	\$	\$
PM's	\$47.02	\$47.02	\$47.02	\$	\$	\$
Nights	\$48.45	\$48.45	\$48.45	\$	\$	\$
Weekends	\$49.88	\$49.88	\$49.88	\$	\$	\$
Holidays	\$52.00	\$52.00	\$52.00	\$	\$	\$
Cost for shift coverage LPN Days	\$27.07	\$27.07	\$27.07	\$	\$	\$
PM's	\$27.07	\$27.07	\$27.07	\$	\$	\$
Nights	\$29.21	\$29.21	\$29.21	\$	\$	\$
Weekends	\$30.64	\$30.64	\$30.64	\$	\$	\$
Holidays	\$33.00	\$33.00	\$33.00	\$	\$	\$
Cost for shift coverage CNA Days	\$18.52	\$18.52	\$18.52	\$	\$	\$
PM's	\$18.52	\$18.52	\$18.52	\$	\$	\$
Nights	\$19.95	\$19.95	\$19.95	\$	\$	\$
Weekends	\$21.38	\$21.38	\$21.38	\$	\$	\$
Holidays	\$24.00	\$24.00	\$24.00	\$	\$	\$

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Cost for guaranteed shift coverage with a monthly contract for RN including minimum guaranteed hours / shifts required	\$48.00 480 hours 60 shifts	\$48.00 480 hours 60 shifts	\$48.00 480 hours 60 shifts	\$	\$	\$
Cost for guaranteed shift coverage with a monthly contract for LPN including minimum guaranteed hours / shifts required	\$30.00 480 hours 60 shifts	\$30.00 480 hours 60 shifts	\$30.00 480 hours 60 shifts	\$	\$	\$
Cost for guaranteed shift coverage with a monthly contract for CNA including minimum guaranteed hours / shifts required	\$20.00 480 hours 60 shifts	\$20.00 480 hours 60 shifts	\$20.00 480 hours 60 shifts	\$	\$	\$
Please Describe: Requirements for scheduling:	QPA will customize its approach to meet the needs of the facility. A dedicated recruiter will be assigned to your facility upon award and will remain with you throughout the term of the contract. The recruiter can help facilitate weekly scheduling via email or through our on line portal.					
Any discounts available by scheduling shifts in volume:	N/A					
Availability of the same pool of nurses for consistency:	Availability of the same pool of nurses for consistency: RN, LVN & CAN will be assigned and placed in rotation for Valley Hi to maintain continuity of care.					
Savings						
Exceptions	No.					

Sent to 8 potential bidders. Submittals received from 7.