

Questions and Answers for Temporary Statewide Medical Staffing CFS01-
IFB-2017-02 Questions Due to OCFS on 7/26/2017

Q1	Can you please provide the current incumbent vendors providing Temporary Statewide Medical Staffing for all Regions 1-6?
A1	The current vendors are as follows: Assignment America, LLC.; Maxim Healthcare Services, Inc.; Medical Staffing Network Healthcare, LLC; New Wave People, Inc.; Nursefinders; Penda Aiken, Inc.; SHC Services, Inc.; Total Healthcare Staffing; and, Worldwide Travel Staffing Limited.
Q2	Please provide me with the company name and bill rates of the outgoing contractors.
Q3	Can you provide the current rate being paid for all specialties?
Q4	What are the current pay rates?
Q5	Can you please provide the current incumbent hourly bill rates for all positions listed on pages 7-8 and for all Regions 1-6?
A2-5	<p>Please submit a FOIL request for this information. Requests can be made by postal mail, email or fax using the following contact information:</p> <p>Records Access Officer New York State Office of Children and Family Services 52 Washington Street, Room 133 North Rensselaer, NY 12144 Fax: (518) 486-6378 Email: info@ocfs.ny.gov</p> <p>For more information please visit - http://ocfs.ny.gov/main/faqs/foilfaq.asp</p>
Q6	What are the current bill rates (averages by position title by OGS vendor is fine) paid by OCFS/DJJOY for each of the positions filled by the current OGS vendors? Please specify the basis of the rate (cost plus mark-up, fixed hourly rate by position, etc.)
A6	<p>Details on the OGS contracts and rates can be found on the OGS website at the following link:</p> <p>https://www.ogs.ny.gov/purchase/snt/awardnotes/7300322559can.htm</p>
Q7	Can you please provide the total annual expenditure per line item in 2016 and YTD 2017?
A7	The total annual expenditure for Nurses in 2016 was \$474,913.58 and for YTD 2017 is \$168,107.80. For Nurse Practitioners, the total annual expenditure was \$121,141.14 in 2016 and is \$0 for YTD 2017. For the requested period, the remaining titles had no expenditures.
Q8	What was the total annual expenditure of the last contract in 2016 and YTD 2017?
A8	The total annual expenditure for 2016 was \$596,054.72 and for YTD 2017 is \$168,107.80.
Q9	How many hours were used last year?

A9	10,589.06 hours were used for January 2016 to December 2016.
Q10	What was the historical usage to include PRN, Short-Term & Long-Term requests?
A10	Temporary staffing services are not used for PRN (pro re nata), or <i>as needed</i> ; Short-Term usage is generally used to cover for vacations; and, Long-Term usage is generally used to cover for vacancies created by job transfers or medical, or other leaves-of absences – usually lasting multiple weeks or months.
Q11	Is this a new service?
A11	No.
Q12	Is this a new need? If not, a new need, is there a current vendor?
A12	No. This is not a new need. See answer to Question #1 for current vendors.
Q13	Is this a new requirement? If not, who is the incumbent(s) and why has the bid come out again?
A13	No. See answer to Question #1 for incumbents. This purpose of this bid is to obtain contracts with competitive rates in the current market place.
Q14	Is this a new procurement or a re-bid of an existing procurement? If a re-bid, please share the names of the prior awardees/contract holders. (This will be helpful to any minority-owned, women-owned, or veteran-owned enterprise seeking partnerships.) service?
A14	See answers to Questions # 11-13.
Q15	What vendors currently fill requisition requests for OCFS/DJJOY for the facilities listed on page 9, and are they eligible to bid on this procurement?
A15	See answer to Question # 1. Yes, current vendors are eligible to bid on this procurement.
Q16	What has been the total utilization by region (in dollars) for the secondary vendors during the current contract period?
A16	This information is currently not available as the current contracts are not broken down by region.
Q17	What is the utilization by role for the secondary vendors during the current contract period?
A17	We believe this to mean the OCFS contracts as secondary to the OGS contracts. Based on this, please see answer to Question # 7 and 8.
Q18	What is the expected Volume?
A18	The expected volume is realistically predictable due to the unpredictable need associated with resignations, transfers, and/or medical and other leaves-of-absences.
Q19	How many positions do the current OGS vendors fill annually for OCFS/DJJOY for the facilities listed on page 9?
A19	It is estimated that approximately 5-10 positions are filled annually by OGS vendors.
Q20	Please provide a breakdown of the five most common positions vendors on the OGS vehicle fill for OCFS/DJJOY at the facilities listed on page 9.
A20	There are three (3) positions most commonly utilized for said facilities: RNs, PAs and NPs.

Q21	Has the OCFS utilized providers on the OGS Administrative contract to fill openings in the past? If so, why have providers on the OGS Administrative contract been unable to fill open positions? Who are current providers on the OGS Statewide Administrative Services contract? When will a replacement contract be issued and implemented?
A21	Yes. It is believed that providers on the OGS Administrative contract have been unable to fill open positions primarily due to less competitive pay rates. See https://www.ogs.ny.gov/purchase/snt/awardnotes/7300322559can.htm for information on the OGS Statewide Administrative Services contract. Please contact OGS regarding further information on the replacement contract.
Q22	What is the estimated contract value?
A22	An estimate cannot be given as the bid rates are unknown at this time.
Q23	What is the current contract number?
A23	The current contract numbers are C027947, C026918, C026946, C026925, C026923, C026924, C026922, C026926, and C026921.
Q24	When the state says Temp Medical staffing would they be referring to an MSP (managed service provider) or traveling/contracted nurses?
A24	We are referring to any qualifying entity that can provide temporary medical staffing as described within the context of this IFB.
Q25	Can city and county contracts be substituted for state experience?
A25	No
Q26	Will the OCFS detail what their prescribed manner of criminal history background check entails? What is the average wait time for screening results from the Statewide Register of Child Abuse and Maltreatment and the Vulnerable Persons Central Register? Is there a charge incurred by the Staffing Agencies for the screenings?
A26	OCFS requires a Staff Exclusion List (SEL) clearance, fingerprints clearance and State Central Register (SCR) screening for all potential contract staff members who will have regular and substantial unsupervised contact with youth in OCFS custody. All contract staff that would have such contact with OCFS youth will also undergo a criminal background check. If criminal history or SCR history is revealed the matter will be reviewed by OCFS' committee created for that purpose. Persons on the SEL list cannot take a position that would require regular and substantial unsupervised contact with youth. SCR screenings generally take about a week, but can take longer depending on the circumstances. The Vulnerable Persons Central Register (SEL – Staff Exclusion List) can normally be completed within a day. There is a cost associated with the screenings. The SCR screening cost is \$25/per individual and the fingerprinting cost is \$99/per individual.
Q27	Please provide a list of the names of firms that submitted questions to this RFP. (We understand that the identity of the offeror asking any particular question will not be revealed -- per Section 1.4 – and we are not advocating a change to that policy.)
A27	OCFS cannot release the names of the firms that submitted questions.

Q28	Please describe the process OCFS/DJJOY currently follows for filling positions at the facilities listed on page 9 of the ITB through the OGS Statewide Administrative Services contract (and before this IFB would be utilized). (See Section 1.1.1 “OCFS will attempt to secure services from the most current OGS Statewide Administrative Services contract or subsequent replacement contract for similar services.”)
A28	OCFS contacts, in succession, the Primary, Secondary, and Tertiary vendors listed on the OGS Statewide Administrative Services contract for the identified region based on the service in-need.
Q29	What is the distinction between “bid price” and “vendor candidate price”?
A29	Bid price is the hourly rate quote for a specific title submitted by a bidder during the IFB proposal stage. Vendor candidate price is the awarded bid price quote for a selected vendor who has been awarded a contract to be in the pool of vendors eligible to provide staffing for a specified title based on assignment method detailed in Introduction section of the IFB. These rates are the same.
Q30	Does OCFS/DJJOY expect/encourage vendors to provide any other benefits not explicitly outlined in the RFP?
A30	No. OCFS does not have any expectations for any vendor benefits to its staff.
Q31	Please provide clarification and instruction as to how to complete Form A. We interpret Form A as requiring bidders to list the temporary medical staff supplied by the vendor under the contract, but that number is unknown and indefinite based on the construct of the RFP.
A31	Form A is not required with submission. It will be required after awards are made .
Q32	Will OCFS please confirm that the proposer returns only one (1) original copy of the IFB response?
A32	OCFS only requires one original copy.
Q33	When clicking the below link to review the RFP, the first link (screenshot below) is a dead link – can you please provide a copy of that document?
A33	The IFB is located at the following locations: (1) OCFS Website at http://ocfs.ny.gov/main/bcm/rfp.asp ; and, (2) The NYS Contract Reporter at https://www.nyscr.ny.gov/login.cfm .