

Questions for RFP #251-26-127 – Physical, Occupational, and Speech Language Therapy Services

| Reference | Vendor Question | Answers |
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| | Could I include WCPSS as a reference since I currently have an IEE contract? Or would this not count since it's already part of WCPSS? | Yes, if in combination with other references. |
| | I could provide references from Preschool directors and Private school directors that I currently work with? They are not contract based but I do partner with SEVERAL community preschools and private schools. | These references are acceptable if provided in combination with other, contract-based references. |
| | Do the “Commercial Crime Insurance”, “AGL”, and “Pollution Liability” apply to this contract? | Insurance requirements will be confirmed in April. |
| | The RFP states that vendors need to be licensed in the state of North Carolina. I am licensed in other states but not in NC. However, as an agency owner, I have a team of SLPs that are licensed in NC and could provide the services under our agency to your district (this is how we provide services to other districts). As long as the SLPs are licensed in NC, does that suffice? | Therapists must be licensed in NC and the contract agency must be listed on the NC Secretary of State’s list of registered businesses. |
| | Would the district be open to virtual services? | A small number of virtual providers may be requested, depending on need. |
| Background and Project Objectives/Scope of Work (pg. 5) | What is the anticipated number of full time and part time positions? | The staffing needs depends on the number of vacancies. Here is an estimated projection: PT: 1 SLP: 20 OT: 8 |
| Qualifications (pg. 6) | Do you require a customized COI per the insurance requirements with submission? | Insurance requirements will be confirmed in April. |

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| Required Submittals (pg. 7) | Is there a narrative requirement with submission in addition to the required forms? If so, how will it be evaluated? | A narrative is optional, but it would be helpful in evaluating proposals. |
| Attachment C (pg. 16) | Would the district accept online signatures via DocuSign? | Original signatures are preferred, but not required. |
| Background and Project Objectives/Scope of Work (pg. 5) | Who are the current vendors providing services? | <p>Aequor Healthcare Services, LLC Amergis Healthcare Staffing, AMN Allied Services, LLC Aya Healthcare, Inc. Cheshire Speech and Voice Center, Inc. CGH Medical Staffing, Inc, dba CompHealth Medical Staffing Comprehensive Therapy Consultants, EDU Jessi Andricks Vida Speech and Language Services, PLLC Kinetic Physical Therapy and Wellness Language to Learning, Inc. Moments to Milestones Therapeutic Services, PLLC New Direction Solutions, LLC dba ProCare Therapy Orange Tree Staffing, LLC Pioneer Healthcare Services, LLC Raleigh Therapy Services – PSSP Soliant Health, LLC Speech Inspirations PLLC Speech Masters Therapy Services The Stepping Stones Group, LLC Sunbelt Staffing, LLC</p> |
| Background and Project Objectives/Scope of Work (pg. 5) | Are your current vendors meeting your needs? | Almost completely except for speech. |

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| Background and Project Objectives/Scope of Work (pg. 5) | How long have the incumbent suppliers held this contract? | Up to 3 or 4 years. |
| Cost Proposal (pg. 6) | What are the current hourly bill rates for vendors providing similar services? | This varies by vendor. |
| Cost Proposal (pg. 6) | Does the district have a cap on the hourly rate for these services? | Yes. |
| Cost Proposal (pg. 6) | Will the district accept a rate range or a flat rate? | A flat rate is preferred but a range might be accepted. WCPSS reserves the right to place a cap on the hourly range. |
| Background and Project Objectives/Scope of Work (pg. 5) | What is your preferred interview process for potential candidates? (Do they require interviews or prefer agencies to handle selection?) | Telephone interview. |
| Background and Project Objectives/Scope of Work (pg. 5) | Who at the district should be included in candidate interviews (HR, Nursing director, principals, etc.)? | Central office administrators, typically the lead or her designee. |
| Background and Project Objectives/Scope of Work (pg. 5) | What is the onboarding process and expected timeline for new providers? | Onboarding consists of district orientation, IEP training and ongoing mentoring. Trainings typically occur in the first week or 2. |
| Exhibit B, page 14 | Cyber Liability Insurance (CL). As a single-member agency that provides contracted SLP services to WCPSS as an individual therapist (completing all required background checks, complying with all security procedures, and exclusively using WCPSS devices/servers), would it be possible to request an exemption for cyber insurance? If so, should this be noted in the proposal? | Insurance requirements will be confirmed in April. |
| RFP Schedule Page 3 | Is the district open to extending the deadline for proposals? | Not at this time. |

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| Scope of work page 5-6 | Can the district please provide the total amount of full-time contracted providers utilized in the 2024-2025 school year? | OT: 22, some are part time SLP: 30, some are part time |
| Method of Award page 4 | Can the district please clarify how needs for vendor supplied contractors will be disseminated to awardees post award? | Agencies with accepted bids are invited to submit resumes to Dr. Susan Battigelli. |
| Scope of work page 5-6 | When is the estimated contract award date, and how will the district communicate award status to vendors? | The goal is to email agencies with accepted bids by April 4 th . |
| Vendor Responsibilities page 6 | What travel between schools is expected for these providers? | The amount of travel depends on the position and the specific assignment. |
| Vendor Responsibilities page 6 | What are the district expectations for contract providers to assist in Medicaid reimbursement documentation services? | All public-school providers in NC use ECATS to log session notes/therapy notes. Billing is separate and is conducted by a 3 rd party. |
| Background and Project Objectives Page 5 | Can you clarify the average caseload for providers requested in this solicitation? | Caseloads depends on the discipline and the population served. |
| Background and Project Objectives Page 5 | How many sessions per week is expected for providers requested in this solicitation? | Frequency of services is determined by the IEP. |
| Background and Project Objectives Page 5 | What is the total volume of full-time employees? | WCPSS employs approximately 175 SLPs, 75 OTs, and 24 PTs. |
| Scope of Work page 5-6 | Will the SLP be supervising any SLP-As? | Contract therapists are not asked to supervise unless the SLP-assistant is coming from the same agency. WCPSS has some capacity for supervision but may require agency support in some cases. |
| Cost Proposal Page 7 | If we provide a COTA, are we also required to provide an OT for supervision, or is there flexibility in this requirement? | WCPSS has some capacity for supervision but may require agency support in some cases. |

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| Vendor Responsibilities page 6 | Is the vendor required to provide equipment for SLP/OTs conducting virtual services? | If the provider is local, the district typically provides a laptop. |
| | Are vendors required to have a local office in the state of North Carolina for these opportunities? | Agencies are not required to have a local office, but the agency must be registered with the NC Secretary of State. |
| | What is the main cause or reason for sending these projects to bid? (i.e. expiring contract, adding vendors to current vendor list, unsatisfied with current vendor, etc.) | There are several reasons for the RFP, including to stimulate interest and to ensure competitive pricing. |
| | Will these be single vendor awards or multiple vendor awards? | Multiple vendor awards. |
| | What is the total spend/budget for the resulting contracts? | Approximately \$3 million to \$4.5 million. |
| | Is the vendor required to supply the materials and equipment to perform services? (i.e. PPE, laptop, testing materials, etc.) | If in person, yes. Out of state/virtual, probably not. |
| | What is the expectation and frequency of per diem or on-call needs? | WCPSS does not use short-term substitutes. However, there are times that vacancies come up unexpectedly. |
| | Are vendors required to fill single, same-day substitutes for absences? | Vendors are asked to fill any leave of absence that is prolonged. |
| | Is there a penalty (financial or otherwise) for not being able to fill an open need or provide a substitute for an absence? | No. |
| | Is there any expectation or requirement to be bilingual? | It depends on the position/assignment. |