



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent


[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

May 4, 2010

## MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Kendra Goodman, CPPO, CPPB, Purchasing Agent 

**SUBJECT:** Permission to Add Four (4) Additional Suppliers  
RFP 09-111-AF, Licensed Speech Language Pathology Services  
Cobb Pediatric Therapy Services, Community Rehab Associates, Educational  
Based Services, and Special Communications

On June 16, 2009, official action (attached) was taken to approve award of the above-referenced RFP to ABC Speech & Language Therapy, Beth Ingram Therapy Services, and Independent Living. The RFP establishes providers for licensed speech and language services for use throughout the District. The RFP is a three (3)-year contract, renewable annually at the mutual agreement of the parties. The first year term is July 1, 2009 – June 30, 2010.

Since the inception of the RFP, the three (3) awarded firms have been unable to provide the number of therapists required to meet the District's needs (see attached memo from Ms. Monica Verra, Director of Exceptional Student Education). Ms. Verra has requested that the four (4) next highest-ranked providers from RFP 09-111-AF be added to the list of approved providers for the District.

All four (4) firms have been contacted to ascertain if they would be willing to extend the terms, conditions and pricing of the original RFP to the District. All firms have confirmed in writing (attached) that they are willing to do so. The term for their contract will begin at Board approval and extend through June 30, 2011. The renewal of the second contract term with the suppliers originally awarded work under the RFP will be sent to a future Board meeting for approval. Funding for this program is provided through general funds, and/or the IDEA Part B Grant.

At this time, it is my recommendation that the suppliers noted above be added to the list of approved suppliers for licensed speech pathology services, for use by the District as needed. Please contact Ms. Verra or me if you have any questions or concerns regarding this matter.

KDG/az  
Attachments



# District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

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Department of Exceptional Student Education  
April Stephenson, Bookkeeper  
813/ 794-2764 Fax: 813/ 794-2117  
727/ 774-2764 TDD: 813/ 794-2484  
352/ 524-2764 email: [astephen@pasco.k12.fl.us](mailto:astephen@pasco.k12.fl.us)

**MEMORANDUM**  
**ESE-09/10-AS-046R**

## REVISED

**DATE:** March 31, 2010

**TO:** Kendra Goodman, Purchasing Agent

**FROM:** April Stephenson, Bookkeeper, Exceptional Student Education  
Monica Verra, Ed. D., Director of Exceptional Student Education *MV*

**RE:** **RFP # 09-111-AF Licensed Speech Pathology Services**

Since July 1, 2009, RFP # 09-111-AF has been in place with Independent Living Inc, ABC Speech and Language Therapy Inc, and Beth Ingram Therapy Services. Since the inception of the RFP, these firms have not been able to provide us with all the personnel the District needs.

On behalf of the Exceptional Student Education Department, please request permission from the School Board to utilize the services of the four next ranked vendors from RFP # 09-111-AF who we can contact for additional personnel as needed. General funds and/or the IDEA Part B Grant will fund these expenditures.

Thank you for your assistance with this request.

MV/as

xc: Ruth B. Reilly, Assistant Superintendent for Curriculum and Instructional Services



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## AGREEMENT TO EXTEND TERMS OF RFP 09-111-AF FOR LICENSED SPEECH LANGUAGE PATHOLOGY SERVICES

Yes, I agree to extend the terms, conditions and pricing of the above-referenced RFP to the District School Board of Pasco County. The contract term will be upon Board approval through June 30, 2011.

No, I do not agree to extend the terms, conditions and pricing of the above-referenced RFP to the District School Board of Pasco County.

COMPANY NAME: Cobb Pediatric Therapy Services

SIGNATURE: Mark Norris DATE: 3-31-10

PRINTED NAME/TITLE: Mark Norris, COO E-MAIL: mnorris@cobbpediatric.com

TELEPHONE W/AREA CODE: 770-218-6274 FAX W/AREA CODE: 770-218-8568

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act." Vendors conducting business with the District School Board of Pasco County (DSBPC) who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds, must be Level 2 fingerprinted by DSBPC Human Resources. If any of the above criteria apply to this contract, you must have those individuals Level 2 fingerprinted and screened by the DSBPC Human Resources Department prior to commencement of services or work, and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for a fingerprinting appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law, which became effective September 1, 2005, by reviewing Sections 1012.32 and 1012.465, Florida Statutes.

The contracting company certifies, by submission and signature of this form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

Vendor shall comply with all applicable laws, ordinances, codes and statutes of any and all local, state, or national governing bodies included within this section. Vendor shall comply with the regulations of the Civil Rights Act of 1964, in which no person in the United States shall on the grounds of race, creed, color, or national origin be excluded from participation in or be denied the proceeds of, or be subject to discrimination in the performance of this contract.

**PLEASE RETURN TO:**  
**DISTRICT SCHOOL BOARD OF PASCO COUNTY**  
**ATTENTION: ARLENE ZIMNEY, CPPB, C.P.M., BUYER**  
**PURCHASING DEPARTMENT**  
20430 GATOR LANE, LAND O' LAKES, FL 34638  
(813) 794-2504 (PHONE)  
(813) 794-2111 (FAX)  
[azimney@pasco.k12.fl.us](mailto:azimney@pasco.k12.fl.us)



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✓

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\_\_\_\_\_

No, I do not agree to extend the terms, conditions and pricing of the above-referenced RFP to the District School Board of Pasco County.

COMPANY NAME: Community Rehab Associates, Inc.

SIGNATURE: Summer Johnson DATE: 3/26/10

PRINTED NAME/TITLE: Summer Johnson E-MAIL: Summer.R@Commrehab.org  
Director of Contract Development

TELEPHONE W/AREA CODE: 877.268.4329 FAX W/AREA CODE: 866.547.1017  
X116

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 No, I do not agree to extend the terms, conditions and pricing of the above-referenced RFP to the District School Board of Pasco County.

COMPANY NAME: Educational Based Services

SIGNATURE: *Michael Angelo* DATE: March 24, 2010

PRINTED NAME/TITLE: Michael Angelo / Special Education Coordinator E-MAIL: MikeAE@ebshealthcare.com

TELEPHONE W/AREA CODE: 800-576-7906 X221 FAX W/AREA CODE: 610-558-9460

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X

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\_\_\_\_\_

No, I do not agree to extend the terms, conditions and pricing of the above-referenced RFP to the District School Board of Pasco County.

**COMPANY NAME:** Special Communications LLC

SIGNATURE: Margaret S Crowley DATE: 3/26/2010

PRINTED NAME/TITLE: MARGARET S. CROWLEY E-MAIL: specialcommunications@netscape.com  
MEMBER, MANAGER

TELEPHONE W/AREA CODE: 352-371-3680 FAX W/AREA CODE: 352-372-5317  
1-800-222-7130

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# District School Board of Pasco County

## Bid Recommendation

RFP Title	Licensed Speech Language Pathology Services		Number of Vendors Notified	208
RFP Number	09-111-AF		Number of Proposals Distributed	67
Date Solicited	February 20, 2009		Number of Vendors Proposing	20
Date Opened	April 15, 2009		Number of Formal "No Bid" Responses	0
Date Board Presentation	June 16, 2009		Funding Source	General and Grant
Total Savings	Estimated \$62,110		Grand Total of Proposal	Estimated \$2.5 Million on as-needed basis

**Recommendation:**

Recommend acceptance of RFP's as noted on the attached bid tabulation sheet, as having the highest average scores and best RFP's meeting written specifications.

**Term of Contract:**

The intent of this proposal is to establish providers for licensed speech and language services for use throughout the District. This is a three-year contract renewable annually based upon mutual agreement of the parties. The first year of this contract is effective from July 1, 2009 through June 30, 2010. Pricing will remain firm and in effect throughout the term of the contract.

**Notations and Exceptions:**

This is a multi-award bid (minimum of three vendors) based upon the highest average scores. Each RFP was evaluated according to the criteria outlined in the specifications, with individual scores totaled and averaged to obtain the respondents with the highest average scores. Copies of the evaluation forms are on file in the Purchasing Department.

Career Staff Unlimited and Speech & Language Professional Services were disqualified at the proposal opening for failure to provide a confidentiality agreement and company profile as outlined in the Mandatory Submittals section of the RFP documents. Recommend rejection of proposals from following firms:

- Cambridge Healthcare as a request for clarification confirmed that pricing was based on a 7.5 hour work day, which is contrary to the specifications of the RFP.

District School Board  
of Pasco County

Date/Time:

JUN 16 2009

Board Approved

**Notations and Exceptions:**

- Cumberland Therapy Services, LLC for providing a counterproposal stating that their hourly rates do not include mileage and that if a therapist is required to work at more than one school in the same workday there will be a charge for mileage.
- Staffing Options and Solutions, Inc. (SOS) for submitting pricing that was based on a 7.5 hour work day, which is contrary to the specifications of the RFP.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Cost savings for this award were determined using last year's historical expenditures with current bid vendors, calculated as the difference between the average of responsive RFPs received and the average hourly costs of the top three (3) ranked RFPs received.

**Bids Evaluated By:**

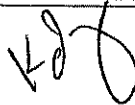
Lisa Yount, Grant Resource Specialist, Exceptional Student Education  
Teresa Suarez, Supervisor, Exceptional Student Education  
Elizabeth DeCamilla, Grant Resource Specialist, Research and Evaluation

**Bid Prepared By:**

Amy Flack, Buyer Assistant, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPB, Purchasing Agent











DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

DATE OF OPENING: April 15, 2009		
RFP TITLE: Licensed Speech Language Pathology Services		
RFP # 09-111-AF		
<b>**BOARD MEETING 06/16/09**</b>		
<u>Criteria:</u>		
Pricing		
References		
Availability of Support for Staff / Supervisory Plan		
Potential Number of available SLPs		
Bonus points for prior satisfactory work with DSBPC		
<b>Score:</b>		
	<b>RANK ORDER - HIGH TO LOW</b>	
	Independent Living	96.47
	ABC Speech & Language Therapy, Inc	89.34
	Bethlehem Therapy Services	86.36
	Cobb Pediatric Speech Services, Inc.	82.96
	d/b/a Cobb Pediatric Therapy Services	80.63
	Special Communications, LLC	78.84
	EBS - Educational Based Services	77.23
	Community Rehab Associates, Inc.	73.34
	Therx Services, Inc.	73.16
	Progressus Therapy, LLC	
	Atlanta Pediatric Therapy d/b/a Applied Health	71.60
	Sunbelt Staffing	69.24
	Professional Placement Resources, LLC	67.17
	Therapy Dynamics	66.47
	Audrey B. Greenwald, MS, CCC-SLP	
	d/b/a Boca Speech Center	65.80
	Invo Healthcare Associates, Inc.	63.50

District School Board  
of Pasco County

JUN 16 2009

Board Approved