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**QUESTIONS AND RESPONSES #3**  
**PROJECT NO. Q0013030**  
**Department of Public Safety and Correctional Services**  
**Inmate Dental Services**  
**July 02, 2013**

Ladies/Gentlemen:

This List of Questions and Responses #3, questions #30 through #41, is being issued to clarify certain information contained in the above named RFP.

In most instances the submitted questions and the Department's responses merely serve to clarify the existing requirements of the RFP. Sometimes, however, in submitting questions potential Offerors may make statements or express interpretations of contract requirements that may be inconsistent with the Department's intent. To the extent that the Department recognizes such an incorrect interpretation the provided answer will note that the interpretation is erroneous and either state that the question is moot once the correct interpretation is explained or provide the answer based upon the correct interpretation.

No provided answer to a question may in and of itself change any requirement of the RFP. If based upon a submitted question it is determined that any portion of the RFP should be changed, the actual change may only be implemented via a formal amendment to the RFP. In this situation the answer provided will reference the amendment which contains the RFP change.

*30. If the State elects not to exercise or delays the NTP for the IT digital x-ray option, how will the OIHS handle the replacement of x-ray equipment as the RFP precludes inclusion of a replacement schedule along with other equipment?*

**RESPONSE:** Per Amendment #8, the provisions for digital X-ray replacement have been significantly revised. Offerors should carefully read Amendment #8, Items 3, 5, 17, 23, 24, 27 and the Revised Financial Forms attached with this Amendment #8 for these revisions.

*31. Is this (see Question #30 above) in direct conflict with 3.21.3.4? Exceptions to scheduled equipment replacement where office furniture is excluded from the replacement schedule; we must assume any furniture within the confines of Dental Clinics which are used in the storage of supplies/files or desks and chairs utilized by staff should not be excluded; however, the aforementioned clauses cloud the picture. Please clarify.*

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**RESPONSE:** Provisions for non-X-ray equipment replacement have also been significantly revised per Amendment #8. Offerors should carefully read Amendment #8, Items 6, 7, 8, 13, 15, 18, 19, 20, 25 and the Revised Financial Proposal Forms attached with this Amendment #8 for these revisions

*32. With the unscheduled category of "Good-Excellent Rating for Equipment Without an Anniversary Date", how do you price out costs since no set schedule has been determined and any equipment deemed as good or excellent may fail at any time during the 5.5 years of the duration of Contract? Such unpredictability does not lend itself to fair and equitable price estimation as the market cost for replacement will increase each year in the same unpredictable manner given the impact of the Affordable Health Care Act. Such influence (AHCA) has created an economic chasm, essentially forcing manufacturers and equipment suppliers to abandon their usual practice of guaranteeing annual fixed cost projections for a 3-5 year period. As such the guarantee has been limited to December, 31, 2013 with a "wait and see" as to the impact of the AHCA on market conditions going forth. How should this category be accommodated within the bid pricing of the proposal?*

**RESPONSE:** The Offeror is to use its own methodology for cost projections. The Department has allowed Offerors to provide pricing for equipment in the Revised Financial Proposal for Contract Periods 1-5 as attached with this Amendment #8. The Department also alleviates some of the unknown burden of the AHCA taxes and fees through Amendment #5, Item #4.

*33. Is the State's intention to use the Statewide averages and minimums in an effort to equalize positional pay Statewide at the expense of hampering recruitment for the far reaches of the State where the immediate local pool is very limited?*

**RESPONSE:** It is the State's intention to use Average salaries as a mechanism to assess Liquidated Damages for less than a 96% Fill Rate. Please see Amendment #8, Item #9, 10, 11 and the Revised Attachment P – Liquidated Damages Table attached with this Amendment #8.

*34. Is the State's intention to have every employee at essentially the same rate or within 10% of the average Statewide positional rate as locking all staff members within the same 10% to the Statewide positional average will defeat incentives for excellence?*

**RESPONSE:** See response to #33 above.

*35. Utilizing the Contract price of Period 3 and adding 3% and 6.09% for evaluation purposes omits the impact of equipment replacement costs mandated by anniversary schedules in section 3.21.3. According to the inventory of equipment of equipment, a substantial amount of items must be replaced during Periods 4 and 5. As such, a true and realistic cost value per inmate will not be achieved to the detriment of the Bidder. How should a prospective Bidder account for the required cost if the per inmate cost is locked in by convention?*

**RESPONSE:** See response to #31 and #32 above.

*36. (Pg. 69 Section 3.21.6.2.4) This section list two periapical x-ray machines at WCI and two periapical x-ray machines at JCI, but the response to Question #26 only list one periapical x-ray machine at WCI and only one periapical x-ray machine at JCI.*

- a. *What is the total number of periapical x-ray machines at WCI and what is the total number of periapical x-ray machines at JCI?*
- b. *Are all of the x-ray machines mentioned on pages 69-71 of the RFP and on the response to Question #26, fully functional?*

**RESPONSE:** (a) One machine in each JCI and WCI was inadvertently omitted when providing the response to Question #26 in Q&A #2; at JCI the additional machine is a Gendex 770 – Serial Number 770-1205189DP, at WCI the machine is a Gendex 770 – Serial Number 28663.

(b) yes, the condition column in the equipment inventory (Attachment I) shows all x-ray machines functional (fair, good or excellent). Also see Attachment CC – Dental X-ray machines by location issued with Amendment #8.

37. *Is it the department's intent to staff dental clinics during federal and state holidays such as New Year's Day , Martin Luther King Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, and Christmas? If yes,*

- a. *Will inmate movement be restricted due to reduced security staffing on these holidays?*
- b. *If inmate movement is restricted on these holidays, what staffing level does the department expect for dental clinics?*

**RESPONSE:** The requirements of the RFP state that the Contractor is to provide dental services 5 days a week based upon the needs of the institution and availability of treatment space, this schedule may or may not correspond to Monday through Friday and daytime hours (see Section 3.22.5.1). The Contractor is to provide a sick clinic schedule to the Department per Section 3.23.1.1 and is responsible to provide all dental services within certain time frames as described in Sections 3.22 and 3.23. It is up to the Contractor to provide its scheduling to the Department. Holiday hours do have reduced State personnel and therefore Inmate movement is limited.

38. *On Revised Attachment N, Please define the intent of the notations "All Holiday Eligible Hours" and "\*All Holiday Eligible Hours are restricted to Dentist, Dental Assistants and Hygienist".*

**RESPONSE:** See Newly Revised Attachment N – Suggested Dental Staffing Matrix which has no such notations.

39. *Knowing that the response to Question #6 will significantly increase the cost of this contract, by several hundred thousand dollars, will the department consider accepting PTO hours for full time eligible staff towards the 96% fill rate?*

**RESPONSE:** The Department disagrees with such ascertain. In any event, the answer is still no.

*40. How many dental chairs will be in the new Dorsey Run dental clinic?*

**RESPONSE:** Two chairs – see Amendment #5, Item #7.

*41. What is the current population of JRH?*

**RESPONSE:** 21 Inmates

**Remember proposals are due on July 11, 2013 (per Amendment #7) no later than 2:00 p.m.** If there are questions concerning this solicitation, please contact me via e-mail at [Patti.Tracey@maryland.gov](mailto:Patti.Tracey@maryland.gov) or call me at (410) 260-7918 as soon as possible.

Date Issued: 07/02/2013

By:  
Patti Tracey  
Procurement Officer