

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**SERVICES CONTRACT**

**ITEM:** 14-S **Agency Contact:** Ulysses Rose (410) 339-5026  
urose2@dpscs.state.md.us

**DEPARTMENT/PROGRAM:** Public Safety and Correctional Services (DPSCS)  
Office of Inmate Health Services  
Inmate Health Care Program

**CONTRACT ID:** Q0005057A;  
Inmate Health Care Services - Medical Care  
Services  
ADPICS NO. **Q00B5200149**

**CONTRACT DESCRIPTION:** Contract to implement Statewide primary and infirmary care medical services for inmates in the custody of the Department of Public Safety and Correctional Services (see Requesting Agency Remarks below). Note: see related contracts in DBM BPW Agenda Items 15-S through 19-S.

**AWARD:** Correctional Medical Services, Inc.  
St. Louis, MO  
(Local Office in Hagerstown, MD)

**TERM:** 6/2/2005 - 6/30/2007 (W/3 one-year renewal options; see Requesting Agency Remarks below)

**AMOUNTS:** \$125,638,937 Est. (2 Year, 29 days; Base Contract)  
\$ 66,092,940 Est. (1 year; 1st Renewal Opt.)  
\$ 68,075,728 Est. (1 year; 2nd Renewal Opt.)  
\$ 70,118,000 Est. (1 year; 3rd Renewal Opt.)  
\$329,925,605 Est. Total (5 Years, 29 days)  
**(\$328,275,977 Gen; \$329,926 Fed.; \$1,319,702)**

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Attachment

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**ITEM:** 14-S (Cont)

**MBE PARTICIPATION:** 13% (The MBE goal in the RFP was 20%. The vendor requested and Department has granted a waiver of 7% of this requirement)

**FUND SOURCE:** 99.5% Gen.; 0.1% Fed.; 0.4% Spec.

**INCUMBENTS:** Prison Health Services, Inc.  
Brentwood, TN;  
Correctional Medical Services, Inc.  
St. Louis, MO

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request For Proposals (RFP) was advertised in the *Maryland Contract Weekly* and at the website *eMarylandMarketplace.com*. Copies of the solicitation notice were directly sent to 156 prospective vendors, 97 of which were Maryland firms, and included 44 MBEs. A copy was also sent to the Governor's Office of Minority Affairs.

This contract is one of six that is designed to create a comprehensive, patient centered/case management health care delivery system for DPSCS. The system is designed to provide services consistent with generally acceptable community standards and to provide for continuity and consistency of care in all DPSCS facilities and areas of the State.

For this contract and five others, DPSCS issued a single solicitation to procure healthcare services for the inmate populations of all of the Department's detention and correctional facilities throughout Maryland. This is known as the Inmate Health Services System. The underlying basis for all six services contracts is to assure that inmate medical health services are provided consistent with State and Federal law.

Through this single solicitation, vendors were allowed to submit offers for any combination of six separate contracts (see below). However, a vendor submitting an offer for this contract for primary and infirmary care medical services was required to submit offers for four of the other contracts (all except the utilization management services contract - as described in DBM Agenda Item 18-S). The primary and infirmary care medical services provider is prohibited from also providing utilization management services.

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**ITEM:** 14-S (Cont)

Through this contract and the other five related contracts, the Department will administer and monitor an Inmate Health Services System that will provide routine, specialty, inpatient and emergency care services to the Baltimore City pretrial and Maryland's sentenced populations. The services will be delivered pursuant to Departmental directives, protocols and standards established by: (1) the Maryland Commission on Correctional Standards; (2) provider contracts; and (3) other generally accepted standards of care. The intent is to do this in the most cost effective and efficient manner possible.

The six Statewide programs and services contracts are summarized as follows:

1. Comprehensive primary and infirmary medical services (this Agenda Item);
2. Primary psychiatric care and mental health infirmary care services (DBM BPW Agenda Item 15-S);
3. Dental services (DBM BPW Agenda Item 16-S);
4. Pharmacy services (DBM BPW Agenda Item 17-S);
5. Utilization management services for inpatient hospital and infirmary care (DBM BPW Agenda Item 18-S); and
6. Electronic patient health record and tele-medical system to support and track health care services for inmates (DBM BPW Agenda Item 19-S).

Three offers were received for this contract. Only two of these offers were deemed reasonably susceptible of being selected for award as indicated in the Attachment.

Correctional Medical Services, Inc., is recommended for award because:

- It presented the strongest technical proposal of the two acceptable offerors, demonstrating its ability to provide the necessary medical services;
- It had significant relevant experience related to providing medical services to the inmate population in Maryland and across the country; and
- It is the lowest cost offeror.

The base contract's *Award Amount* and the base contract's *Offer Amount* shown in the Attachment are different. The *Offer Amount* is an evaluated amount based on the offeror's financial proposal for one year's worth of services.

The base contract's *Award Amount* is based on the *Offer Amount* plus the amount of items that will be directly reimbursed by the State on a cost basis, as specified in the RFP, over a two year

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**ITEM:** 14-S (Cont)

29 day period. Prices for the second year of the contract are estimated and will be based on the higher percentage change of the Consumer Price Index (CPI) or the Prevailing Wage Rate for specific locales where services will be provided.

There is a 29 day overlap between this contract and the prior contract for these services. This is necessary to provide a transition to the new contract.

**RESIDENT BUSINESS:** Yes

**MD TAX CLEARANCE:** 05-0725-0111

---

Board of Public Works Action - The above referenced Item was:

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	

ITEM: 14-S (Cont)

ATTACHMENT

BPW 6/1/2005

**BIDS OR PROPOSALS (Cont):**

<u>Offeror</u>	<u>Tech. Rank</u>	<u>First Year Financial Offer (Rank)</u>	<u>Overall Rank</u>
Correctional Medical Services, Inc. St. Louis, MO (Local Office in Hagerstown, MD)	1	\$56,623,531 (1)	1
FCM-MTC Joint Venture, LLC Centerville, UT	2	\$71,398,823 (2)	2