



OFFICE OF WILL COUNTY EXECUTIVE
LAWRENCE M. WALSH

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Purchasing Director

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BID # 2015-31
NURSING SERVICES
SUNNY HILL NURSING HOME, JOLIET, IL

ADDENDUM #1
September 14, 2015

Page 1 of 2

We received the following questions regarding the bid listed above:

Question # 1: The last Bid we signed was in 2013. Was that not a 3 year bid? Are we required to bid again?

Answer # 1: You are correct, the previous bid was issued and first contract year was Oct 1, 2013 – Sept 30, 2014. We then renewed that contract for the second year, Oct 1, 2014 – Sept 30, 2015. Due to the addition of the Staffing Agreement, we could not extend the current contract for the third and final year, from Oct 1, 2015 – Sept 30, 2016, but had to issue a complete new bid.

We will have a lapse of one month, from Oct 1, 2015 – Oct 31, 2015, that will be off contract and ask that you continue to fill the request for staff based on the current bid. Once the new bid has been approved, the new contract will take effect from Nov 1, 2015 – Oct 31, 2016, with the two (2) one (1) year renewals, if the county so chooses.

Question # 2: I am reviewing the solicitation for nursing services and would like to ask a question surrounding the evaluation criteria. It states:

7. Provide evidence of strong network of local management and support staff.
 8. Describe the length of time you have provided long term care nursing services in the local area
- Can you confirm preference is given to "local" agency's vs. those out of state?

Answer # 2: Bid is awarded based on cost per hour/per professional. Preference given to lowest bidder does not depend on location, and multiple awards are given, based on cost. All bidders are listed on spreadsheet, and called in order of cost until staffing needs are met. If corporate is out of state they should have local offices.

AWARDING OF BID:

The award will be based on the lowest responsible bidder that is able to meet or exceed the requirements of the County for the totals of the 1st year contract and the two (2) optional one (1) year contracts. This will be a multi-vendor award. It is the intent to use the low bidder per hour per professional. The vendors could vary based on if the need is for CNA, LPN or RN and what date and/or time of day these professionals are needed.

Question # 3: Who are your current incumbent vendors for these services?

Answer # 3: Attached is Resolution #13-205, for award of previous bid.

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Question # 4: What are your current hourly rates by classification?

Answer # 4: Attached is bid tab that shows pricing from last bid, including applicable increases.

Question # 5: How many hours on average per week do you use temp staff?

Answer # 5: 500 C.N.A., 250 L.P.N.

Question # 6: What was your spend last year on temp staff?

Answer # 6: \$773,000.00

Question # 7: Are you getting your needs met by current vendors?

Answer # 7: There is a big problem with current vendors having staff that do not call their agencies to cancel and do not show for shift. There is also a problem with agencies cancelling late. We will be charging the agencies 2 hours when this happens, per the bid specs below.

Sunny Hill reserves the right to cancel any shift up to two (2) hours prior to its commencement. If the shift is cancelled after that period, Sunny Hill will pay for two (2) hours. If a nurse/CNA is a no call/no show, the agency will credit us with two (2) hours. If the bidder cancels nurse/C.N.A. and does not provide comparable replacement within two (2) hours, the bidder will credit Sunny Hill with two (2) hours.

Question # 8: Are we able to take exceptions and propose language to any of the terms and/or requirements?

Answer # 8: No exception or changes in terms/requirements will be accepted and if included, bid will be rejected.

Question # 9: Is the \$5,000 Bid Bond refundable?

Answer # 9: The bid bond will need to be replaced with a \$5,000 Performance Bond, if awarded any part of this bid and the original bid bond will be returned to vendor, per bid specs below:

BID SECURITY:

A \$5,000.00 Bid Bond or Cashiers Check made payable to the Will County Treasurer shall accompany each bid, attached to the front cover, as a guarantee that if the bid is accepted, a Contract will be entered into. Money Orders or Company checks will not be accepted. The unsuccessful bidders' checks will be returned after the County Board has awarded the bid. After the bid has been awarded, the bid bond or cashiers check will be returned to the successful bidder after being replaced with their performance bond.

PERFORMANCE BOND:

A Performance Bond in the amount of \$5,000.00 will be required from the successful bidder. The Performance Bond will be returned at the completion of the Contract. If it is difficult to acquire a Performance Bond by the time the Contract is to commence, the County of Will will accept a letter notarized by the Insurance Carrier showing that such Bond is being processed. If Will County should exercise the optional renewal clause, a new Performance Bond will be needed at that time.



Public Health & Safety Committee
Resolution #13-205

RESOLUTION OF THE COUNTY BOARD
WILL COUNTY, ILLINOIS

AWARDING BID FOR NURSING SERVICES
AT SUNNY HILL NURSING HOME

WHEREAS, in order to receive the most competitive price available, the County Executive's Office solicited bids for nursing services (CNA, LPN, and RN) at Sunny Hill Nursing Home, and

WHEREAS, on July 24, 2013, the Will County Executive's Office opened five (5) proposals for the nursing services (CNA, LPN, and RN) at Sunny Hill Nursing Home, and

WHEREAS, due to Sunny Hill's need to provide staffing ratios per IL Department of Public Health, and with the knowledge that no temporary healthcare staffing agency may be able to provide for all of Sunny Hill's needed staffing opening 24/7, Sunny Hill requests to use the three lowest bidders as much as possible, and reserves the right to utilize the other bidders on an as needed basis, and

WHEREAS, the contract period begins October 1, 2013 through and including September 30, 2014, with two (2) one-year renewal options, with percent of increase noted on the attached spreadsheet for each renewal year, and

WHEREAS, the Public Health & Safety Committee concurs with this request.

NOW, THEREFORE, BE IT RESOLVED, that the Will County Board hereby awards the contract for nursing services (CNA, LPN, and RN), to the three lowest bidders, as described fully on the attached spreadsheet, as much as possible, and reserves the right to utilize the other bidders on an as needed basis due to Sunny Hill's need to provide staffing ratios per IL Department of Public Health, and with the knowledge that no temporary healthcare staffing agency may be able to provide for all of Sunny Hill's needed staffing opening 24/7, for the contract period October 1, 2013 through and including September 30, 2014, with two (2) one-year renewal options, with percent of increase noted on the attached spreadsheet for each renewal year, if the County so chooses.

BE IT FURTHER RESOLVED, said funding is available through Sunny Hill's Budget.

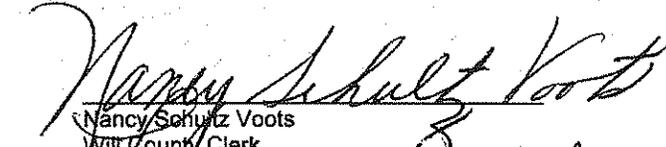
BE IT FURTHER RESOLVED, that the Preamble of this Resolution is hereby adopted as if fully set herein. This Resolution shall be in full force and effect upon its passage and approval as provided by law.

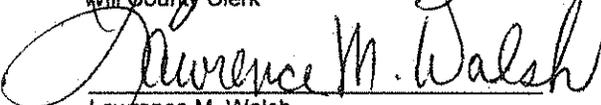
Adopted by the Will County Board this 15th day of August, 2013.

Vote: Yes 24 No 0 Pass _____ (SEAL)

Approved this 22nd day of August, 2013.

Res awarding bid Sunny Hill nursing services 15Aug13


Nancy Schultz Voots
Will County Clerk


Lawrence M. Walsh
Will County Executive

FROM THE DESK OF
RITA WEISS
PURCHASING DIRECTOR

PROPOSAL HISTORY

ITEM: 2013-31 NURSING SERVICES

DEPARTMENT: SUNNY HILL NURSING HOME, WILL COUNTY

COUNTY EXECUTIVE PERMISSION TO BID: N/A BUDGETED ITEM

BID LETTING: July 11, 2013

PUBLISHED NOTICE: July 14, 2013 HERALD NEWS & DEMAND STAR INTERNET

FUNDING SOURCE: SUNNY HILL NURSING HOME BUDGET

BID OPENING: July 24, 2013 11:10 AM

LOCATION: WILL COUNTY OFFICE BUILDING
302 N. CHICAGO STREET
JOLIET, ILL. 60432

BIDDING RESULTS:

NUMBER RELEASED: 14 & INTERNET

NUMBER RETURNED: 5

BIDDER:

QUALIFIED BIDDERS

(see attached spreadsheet for hourly rates)

Total Nurses Network, Oak Park, IL	Ok
Nursefinders, Oak Lawn, IL	Ok
Delta-T Group, Oak Brook, IL	Ok
Maxim Staffing Solutions, Matteson, IL	Ok
Nova Staff Healthcare, Westmont, IL	Ok

Recommendation from Karen Sorbero, SHNH Administrator, is to use the low bidder per hour per professional. The vendors could vary based on the need for CNA, LPN or RN and date/day of week professionals are needed. See attached spreadsheet with vendors' hourly rates. The contract period begins October 1, 2013 through September 30, 2014, with two (2) one-year optional renewals, if the County so chooses, with percent of increase noted on spreadsheet for each renewal year.

BID: #2013-31
 DUE: 7-24-13, 11:00 AM

DEPARTMENT: SHNH NURSING SERVICES
 OPENED: 7-24-13, 11:10 AM

BIDDER	BID DEPOSIT & PRIME CERT	HOURLY COSTS – 1 st Year			
		Weekday	Weekend	Holiday	
TOTAL NURSES NETWORK Oak Park, IL *Bid Form indicates Time + ½	BD \$5,000 Bond PC Yes Addenda Yes	CNA LPN RN	21.95 39.00 53.95	24.00 42.00 54.95	*32.93/36.00 *58.50/63.00 *80.93/82.43
NURSEFINDERS Oak Lawn, IL	BD \$5,000 Check PC Yes Addenda Yes	CNA LPN RN	22.65 38.95 53.00	23.32 39.73 54.06	33.98/34.98 58.43/59.60 79.50/81.09
DELTA-T GROUP Oak Brook, IL	BD \$5,000 Bond PC Yes Addenda Yes	CNA LPN RN	20.75 35.00 50.00	20.75 35.00 50.00	31.15 52.50 75.00
MAXIM STAFFING SOLUTIONS Matteson, IL Derek Buchmeier	BD \$5,000 Bond PC Yes Addenda Yes	CNA LPN RN	20.00 37.00 48.00	22.00 38.00 50.00	30.00/33.00 55.50/57.00 72.00/75.00
NOVA STAFF HEALTHCARE Westmont, IL Joanne Phillips Terri Reitz	BD \$5,000 Bond PC Yes Addenda Yes	CNA LPN RN	21.80 37.65 37.65	22.65 39.20 39.20	32.70/33.98 56.48/58.80 56.48/58.80
	BD PC Addenda	CNA LPN RN			

ALSO PRESENT: Rita Weiss, Missy Miesmer Fort, Kathy Cook

SUNNY HILL

Nursing Home of Will County

MEMO

ATTN: Will County Board – Herbert Brooks, Jr., Chairman
FROM: Karen Sorbero, Administrator
DATE: July 31, 2013

In our continued effort to ensure that our nursing staffing needs are met in the most fiscally responsible manner, we recently let a bid to area health care staffing agencies.

Attached is a listing of the contract nursing services bid results. The listing covers temporary staffing costs from lowest to highest in the three requested staffing areas: Certified Nursing Aides, Registered Nurses and Licensed Practical Nurses.

Sunny Hill will use the first three bidders (lowest) as much as possible. Due to our need to provide staffing ratios per Illinois Department of Public Health and knowing that no temporary healthcare staffing agency may be able to provide for all of our needed staffing opening 24/7, we may need to utilize the other bidders on an as needed basis.

We have done business with most of the bidders and have contacted references that were provided. We feel that all the represented agencies are reputable.

C.N.A.	10/1/13 - 9/30/14 (Yr1)				10/1/14 - 9/30/15 (Yr2)				10/1/15 - 9/30/16 (Yr3)				Comments															
	WD	WE	H - WD	H - WE	WD	WE	H - WD	H - WE	WD	WE	H - WD	H - WE																
Maxim Staffing Solutions	\$20.00	\$22.00	\$30.00	\$33.00	\$20.00	\$22.00	\$30.00	\$33.00	\$21.00	\$23.00	\$31.00	\$34.50	0% yr 2, 5% yr 3															
Delta-T Group	\$20.75	\$20.75	\$31.15	\$34.15	\$20.75	\$20.75	\$31.15	\$34.15	\$21.17	\$21.17	\$31.77	\$31.77	0% yr 2, 2% yr 3															
Novastaff Healthcare Services	\$21.80	\$22.65	\$32.70	\$33.98	\$22.02	\$22.88	\$33.03	\$34.32	\$22.24	\$23.11	\$33.36	\$34.67	1% increase yr 2&3															
Total Nurses Network	\$21.95	\$24.00	\$32.93	\$36.00	\$22.87	\$24.00	\$34.01	\$36.00	\$23.42	\$24.79	\$35.13	\$37.19	3.3% increase yr 2&3 (0% increase on C.N.A. for WE on yr2)															
Nursefinders	\$22.65	\$23.32	\$33.98	\$34.98	\$23.56	\$24.23	\$35.34	\$36.35	\$24.50	\$26.20	\$36.71	\$37.80	4% increase yr 2&3															
L.P.N.																												
	Hourly Weekend				Yr2 Hourly				Yr3 Hourly				Yr3 H - Wk				Yr3 H - WE				Comments							
Delta-T Group	\$35.00	\$35.00	\$52.90	\$52.60	\$35.00	\$35.00	\$52.50	\$52.50	\$35.70	\$35.70	\$53.55	\$53.55	0% yr 2, 2% yr 3															
Maxim Staffing Solutions	\$37.00	\$38.00	\$55.50	\$57.00	\$37.00	\$38.00	\$55.50	\$57.00	\$38.00	\$38.00	\$57.00	\$58.50	0% yr 2, 5% yr 3															
Novastaff Healthcare Services	\$37.65	\$39.20	\$58.48	\$59.80	\$38.03	\$39.59	\$57.05	\$59.39	\$38.41	\$39.88	\$57.62	\$59.97	1% increase yr 2&3															
Total Nurses Network	\$39.00	\$42.00	\$58.50	\$59.50	\$40.51	\$41.32	\$60.77	\$61.98	\$42.13	\$42.87	\$63.20	\$64.48	4% increase yr 2&3															
					\$40.29	\$43.39	\$60.43	\$65.08	\$41.62	\$44.82	\$62.42	\$67.23	3.3% increase yr 2&3															
R.N.																												
	Hourly Weekend				Yr2 Hourly				Yr2 H - Wk				Yr2 H - WE				Yr3 H - Wk				Yr3 H - WE				Comments			
Novastaff Healthcare Services	\$37.46	\$39.20	\$56.48	\$58.90	\$38.03	\$39.59	\$57.05	\$59.39	\$38.41	\$39.88	\$57.62	\$59.97	1% increase yr 2&3															
Maxim Staffing Solutions	\$48.00	\$50.00	\$72.00	\$75.00	\$48.00	\$50.00	\$72.00	\$75.00	\$49.00	\$51.00	\$76.50	\$76.50	0% yr 2, 2.1% yr 3															
Delta-T Group	\$50.00	\$54.06	\$79.50	\$81.09	\$50.00	\$54.06	\$79.50	\$81.09	\$51.00	\$55.06	\$79.50	\$81.09	0% yr 2, 2% yr 3															
Nursefinders	\$53.00	\$54.95	\$80.93	\$82.43	\$53.00	\$56.85	\$81.09	\$86.55	\$53.00	\$56.48	\$81.09	\$86.55	no increase yr 2&3															
Total Nurses Network	\$53.95	\$54.95	\$80.93	\$82.43	\$56.85	\$67.70	\$84.97	\$86.55	\$59.48	\$60.50	\$88.22	\$90.87	5% increase yr 2&3															

C.N.A.	10/1/13 - 9/30/14 (Yr1)				10/1/14 - 9/30/15 (Yr2)				10/1/15 - 9/30/16 (Yr3)				Comments
	WD	WE	H - WD	H - WE	WD	WE	H - WD	H - WE	WD	WE	H - WD	H - WE	
Maxim Staffing Solutions	\$20.00	\$22.00	\$30.00	\$33.00	\$20.00	\$22.00	\$30.00	\$33.00	\$21.00	\$23.00	\$31.50	\$34.50	0% yr 2, 5% yr 3
Delta-T Group	\$20.75	\$20.75	\$31.15	\$31.15	\$20.75	\$20.75	\$31.15	\$31.15	\$21.17	\$21.17	\$31.77	\$31.77	0% yr 2, 2% yr 3
Novastaff Healthcare Services	\$21.80	\$22.85	\$32.70	\$33.98	\$22.02	\$22.88	\$33.03	\$34.32	\$22.24	\$23.11	\$33.36	\$34.67	1% increase yr 2&3
Total Nurses Network	\$21.95	\$24.00	\$32.93	\$36.00	\$22.67	\$24.00	\$34.01	\$36.00	\$23.42	\$24.79	\$35.13	\$37.19	3.3% increase yr 2&3 (0% increase on C.N.A. for WE on yr2)
Nursefinders	\$22.65	\$23.32	\$33.98	\$34.98	\$23.56	\$24.23	\$35.34	\$36.35	\$24.50	\$25.20	\$36.71	\$37.80	4% increase yr 2&3
Americare*	\$22.00	\$24.00	\$33.00	\$33.00	\$22.00	\$24.00	\$33.00	\$33.00	\$22.00	\$24.00	\$33.00	\$33.00	
White Cap*	\$21.30	\$23.00	\$31.95	\$34.50	\$21.45	\$23.25	\$32.18	\$34.88	\$21.60	\$23.50	\$32.40	\$35.25	
L.P.N.	Hourly	Weekend	H - WD	H - WE	Yr2 Hourly	Yr2 Wknd	Yr2 H - WD	Yr2 H - WE	Yr3 Hourly	Yr3 Wknd	Yr3 H - Wk	Yr3 H - WE	Comments
Delta-T Group	\$35.00	\$35.00	\$52.50	\$52.50	\$35.00	\$35.00	\$52.50	\$52.50	\$35.70	\$35.70	\$53.55	\$53.55	0% yr 2, 2% yr 3
Maxim Staffing Solutions	\$37.00	\$38.00	\$55.50	\$57.00	\$37.00	\$38.00	\$55.50	\$57.00	\$38.00	\$39.00	\$57.00	\$58.50	0% yr 2, 5% yr 3
Novastaff Healthcare Services	\$37.65	\$39.20	\$56.48	\$58.80	\$38.03	\$39.59	\$57.05	\$59.39	\$38.41	\$39.98	\$57.62	\$59.97	1% increase yr 2&3
Nursefinders	\$38.95	\$39.73	\$58.43	\$59.60	\$40.51	\$41.32	\$60.77	\$61.98	\$42.13	\$42.97	\$63.20	\$64.46	4% increase yr 2&3
Total Nurses Network	\$39.00	\$42.00	\$58.50	\$63.00	\$40.29	\$43.39	\$60.43	\$65.08	\$41.62	\$44.82	\$62.42	\$67.23	3.3% increase yr 2&3
Americare*	\$37.50	\$41.50	\$56.00	\$56.00	\$37.50	\$41.50	\$56.00	\$56.00	\$37.50	\$41.50	\$56.00	\$56.00	
White Cap*	\$35.30	\$39.30	\$52.95	\$58.95	\$35.45	\$39.50	\$53.18	\$59.25	\$35.60	\$39.65	\$53.40	\$59.48	
R.N.	Hourly	Weekend	H - WD	H - WE	Yr2 Hourly	Yr2 Wknd	Yr2 H - WD	Yr2 H - WE	Yr3 Hourly	Yr3 Wknd	Yr3 H - Wk	Yr3 H - WE	Comments
Novastaff Healthcare Services	\$37.65	\$39.20	\$56.48	\$58.80	\$38.03	\$39.59	\$57.05	\$59.39	\$38.41	\$39.98	\$57.62	\$59.97	1% increase yr 2&3
Maxim Staffing Solutions	\$48.00	\$50.00	\$72.00	\$75.00	\$48.00	\$50.00	\$72.00	\$75.00	\$49.00	\$51.00	\$76.50	\$76.50	0% yr 2, 2.1% yr 3
Delta-T Group	\$50.00	\$50.00	\$75.00	\$75.00	\$50.00	\$50.00	\$75.00	\$75.00	\$51.00	\$51.00	\$76.50	\$76.50	0% yr 2, 2% yr 3
Nursefinders	\$53.00	\$54.06	\$79.50	\$81.09	\$53.00	\$54.06	\$79.50	\$81.09	\$53.00	\$54.06	\$79.50	\$81.09	no increase yr 2&3
Total Nurses Network	\$53.95	\$54.95	\$80.93	\$82.43	\$56.65	\$57.70	\$84.97	\$86.55	\$59.48	\$60.58	\$89.22	\$90.87	5% increase yr 2&3
Americare*	\$46.00	\$49.00	\$69.00	\$69.00	\$46.00	\$49.00	\$69.00	\$69.00	\$46.00	\$49.00	\$69.00	\$69.00	
White Cap*	\$51.30	\$54.30	\$76.95	\$81.45	\$51.45	\$54.45	\$77.18	\$81.68	\$51.60	\$54.60	\$77.40	\$81.90	
*Americare did not send bid in by due date and time, therefore, must be called LAST in each category.													
*White Cap did not send bid in by due date and time, therefore, must be called LAST in each category.													