

RFP #181001 INITIAL EVALUATION: SCHOOL HEALTH SERVICES

	ALOA CARE GROUP	PSA HEALTHCARE
COMPANY EXPERIENCE/ REFERENCES (10 POINTS)	+ 11 years experience directing school health services. + Experience developing procedures + training manuals for school health. + Successfully transitioned Escambia county school health services from DAH in 2013 + 3 professional references 9	+ 20 years providing school health services with 5 years in Escambia county. + Skills trainings are in place. - 2 professional references. - 2 lawsuits - not school health. + Consistent Program Manager in Escambia co. for 5 years 9
FINANCIAL ABILITY (10 POINTS)	- New business using a small business loan for start up. Proof of Insurance + intent to secure Bond 7	+ Corporate support - Corporate Liabilities Acquisitions of several companies 8
PROPOSED SERVICE MODEL (45 POINTS)	+ Local operations / Director / owner. focusing on school health. + Utilizing a similar service model as our current one. + Servant leadership + HR Manager to source staff + 24 hr. availability + Medical oversight by local pediatrician available. + all staff pay rates to be increased 45	+ Continuation of current model that is working + 24 hour availability + Flexible staffing to meet the needs of the District. - Based out of Atlanta - Most of business is Private Duty not school health. 44
PROGRAM COST (35 POINTS)	35	34.83
TOTAL PTS (100 PTS POSSIBLE)		

Maria Hanna

Laura Cole

2-3-13

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	ALOA CARE GROUP	PSA HEALTHCARE
COMPANY EXPERIENCE/ REFERENCES (10 POINTS) Background Experience & Qual Lawsuits (3 yrs.) 3 Ref. (See RFP) Contracts TERM: Early	History of service Tailored to school district needs. Quality issues addressed. Training & eval for workers mental health goals Private/contractor worked in neighboring counties no history of lawsuits/accidents 3 letters of recommendation 10 pts	Tabbed p. 16 of 43 ? commitment to next deadline p. 16 of 43 Employee Training / OSHA History of District Business throughout Florida some lawsuits Ref. are weak for size of company 8 pts
FINANCIAL ABILITY (10 POINTS) Proof of Ins. or Ins Intention Financial Stability + Long term viability	SBA Assistance Accounting Firm Insurance (Nation of Fla) SBA loan (3 mo. exp.) Payroll Process in Place 10 pts	Increased Assets net low Jan - Dec 2014 Increased Liability p 23 5 pts
PROPOSED SERVICE MODEL (45 POINTS) Management / Office Team daily contact Organizational chart Narrative of District need Plan to meet need Staffing matrix See RFP	Efficiency / reduced cost School District needs Improved Learning Environment Flexible contract Multi year rates (needs also addressed in history) Organizational chart, Team + Admin staff, Job Descriptions Timeline 45 pts	Based in Atlanta - Local (National company) Continuation of current model - limited flexibility Need to services - Organizational chart commitment to hire needed staffs 40
PROGRAM COST (35 POINTS) Cost effective Fee structure	Pay rate increase (p. 17) Explanation of costs Structure (costs sealed) pts	Sealed
TOTAL PTS (100 PTS POSSIBLE)		

Laura Cole
4.3.13

Did not tab search

Found nothing as requested

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	ALOA CARE GROUP	PSA HEALTHCARE
COMPANY EXPERIENCE/ REFERENCES (10 POINTS)	Run by former PSA employee who managed our contract (Okaloosa + SEC, too.) Good pts re: barriers to quality implementation Tailored to school districts (professional application) 9	History here as well Out-of-state management company (Alaska, GA) No known concerns locally Weak references (2) Responsive to finding staff 8
FINANCIAL ABILITY (10 POINTS)	Insurance - ✓ Applied for loans SBA - Can they do the job @ rate suggested? Performance Bond 7	Insurance - ✓ Financial History Acquisitions of other companies - aggressive growth Merged recently 8
PROPOSED SERVICE MODEL (45 POINTS)	Focusing on mental health, also. Good leadership experience + education 57 Techs, 4 LPNs, 15 RNs. (p.12) Transition Plan (p.16) Local pediatrician contract for consultation Partnership focus 45	Focus on "mandated" services Out-of-state oversight (GA) Health Tech/LPN in ea. school Allocated Turnover rates 43
PROGRAM COST (35 POINTS)	↑ pay rate / hr from existing + calculation of admin. costs <div style="border: 1px solid black; padding: 5px; width: fit-content; margin-left: auto;"> 35 per district formula </div>	 <div style="border: 1px solid black; padding: 5px; width: fit-content; margin-left: auto;"> 34.83 </div>
TOTAL PTS (100 PTS POSSIBLE)	<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;"> 90 </div>	<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;"> 93.83 </div>

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	ALOA CARE GROUP	PSA HEALTHCARE
COMPANY EXPERIENCE/ REFERENCES (10 POINTS)	8 very new, but seems to have experience necessary.	8 Appears to be the incumbent provider for ECSD. References weak
FINANCIAL ABILITY (10 POINTS)	6 Very new. May not (doesn't appear to have included) have real or significant financial info vet.	8 Seem stable/solid. Have made several acquisitions via mix of assets/debt. Seem aggressive in growth. Have a good amount of debt (not necessarily bad)
PROPOSED SERVICE MODEL (45 POINTS)	43	42 Not focused on school health, per se.
PROGRAM COST (35 POINTS)	per John 35	per John 34.83
TOTAL PTS (100 PTS POSSIBLE)		