



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 13, 2019

Jackie Hester
Correct Care Solutions/ Wellpath LLC.
3343 Perimeter Hill Drive, Suite 200
Nashville, TN 37211

Re: **RFQ#1089663, Inmate Medical, Dental and Behavior Healthcare Services**

Dear Ms. Hester:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ# 1089663, Inmate Medical, Dental and Behavior Healthcare Services**. This letter hereby notifies you of Metro's intent to award to **Correct Care Solutions/Wellpath LLC.**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Christopher Woods, at (615) 862-6710 or at Christopher.woods@nashville.gov.**

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Sandra Walker** by email at **Sandra.walker@nashville.gov** Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. **Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

RFQ # 1089663 Inmate Medical, Dental and Behavior Healthcare Services					
Offeror	CORRECT CARE SOLUTIONS/Wellpath	Centurion Detention Health Services, LLC	Corizon Health, Inc.	VitalCore Health Strategies, LLC	Wexford Health Sources, Inc.
Cost Criteria (35 Points)	24.98	23.16	28.42	35.00	26.99
Qualifications, Experience and References (30 Points Total)	30.00	12.00	24.00	7.00	17.00
Project Approach and Process (25 Points)	25.00	18.00	12.00	10.00	18.00
Diversity Plan (10 Points)	3.50	5.00	4.00	0.00	3.50
	83.48	58.16	68.42	52.00	65.49

Offeror's Name	Bids	Cost Evaluation (35 Pt Max)
CORRECT CARE SOLUTIONS	\$95,504,482.59	24.98
Centurion Detention Health Services, LLC	\$103,015,364.83	23.16
Corizon Health, Inc.	\$83,951,860.25	28.42
VitalCore Health Strategies, LLC	\$68,165,991.75	35.00
Wexford Health Sources, Inc.	\$88,389,442.47	26.99

Evaluation Comments

CORRECT CARE SOLUTIONS/Wellpath
<p>Strengths - Good overall detailed Qualifications, Experience and References. Strong knowledge in the provision of services related to the project. Strong related project experience; Detailed Organizational structure; Proposal demonstrated strong related team project experience, certifications, expertise; Detailed Projects of similar scope; Strong Project Approach and Process; Detailed process for providing medical, dental, and mental health care to DCSS inmates, as well as good strategic approach to maximizing SMWBEs in the Diversity Plan.</p>

Weaknesses – Cost was high compared to other offers, and in the Diversity Plan there was information on past performance; however it lacked identification of past projects that achieved a minimum of 25% DBE utilization and didn't express a commitment specific to SMWBE participation on the project.

Centurion Detention Health Services, LLC

Strengths - Good Project Approach and Process; Firm's organizational structure and defined responsibilities, Team related project experience and Monitoring and Reporting on the Diversity Plan were good.

Weaknesses- Onsite dialysis did not sufficiently address Metro's current needs; Firms related project experience lacked specific detail; Demonstration of Firm's financial capacity lacked specific detail; Centurion Detention Health Services, LLC failed to provide three projects of similar scope; Responses overall for Project Approach and Process were difficult to locate and follow; Offered a high cost and insufficient efforts to ensure prompt payment in the Diversity Plan.

Corizon Health, Inc.

Strengths - Good Qualifications, Experience and References; Provided sound reasons firm was the most qualified and Demonstrated efficient use of staffing, material resources, equipment, and technology necessary for providing the services efficiently within the constraints outlined in the scope and the Diversity Plan provided good detail regarding ensuring prompt payment.

Weaknesses - Firm's financial and staffing capacity to perform work lacked specific detail; Overall plan for providing medical, dental and mental healthcare to DCSO inmates lacked specific detail; Response to demonstrate knowledge of the project objectives/goals and existing conditions/assumptions, identify potential issues/challenges, your approach to minimizing any disruptions to performance, and present a comprehensive plan for providing the specified services in accordance with the scope was boilerplate; Responses overall for Project Approach and Process were difficult to locate and follow and Diversity Plan and Strategic approach to maximizing SMWBEs on the Diversity Plan.

VitalCore Health Strategies, LLC

Strengths - Low Cost.

Weaknesses - Firm does not have related project experience; Failed to provide financial capacity to perform work; Failed to provide firm's organizational structure; Projects listed not of similar scope; Dental care services lacked detail; Overall project approach and process lacked specific detail and was boilerplate; Responses overall for Project Approach and Process were difficult to locate and follow. Offeror submitted company's Administrative Diversity Plan Policy rather than a project specific Diversity Plan.

Wexford Health Sources, Inc.

Strengths - Good Project Approach and Process. In the Diversity Plan there was an expressed commitment to SMWBE Participation and information provided on past performances including the role their Director of Contract Compliance has on projects. In addition their Diversity Plan was strong in the area of identifying a DBE Coordinator and a commitment to monthly reporting.

Weaknesses - Projects listed not of similar scope; Failed to provide firm's organizational structure; Responses overall for Project Approach and Process were difficult to locate and follow and Commitment to prompt payment in the Diversity Plan was weak.