



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent


[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

June 5, 2012

## MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Kendra Goodman, CPPO, CPPB, Purchasing Agent 

**RE:** RFP #09-111-AF – Licensed Speech Language Pathology Services  
Ninety (90) Day Extension Request  
ABC Speech, Inc./Progressus Therapy  
Beth Ingram Therapy Services  
Cobb Pediatric Therapy Services  
Community Rehab Associates, Inc.  
Educational Based Services  
Independent Living, Inc.  
Special Communications, LLC

On June 16, 2009 official action (attached) was taken to award the above-referenced RFP to ABC Speech, Inc./Progressus Therapy, Beth Ingram Therapy Services, Cobb Pediatric Therapy Services, Community Rehab Associates, Inc., Educational Based Services, Independent Living, Inc., and Special Communications, LLC. This RFP is a three-year contract, renewable annually, based upon mutual consent of both parties. The third year of the agreement will expire on June 30, 2012. The RFP document allows the District to extend the period and quantities of this bid, or any portion thereof, for an additional time not to exceed 365 days from the date of the award.

At this time, we are requesting permission to extend the term of the current agreement for ninety (90) days to allow the Exceptional Student Education Department to revise specifications to fit the District's needs. Janet Knupp, President, ABC Speech, Inc./Progressus Therapy, Pamela Kynkor, President, Beth Ingram Therapy Services, Mark Norris, COO, Cobb Pediatric Therapy Services, Kelly McDonnell, Director of Services, Community Rehab Associates, Inc., John Gumpert, Special Education Coordinator, Educational Based Services, Aleisha Linck, Administrative Director, Independent Living, and Margaret S. Crowley, Manager, Special Communications, LLC. have all agreed in writing (attached) to enter into a ninety (90) day extension under the existing terms and conditions. The extended term will cover the period of July 1, 2012 through October 1, 2012. Another RFP will be solicited after the revision has been completed.

Should you have any questions regarding this matter or if I can provide further clarification, please do not hesitate to contact me.

KDG/amj  
Attachments



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**RFP EXTENSION REQUEST**  
**Pasco County School Board RFP #09-111-AF**  
**RFP TITLE: Speech Language Therapist**

  X   Yes, I agree to extend RFP #09-111-AF for an additional of ninety (90) days (July 1, 2012 – October 1, 2012), under the same terms and conditions.

       No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: ABC Speech, Inc.

SIGNATURE: Janet Knupp

TYPED NAME AND TITLE: Janet Knupp, President

TELEPHONE (WITH AREA CODE): 800.892.0640 Ext. 207

FAX NUMBER (WITH AREA CODE): 800.892.0648

E-MAIL: janet.knupp@progressustherapy.com

DATE: May 23, 2012

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
ATTENTION: **Andrea Jackson, Interim Buyer Assistant**  
PURCHASING DEPARTMENT  
20430 GATOR LANE  
LAND O' LAKES, FL 34638  
(813) 794-2258 (PHONE)  
(813) 794-2111 (FAX)



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### RFP EXTENSION REQUEST Pasco County School Board RFP #09-111-AF RFP TITLE: Speech Language Therapist

X

Yes, I agree to extend RFP #09-111-AF for an additional of ninety (90) days (July 1, 2012 – October 1, 2012), under the same terms and conditions.

\_\_\_\_\_

No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: Beth Ingram Therapy Services

SIGNATURE: Pamela Kynkor President

TYPED NAME AND TITLE: Pamela Kynkor/ President

TELEPHONE (WITH AREA CODE): 813-653-1149

FAX NUMBER (WITH AREA CODE): 813-654-6644

E-MAIL: pKynkor@bethingram.com

DATE: 5-9-12

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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\_\_\_\_\_   
\_\_\_\_\_

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No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: Cobb Pediatric Therapy Services  
SIGNATURE: Mark Norris  
TYPED NAME AND TITLE: Mark Norris, COO  
TELEPHONE (WITH AREA CODE): 770-218-~~2~~6274 ext 734  
FAX NUMBER (WITH AREA CODE): 770-218-8568  
E-MAIL: mnorris@cobbpediatric.com  
DATE: 5-11-12

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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**Pasco County School Board RFP #09-111-AF**  
**RFP TITLE: Speech Language Therapist**

    X    

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No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: Community Rehab Associates, Inc.

SIGNATURE: *Kelly McDonnell*

TYPED NAME AND TITLE: Kelly McDonnell, Director of Services

TELEPHONE (WITH AREA CODE): 1-877-268-4329 Ext. 114

FAX NUMBER (WITH AREA CODE): 1-866-547-1017

E-MAIL: kelly@commrehab.org

DATE: 05/08/2012

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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**Pasco County School Board RFP #09-111-AF**  
**RFP TITLE: Speech Language Therapist**

  X  

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No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: EBS - Educational Based Services

SIGNATURE: 

TYPED NAME AND TITLE: John Gumpert - Special Education Coordinator

TELEPHONE (WITH AREA CODE): 800-578-7906

FAX NUMBER (WITH AREA CODE): 800-887-5852

E-MAIL: john.gumpert@ebsschools.com

DATE: 5/8/2012

**The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).**

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0002/0002



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No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: Independent Living  
SIGNATURE: Aleisha Linck  
TYPED NAME AND TITLE: Aleisha Linck - Admin. Director  
TELEPHONE (WITH AREA CODE): 813-963-6923  
FAX NUMBER (WITH AREA CODE): 813-264-0168  
E-MAIL: alinck@iliflorida.com  
DATE: 5/14/12

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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District Wide Accreditation • Southern Association of Colleges and Schools

DSBPC\_Purchasing Dept

05/10/2012 14:28 FAX 352 588 0845



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**Pasco County School Board RFP #09-111-AF**  
**RFP TITLE: Speech Language Therapist**

XX

Yes, I agree to extend RFP #09-111-AF for an additional of ninety (90) days (July 1, 2012 – October 1, 2012), under the same terms and conditions.

No, I do not agree to renew #09-111-AF for an additional ninety (90) days.

COMPANY NAME: Special Communications, LLC

SIGNATURE: Margaret S. Crowley

TYPED NAME AND TITLE: Margaret S. Crowley, Member/Manager

TELEPHONE (WITH AREA CODE): 352-371-3680 or 1-800-222-7130

FAX NUMBER (WITH AREA CODE): 352-372-5317

E-MAIL: specialcommunications2004@yahoo.com

DATE: May 8, 2012

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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## District School Board of Pasco County Bid Recommendation

<b>RFP Title</b>	<b>Licensed Speech Language Pathology Services</b>		<b>Number of Vendors Notified</b>	<b>208</b>
<b>RFP Number</b>	<b>09-111-AF</b>		<b>Number of Proposals Distributed</b>	<b>67</b>
<b>Date Solicited</b>	<b>February 20, 2009</b>		<b>Number of Vendors Proposing</b>	<b>20</b>
<b>Date Opened</b>	<b>April 15, 2009</b>		<b>Number of Formal "No Bid" Responses</b>	<b>0</b>
<b>Date Board Presentation</b>	<b>June 16, 2009</b>		<b>Funding Source</b>	<b>General and Grant</b>
<b>Total Savings</b>	<b>Estimated \$62,110</b>		<b>Grand Total of Proposal</b>	<b>Estimated \$2.5 Million on as-needed basis</b>

**Recommendation:**

Recommend acceptance of RFP's as noted on the attached bid tabulation sheet, as having the highest average scores and best RFP's meeting written specifications.

**Term of Contract:**

The intent of this proposal is to establish providers for licensed speech and language services for use throughout the District. This is a three-year contract renewable annually based upon mutual agreement of the parties. The first year of this contract is effective from July 1, 2009 through June 30, 2010. Pricing will remain firm and in effect throughout the term of the contract.

**Notations and Exceptions:**

This is a multi-award bid (minimum of three vendors) based upon the highest average scores. Each RFP was evaluated according to the criteria outlined in the specifications, with individual scores totaled and averaged to obtain the respondents with the highest average scores. Copies of the evaluation forms are on file in the Purchasing Department.

Career Staff Unlimited and Speech & Language Professional Services were disqualified at the proposal opening for failure to provide a confidentiality agreement and company profile as outlined in the Mandatory Submittals section of the RFP documents. Recommend rejection of proposals from following firms:

- Cambridge Healthcare as a request for clarification confirmed that pricing was based on a 7.5 hour work day, which is contrary to the specifications of the RFP.

Date/Time:

**Notations and Exceptions:**

- Cumberland Therapy Services, LLC for providing a counterproposal stating that their hourly rates do not include mileage and that if a therapist is required to work at more than one school in the same workday there will be a charge for mileage.
- Staffing Options and Solutions, Inc. (SOS) for submitting pricing that was based on a 7.5 hour work day, which is contrary to the specifications of the RFP.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Cost savings for this award were determined using last year's historical expenditures with current bid vendors, calculated as the difference between the average of responsive RFPs received and the average hourly costs of the top three (3) ranked RFPs received.

**Bids Evaluated By:**

Lisa Yount, Grant Resource Specialist, Exceptional Student Education

Teresa Suarez, Supervisor, Exceptional Student Education

Elizabeth DeCamilla, Grant Resource Specialist, Research and Evaluation

**Bid Prepared By:**

Amy Flack, Buyer Assistant, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPB, Purchasing Agent



DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

DATE OF OPENING: April 15, 2009	Atlanta Pediatric Therapy d/b/a Applied Health	ABC Speech & Language Therapy, Inc.	Beth Ingram Therapy Services	Audrey B. Greenwald, MS, CCC-SLP d/b/a Boca Speech Center	Cobb Pediatric Speech Services, Inc. d/b/a Cobb Pediatric Therapy Services
RFP TITLE: Licensed Speech Language Pathology Services	675 Seminole Ave NE, Suite TO5	5703 Southwest 87 Avenue	602 Vonderburg Drive, Ste 201	160 N.W. 4th Street	3104 Creekside Village Drive, Suite 404
RFP # 09-111-AF	Atlanta, GA 30307	Cooper City, FL 33328	Brandon, FL 33511	Boca Raton, FL 33432	Kennesaw, GA 30144
<b>**BOARD MEETING 06/16/09**</b>					
<b>Criteria:</b>					
Pricing	38.10	40.00	36.36	38.46	36.36
References	9.50	10.00	10.00	9.34	8.94
Availability of Support for Staff / Supervisory Plan	14.00	22.67	21.33	8.33	24.33
Potential Number of available SLPs	10.00	16.67	16.67	9.67	10.33
Bonus points for prior satisfactory work with DSBPC	0.00	0.00	2.00	0.00	3.00
<b>Score:</b>	71.60	<b>89.34</b>	<b>86.36</b>	65.80	82.96

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

DATE OF OPENING: April 15, 2009	Community Rehab Associates, Inc.	EBS - Educational Based Services	Independent Living	Invo Healthcare Associates, Inc.	Professional Placement Resources, LLC
RFP TITLE: Licensed Speech Language Pathology Services	3950 3rd Street North, Suite D	P.O. Box 911	6508 Gunn Hwy	1780 Kendarbren Drive	333 First Street North, Suite 200
RFP # 09-111-AF	St. Petersburg, FL 33703	Concordville, PA 19331	Tampa, FL 33625	Jamison, PA 18929	Jacksonville Beach, FL 32250
<b>**BOARD MEETING 06/16/09**</b>					
<b>Criteria:</b>					
Pricing	36.36	33.98	37.74	36.36	33.90
References	9.54	9.86	9.06	8.80	8.94
Availability of Support for Staff / Supervisory Plan	13.33	15.00	26.00	7.67	14.00
Potential Number of available SLPs	15.00	20.00	18.67	10.67	10.33
Bonus points for prior satisfactory work with DSBPC	3.00	0.00	5.00	0.00	0.00
<b>Score:</b>	77.23	78.84	96.47	63.50	67.17

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

DATE OF OPENING: April 15, 2009	Progressus Therapy, LLC	Special Communications, LLC	Sunbelt Staffing	Therapy Dynamics	Therx Services, Inc.
RFP TITLE: Licensed Speech Language Pathology Services	2701 North Rocky Point Drive, Suite 650	PMB 161, PO Box 147050	12425 Race Track Road, Suite 100	501 N. Orlando Ave, Suite 313-186	16637 Fishhawk Blvd, Suite 105
RFP # 09-111-AF	Tampa, FL 33607	Gainesville, FL 32614-7050	Tampa, FL 33626	Winter Park, FL 32789	Lithia, FL 33547
<b>**BOARD MEETING 06/16/09**</b>					
<b>Criteria:</b>					
Pricing	35.09	39.22	35.24	33.33	35.40
References	9.74	9.74	10.00	9.80	9.94
Availability of Support for Staff / Supervisory Plan	13.33	21.00	7.33	11.67	16.00
Potential Number of available SLPs	15.00	10.67	16.67	11.67	12.00
Bonus points for prior satisfactory work with DSBPC	0.00	0.00	0.00	0.00	0.00
<b>Score:</b>	73.16	80.63	69.24	66.47	73.34

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

DATE OF OPENING: April 15, 2009		
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RFP # 09-111-AF		
<b>**BOARD MEETING 06/16/09**</b>		
<b>Criteria:</b>		
Pricing		
References		
Availability of Support for Staff / Supervisory Plan		
Potential Number of available SLPs		
Bonus points for prior satisfactory work with DSBPC		
<b>Score:</b>		
	<b>RANK ORDER - HIGH TO LOW</b>	
	Independent Living	96.47
	ABC Speech & Language Therapy, Inc.	89.34
	Beth Ingram Therapy Services	86.36
	Cobb Pediatric Speech Services, Inc. d/b/a Cobb Pediatric Therapy Services	82.96
	Special Communications, LLC	80.63
	EBS - Educational Based Services	78.84
	Community Rehab Associates, Inc.	77.23
	Therx Services, Inc.	73.34
	Progressus Therapy, LLC	73.16
	Atlanta Pediatric Therapy d/b/a Applied Health	71.60
	Sunbelt Staffing	69.24
	Professional Placement Resources, LLC	67.17
	Therapy Dynamics	66.47
	Audrey B. Greenwald, MS, CCC-SLP d/b/a Boca Speech Center	65.80
	Invo Healthcare Associates, Inc.	63.50