



# MISSISSIPPI STATE HOSPITAL

WHITFIELD, MS 39193

(601) 351-8000

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OFFICE OF ADMINISTRATION  
JAMES G. CHASTAIN, DIRECTOR

Amendment No. 2 to IFB 10.26.2021.474 Nursing Services  
RFX: 3160004613  
October 18, 2021

**All Prospective Bidders:**

Reference is made to our Invitation For Bid (IFB), 10.26.2021.474, for nursing services, dated September 20, 2021. This letter will acknowledge that the IFB is modified and superseded by the following change in terms, conditions and specifications:

1. Change: All bidders shall understand that the attached questions and responses are hereby made a part of the invitation for bid 10.26.2021.474.

In the event that any provision of this second amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the invitation for bid, the provisions of this second amendment will control. The effective date of this amendment is October 18, 2021.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Bid Opening Date and Time: October 26, 2021 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

**Acknowledgment**

This amendment must be signed and returned with your bid, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your bid and need to make corrections, submit a corrected bid with this amendment prior to the opening date and time shown above.

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH

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## Cost/Billing/Invoicing

1. Can we review the historical pricing? Already Provided
2. Please provide bill rates for the incumbent suppliers. Already Provided
3. What is the estimated annual spend of this contract? Already Provided
4. What is the total amount of spend broken down by vendor over the last year? Over the duration of the contract period? Already Provided
5. On page 18 - MSH estimated 3yr service hrs. Projections, are these projected agency hours? If not, what are your projected agency hours for the contract? Already Provided
6. Will vendor be required to bill Medicare/Medicaid or any third-party insurance? No
7. Is orientation billable? No, see page 12 #4 F in IFB.
8. How is time for registry /per diem captured today? Time maintained in Kronos timekeeping software
9. Do you have a current payroll provider? Yes

## Prior Vendors

1. How many agencies are you using today? Already Provided
2. Who are the incumbent suppliers? Already Provided
3. How long have the incumbent suppliers held this contract? 3 plus years
4. What is your motivation to change suppliers? N/A
5. Are you satisfied with the incumbent suppliers? If not, what are you unsatisfied with? N/A
6. Please list the top three areas for improvement you would like to see from new contract providers. Response time in providing adequate coverage
7. What is the current amount of contractor usage over the past year? Entire contract period? Already Provided
8. Is this contract open due to an expired contract, or is this during a renewable cycle? Contracts Expiring
9. What is the main cause or reason to send this project to bid? Contracts expiring
10. What technology is used currently to manage this program internally? Timekeeping is maintained with Kronos Timekeeping software.  
Shifts/Scheduling
1. What is the expectation and frequency for on-call needs? We would need staffing contact available 24/7 to assist with staffing needs.
2. What is expectation and frequency for replacing a candidate that is ill/calls off? The expectation is to replace for shift called-off for.
3. What is the current requisition process in place? Submitted by an authorized employee or department and approved by the financial department.
4. What can we expect for lead time for requisitions for per-diem vs. travel? N/A
5. What timekeeping process/system will be utilized? For full time contractors/travelers? For registry/per diem? Kronos Timekeeping Software.



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JAMES G. CHANTAIN, DIRECTOR

**Amendment No. 1 to IFB 10.26.2021.474 Nursing Services  
RFX: 3160004613  
October 8, 2021**

**All Prospective Bidders:**

Reference is made to our Invitation For Bid (IFB), 10.26.2021.474, for nursing services, dated September 20, 2021. This letter will acknowledge that the IFB is modified and superseded by the following change in terms, conditions and specifications:

1. Change: All bidders shall understand that the attached questions and responses are hereby made a part of the invitation for bid 10.26.2021.474.

In the event that any provision of this first amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the invitation for bid, the provisions of this first amendment will control. The effective date of this amendment is October 8, 2021.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Bid Opening Date and Time: October 26, 2021 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

**Acknowledgment**

This amendment must be signed and returned with your bid, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your bid and need to make corrections, submit a corrected bid with this amendment prior to the opening date and time shown above.

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

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## H.L. Lockhart

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**From:** Teresa Jones  
**Sent:** Friday, October 8, 2021 9:19 AM  
**To:** H.L. Lockhart  
**Subject:** RE: IFB 3160004613 | Questions Submission | . 49

Good morning,

I apologize for the delay in answering these questions. I did reach out to Amanda M., Mr. Blanks, and Mr. Varnē to help answer them. Please let me know if you need further explanation.

1. What are the hourly rates of the incumbent(s)? CNA 13.50-24.99, RN 33.50-51.92, LPN 23.50-35.55
2. What is the contract value of the previous incumbent(s)? Average historical spending on the contract has been an estimated \$1.8 million.
3. Would the MSH consider amending the cost proposal to include crisis rates? No
4. Can you provide the URL for the contract of the previous incumbent(s)? No
5. How many bidders will be awarded a contract? Exact number not yet determined, please refer to IFB Page 3 #20
6. What is the anticipated shift schedule? (days of the week and hours per day) 8 hour shifts (some do 16). A-shift 0700-330, B-Shift 300-1130, C-shift 1100-0730
7. What is the name and address of each facility that the provider(s) will be working at? Our Med/Surg Hospital, Jaquith Nursing Homes (JNH), and Inpatient Services (IPS) are all on the same campus housed in different buildings. The Campus address is 3550 MS-468, Pearl, MS 39208
8. Can vendors outside of the state of MS submit a bid? Yes
9. How many nurses are needed? (of each type, at each facility) Approximately 10,950 CNA yearly, RN 3,650 yearly LPN 7, 665 yearly
10. What are the minimum certification, licenses, and experience required for each nurse? For Med/Surg hospital: ACLS and BLS, Jaquith Nursing Homes (JNH) and Inpatient Services (IPS): only BLS (they will have to go through some MANDT training prior to working here and also other orientation)
11. What is the average length of the assignment for each nurse classification? (in weeks) To meet our needs. We are not limiting our weeks as it would follow the contract. We are hoping to provide more stability and consistency for our staffing.
12. Will electronic signatures be accepted? Yes
13. What is the anticipated award date? Exact date not yet determined, please refer to IFB page 7 #40 A-E.
14. Re page 11, 4. Vendor Tasks & Requirements, B. Is the number provided for communication required to be a pager or can it be a cellphone? Pager or Cell phone would be acceptable
15. Could you confirm if the number of beds for the MSH Jaquith Nursing Home Division is 179 or 219? Pages 11 and 17 have conflicting numbers. I believe we have the capability to house 219 residence, but due to covid and staffing issues, we only have 179. Our capacity is 219 but we are operating at 179.
16. Re Exhibit E. CNA Service Requirements. Could you provide a detailed job description for the RN and LPN nurse categories as well? Outlining important details such as certification, licenses, experience, and education requirements. We require Nurses to have current license and CNA must have current certification.

We have different levels of Nurses and LPN. This is the basic requirements for RN  
I EXPERIENCE/EDUCATIONAL REQUIREMENTS: Certification\Licensure Requirements: A valid license to practice as a Registered Nurse in the State of Mississippi. 1 year experience, BLS Same for the LPN.

17. What are the electronic medical record system(s) that will be used? Currently we are using paper charts on JNH and IPS. We do have CCP on our Medsurg. We are currently in the process of procuring an EHR Campus wide and anticipate it will be implemented during the contract period.

## H.L. Lockhart

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**From:** Teresa Jones  
**Sent:** Wednesday, October 6, 2021 10:44 AM  
**To:** H.L. Lockhart  
**Subject:** RE: Questions - Nursing Services\_Mississippi State Hospital\_3160004613

1. What will be the estimated annual budget (Spend) on this contract? The budget appropriated will be the budget needed to fill staffing needs as they arise.
2. What is the historical budget on the contract? Average historical spending on the contract has been an estimated \$1.8 million.
3. What are the challenges or pain areas of the ongoing contract? Receiving adequate RNs, LPNs, and CNAs to meet our changing needs
4. How many employees you may require per year under the contract? Approximately 10,950 CNA yearly, RN 3,650 yearly LPN 7, 665 yearly
5. Please share the names of the existing incumbent(s). Infiniti Healthcare Services, Precision Healthcare Staffing, Southern Healthcare Agency, Inc, and TD Medical Solutions, LLC.

*Teresa A. Jones, RN, MSN, CNORE*

Nurse Executive  
Nursing Administration

NURSING BID AWARD SUMMARY MATRIX BY MSH DIVISION – SERVICE CATEGORY – UTILIZATION RANKING  
 BID FILE: 07.16.2018.461

IPSLPN	IPSRN	JNHLPN	WMSHLPN	WMSHRN	IPSCNA	JNHCNA	WMSHCNA
Infinite – 23.50	Infinite-33.50	Infinite – 23.50	Infinite – 23.50	Infinite – 33.50	Infinite – 13.50	Infinite – 13.50	Infinite – 13.50
Precision – 25.95	Precision-38.00	Precision – 25.95	Precision – 25.95	Precision – 38.00	Precision – 15.95	Precision – 15.95	Precision – 15.95
Oxford – 29.50	Prime – 42.00	Oxford – 29.50	Oxford – 29.50	Prime – 42.00	Oxford – 16.96	Oxford – 16.96	Oxford – 16.96
Southern – 30.95	Oxford – 45.00	Southern – 30.95	Southern – 30.95	Oxford – 45.00	Southern – 17.95	Southern – 17.95	Southern – 17.95



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## Total Contract Dollar Amounts Issued To Vendors:

Primary: \$5,087,336.00

Secondary: \$4,981,973.22

Third Low: \$35,559.73

Fourth Low: \$5000.00

NOTE: Award amounts were based on projected estimates and were not a guaranteed expenditure amount.

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