



Newark Board of Education

Where Passion Meets Progress

Roger León
Superintendent

Request For Proposal 9426 Public And Non-Public Individualized Education Plan Related Services

Requirements: min. 5 yrs providing RS
Poss. of NJ Business Registration Cert

I. List the names of all members on the evaluation committee:

- Rachel Colameco, Physical Therapist
- Nicole Ford, Supervisor, Office of Special Education
- Debra Oliveras, Occupational Therapist

II. List the name and summary of vendors who submitted a proposal:

Vendor	Summary of Proposal
1. AMN Allied Services 11001 W 120 th Ave, Suite 310, Broomfield, CO 80021	36 Years in business 9 Years of school staffing Over 15,000 employees Offering OT, PT, SLP services Bilingual/Monolingual Student oriented/strives to assist students in achieving their goals Performs in-house QA for RSPs State of NJ Business Certificate included W2 employees-better retention Two-week time frame for new hires to begin working \$78.00/hour for OT, PT, SLP services \$350.00 per monolingual evaluation for OT, PT, SLP \$450.00 per bilingual evaluation for OT, PT, SLP Proposal discusses flat all-inclusive rates for hours worked. NBOE RFP states only direct services are billable as it is an all inclusive rate. Does not comply with NBOE flat rate which includes indirect services.
2. Catholic Charities of the Archdioceses of Newark 590 North 7 th Street Newark, NJ 07107	Counseling Services to students with IEPs and 504s at the following locations: St. Benedict's St. Michael School Any other non-public school in Newark seeking counseling services on-site clinical supervision weekly Cost proposal remains the same as what is being charged per current invoices per review with OSE finance team.
3. Delta-T Group North Jersey Inc. 1460 Route 9 North, Suite 300,	Rejected, vendor failed to submit a signed proposal

Woodbridge, NJ 07095	
4. The Devereux Foundation dba Devereux Advanced Behavioral Health, 1515 Burnt Mill Road, Cherry Hill, NJ 08003	BCBAs Complies with NBOE cost proposal clearly defines duties/deliverables
5. NJ Sprout MC 1 LLC 101 Eisenhower Pkwy, Suite 300, Roseland, NJ 07068	Rejected, less than five years pending service
6. Invo Healthcare Associates LLC, 2003 S Easton Road, Suite 308, Doylestown, PA 18901	<ul style="list-style-type: none"> ● PT, OT, SLP, BCBA, and evaluation services ● Approx. 30 years providing services with long standing relationships with multiple districts ● Provides District with Professional Development Opportunities ● Clinical Managers (Debbie Moore) available to support staff - doesn't sound like on-site
7. Jump Ahead Pediatrics LLC 35 Journal Square, Suite 610, Jersey City, NJ 07306	Below NBOE max hourly rate "Provide staff to district within 2 weeks of receiving notice" PT, OT, SLP services
8. Kaleidoscope Education Solutions, 950 East Haverford	-25 years in business -Cost: \$104/hr -ST, PT, OT, counseling, LDTC, BCBA direct and evaluation services

<p>Road, Bryn Mawr, PA 19010</p>	<p>-Also provides evaluations for all disciplines at \$350 (\$450 if bilingual needed) -Provides site visits and spot checks for RSPs</p>
<p>9. Positive Behavior Supports Corp, 100 Enterprise Drive Suite 301, Rockaway, NJ 07866</p>	<p>-13 years in business; NJ Region established in 2016 - serviced 600 clients 2-27 years old -Cost: BCBA Services: \$95/hour or NBO (Estimated Annual Cost: 102,600 per FT BCBA)/ -NJ: 35 BCBA's, 68 Behavior Assistants, 22 Registered Behavior Technicians -Certs provided and min. of 5 years experience -Offering supervision and consultation to 1:1 supports, monthly (or as needed) team meetings with CST and support staff</p>
<p>10. New Direction Solutions LLC dba ProCrare Therapy, 5550 Peachtree Parkway Suite 300, Peachtree Corners, GA 30092</p>	<p>PT, OT, SLP Behavior Specialists Evaluation and treatment 24 years experience Cost proposal below NBOE max rate / all inclusive Face-to-face school visits Not based in NJ</p>
<p>11. The Stepping Stones Group LLC, 184 High Street, Floor 5, Boston, MA 02110</p>	<p>Current vendor PT, OT, SLP Within NBOE rates Field manager / clinical director based in NJ On-site visits</p>

III. Rank vendors in order of evaluation 1-11, 1 being the highest:

Vendor	Recommendation To Award (yes or no)	Overall Rank
AMN Allied Services	No	N/A
Catholic Charities of the Archdioceses of Newark	Yes	7
Delta-T Group North Jersey Inc.	Rejected, vendor failed to submit a signed proposal	6
The Devereux Foundation dba Devereux Advanced Behavioral Health	Yes	2
NJ Sprout MC 1 LLC	Rejected - does not meet minimum requirements of years providing services	N/A
Invo Healthcare Associates LLC	Yes	1
Jump Ahead Pediatrics LLC	Yes	3
Kaleidoscope Education Solutions	No	N/A
Positive Behavior Supports Corp	Yes	4
New Director Solutions LLC dba ProCrare Therapy	Yes	5
The Stepping Stones Group LLC	Yes	8

IV. Identify the vendor(s) recommended for awarded and why the vendor or vendors have been selected among others considered.

Vendor	Justification for Selection
Invo Healthcare Associates	<ul style="list-style-type: none"> • Large company with almost 30 years experience working with large districts, • provides the top 4 discipline areas currently needed at NBOE • pricing is reasonable and within NBOE max rate. • added bonus - offers professional development opportunities to NBOE
The Devereux Foundation dba Devereux Advanced Behavioral Health	<ul style="list-style-type: none"> • Program and services appear comprehensive • Organizational leaders are highly qualified in the area of BCBA demonstrating availability of strong support for direct service providers and understanding of the • Cost proposal is within NBOE guidelines
Jump Head Pediatrics	<ul style="list-style-type: none"> • Proposal indicates staffing within 2 weeks of assignment • Provide PT, OT, and Speech-language therapists • Currently provide services to districts similar in size to NBOE
Positive Behavior Supports Corp	<ul style="list-style-type: none"> • 13 years in business; NJ Region established in 2016 - serviced 600 clients 2-27 years old • Cost: BCBA Services: \$95/hour orNBO (Estimated Annual Cost: 102,600 per FT BCBA)/

	<ul style="list-style-type: none"> ● NJ: 35 BCBA's, 68 Behavior Assistants, 22 Registered Behavior Technicians ● Certs provided and min. of 5 years experience ● Offering supervision and consultation to 1:1 supports, monthly (or as needed) team meetings with CST and support staff
New Director Solutions LLC dba ProCrare Therapy	<ul style="list-style-type: none"> ● PT, OT, SLP ● Behavior Specialists ● Evaluation and treatment ● 24 years experience ● Cost proposal below NBOE max rate / all inclusive ● Face-to-face school visits
The Stepping Stones Group	<ul style="list-style-type: none"> ● Currently working with this provider ● New RFP adds additional disciplines and payment for legal meeting attendance
Catholic Charities of the Archdioceses	<ul style="list-style-type: none"> ● Vendor will provide services to the non-public schools in the city of Newark

V. Identify the terms, conditions, scope of services, and fees for vendor(s) recommended for award.

The term is two (2) years with the option to renew for one (1) additional two (2) year period. Please see the Summary of Proposals section I for the scope of services. The cost proposals are enclosed. The term of this contract should be from date awarded through the 2021-2022 School year. The contract(s) will be awarded at an annual amount not to exceed 1.2 million in total.

Submitted By:  2/15/22
signature

Printed Name: Nicole Ford

Title: Supervisor

9426 Public And Non-Public Individualized Education Plan Related Services

Cost Proposal Form

The evaluative process requires an assessment of cost for various services. This pricing table has been developed to provide uniformity for evaluative purposes. You may copy this form to a Microsoft excel/word document to present additional information. The format MUST be maintained. Travel/ Delivery/ Administrative: All related expenses must be included in the cost provided. All travel, incidental, delivery, and/or administrative expenses related to the services provided are the responsibility of the service provider. The District will not provide payment for any travel and/or incidental and/or administrative expenses. Rates are all-inclusive.

This contract will service students in grades PreK through 12, including students attending Newark preschool collaborative sites, homeschoolers, and non-public schools. **The fixed firm all-inclusive hourly rate shall be at or below the District's maximum rate of \$104.00 per hour for direct therapy provided. The fixed firm flat rate shall be at or below the District's maximum rate of \$350.00 per monolingual evaluation and \$450.00 per bilingual evaluations. The fixed firm all-inclusive hourly rate shall be at or below the District's maximum rate of \$104.00 for legal meeting attendance.**

Company Name <u>Catholic Charities of the Archdiocese of Newark</u>				
Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions		
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions		
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions		
BCBA services	607	30 hours/week		
Counseling Services			\$90 Initial Assessment \$70 Individual Session \$150 Group Session	
Legal Meeting Attendance				

Service	Estimated Service Population	Hourly Service Rate	Estimated Annual Cost
Psychological Evaluations Monolingual-English	250 Students		
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students		
Educational Evaluations Monolingual-English	250 Students		
Bilingual Educational Evaluations (Spanish, French, and Portuguese)	500 Students		
Speech and Language Evaluations Monolingual-English	250 Students		
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students		
Occupational Therapy Monolingual-English Evaluations	250 Students		
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students		
Physical Therapy Monolingual English Evaluations	200 Students		
Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students		
Social History Monolingual English Evaluations	250 Students		
Social History (Spanish, French, and Portuguese) Evaluations	500 Students		

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Company Name Devereux Foundation dba Devereux Advanced Behavioral Health New Jersey				
Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions		
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions		
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions		
BCBA services	607	30 hours/week	\$104 per hour	\$112,320 (180 days/32 weeks)
Counseling Services				
Legal Meeting Attendance				

Service	Estimated Service Population	Hourly Service Rate	Estimated Annual Cost
Psychological Evaluations Monolingual-English	250 Students		
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students		
Educational Evaluations Monolingual-English	250 Students		
Bilingual Educational Evaluations (Spanish, French, and Portuguese)	500 Students		
Speech and Language Evaluations Monolingual-English	250 Students		
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students		
Occupational Therapy Monolingual-English Evaluations	250 Students		
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students		
Physical Therapy Monolingual English Evaluations	200 Students		
Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students		
Social History Monolingual English Evaluations	250 Students		
Social History (Spanish, French, and Portuguese) Evaluations	500 Students		

Cost Proposal

While committing to providing Newark BOE with significant cost savings, Invo also maintains strong quality assurances to provide highly qualified and experienced providers. Our providers foster strong relationships within their assigned schools and drive positive student outcomes. Hourly rates are based on cost of living standards for specific geographic areas and hourly rate market comparisons of similar school districts within specific geographic areas. Our proposed hourly rates include all of these direct and indirect costs:

- Compensation for direct service and administrative support
- National and local marketing and recruiting expenses
- Health and welfare benefits, PTO, workers’ compensation, professional liability insurance
- Housing allowance, relocation expenses, tuition reimbursement (where applicable)
- Professional development including continuing education allowance and on-line CEUs
- State licensure reimbursement
- Professional association dues
- On-going recruiting and human resources support
- Payroll and processing costs

Hourly rates are as follows:

Service	Hourly Rate
Occupational Therapy (OT)	\$85.00
Physical Therapist (PT)	\$85.00
Speech Language Pathologist	\$85.00
Psychologist	\$89.00
Licensed Clinical Social Worker	\$77.00
Licensed Mental Health Counselor	\$77.00
Board Certified Behavior Analyst	\$103.00
Learning Disability Teachers - Consultants	\$75.00

Invo Healthcare Associates, LLC.				
Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost*
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions	\$ 85.00	\$ 91,800.00
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions	\$ 85.00	\$ 91,800.00
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions	\$ 85.00	\$ 91,800.00
BCBA services	607	30 hours/week	\$ 103.00	\$ 111,240.00
Counseling Services			\$ 77.00	
Legal Meeting Attendance			Hourly rate of clinician	


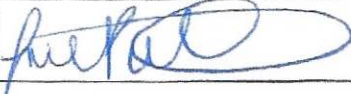
* Assumes 30 hours per week for 36 weeks for 1 clinician. Assumptions can be updated as needed.

Service	Estimated Service Population	Hourly Service Rate	Estimated Annual Cost
Psychological Evaluations Monolingual-English	250 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 87,500.00
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 175,000.00
Educational Evaluations Monolingual-English	250 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 87,500.00
Bilingual Educational Evaluations	500 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 175,000.00
Speech and Language Evaluations Monolingual-English	250 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 87,500.00
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 175,000.00
Occupational Therapy Monolingual-English Evaluations	250 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 87,500.00
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 87,500.00
Physical Therapy Monolingual English Evaluations	200 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 70,000.00
Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 70,000.00
Social History Monolingual English Evaluations	250 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 87,500.00
Social History (Spanish, French, and Portuguese) Evaluations	500 Students	Fixed firm flat rate of \$350.00 per evaluation	\$ 175,000.00

9426 Public And Non-Public Individualized Education Plan Related Services Proposal Submission Form

(Attach this form to the front of your proposal)

All data fields must be typed with the exception of the authorized signature.

LEGAL NAME OF COMPANY	Jump Ahead Pediatrics, LLC
STREET ADDRESS (MAIN OFFICE)	35 Journal Square, Suite 610
CITY	Jersey City
STATE	NJ
ZIP CODE	07306
FEDERAL TAX IDENTIFICATION NO.	81-1675067
NJ BUSINESS REGISTRATION CERTIFICATE (BRC) #	2212801
<i>If not, confirm agreement to secure (BRC) by initialing here:</i>	
CONTACT PERSON FOR THIS PROPOSAL	Janki Patel
CONTACT PERSON'S TELEPHONE	551-580-0714
CONTACT PERSON'S EMAIL	schools@jumpaheadpediatrics.com
AUTHORIZED SIGNATURE	
AUTHORIZED NAME AND TITLE	Janki Patel, MOT, OTR/L, Co-Owner / Occupational Therapist
DATE OF SIGNATURE	 1/29/2022
ARE YOU A MINORITY OR WOMEN-OWNED ENTERPRISE?	Yes
AVERAGE NUMBER OF EMPLOYEES	2
YEARS IN BUSINESS	5

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Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions	\$90.50	\$105,885.00
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions	\$90.50	\$105,885.00
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions	\$92.50	\$108,225.00
BCBA services	607	30 hours/week	N/A	N/A
Counseling Services			\$90.50	N/A
Legal Meeting Attendance			\$94.50	N/A

Service	Estimated Service Population	Service Rate	Estimated Annual Cost
Psychological Evaluations Monolingual English	250 Students	N/A	N/A
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students	N/A	N/A
Educational Evaluations Monolingual English	250 Students	N/A	N/A
Bilingual Educational Evaluations (Spanish, French, and Portuguese)	500 Students	N/A	N/A
Speech and Language Evaluations Monolingual-English	250 Students	\$250.00	\$62,500.00
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students	\$300.00	\$150,000.00
Occupational Therapy Monolingual English Evaluations	250 Students	\$250.00	\$62,500.00
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students	\$300.00	\$75,000.00
Physical Therapy Monolingual English Evaluations	200 Students	\$300.00	\$60,000.00

Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students	\$350.00	\$70,000.00	
Social History Monolingual English Evaluations	250 Students	N/A	\$0.00	
Social History (Spanish, French, and Portuguese) Evaluations	500 Students	N/A	\$0.00	

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Company Name <u>ProCare Therapy</u>				
Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions	\$90	\$108,000
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions	\$95	\$114,000
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions	\$95	\$114,000
BCBA services	607	30 hours/week	\$85	\$102,000
Counseling Services			\$77	
Legal Meeting Attendance			\$85	

Service	Estimated Service Population	Hourly Service Rate	Estimated Annual Cost
Psychological Evaluations Monolingual-English	250 Students	\$250	\$62,500
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students	\$300	\$150,000
Educational Evaluations Monolingual-English	250 Students	\$210	\$52,500
Bilingual Educational Evaluations (Spanish, French, and Portuguese)	500 Students	\$220	\$110,000
Speech and Language Evaluations Monolingual-English	250 Students	\$250	\$62,500
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students	\$300	\$150,000
Occupational Therapy Monolingual-English Evaluations	250 Students	\$255	\$63,750
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students	\$305	\$76,250
Physical Therapy Monolingual English Evaluations	200 Students	\$255	\$51,000
Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students	\$305	\$61,000
Social History Monolingual English Evaluations	250 Students	\$175	\$43,750
Social History (Spanish, French, and Portuguese) Evaluations	500 Students	\$190	\$95,000

9426 Public And Non-Public Individualized Education Plan Related Services

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Company Name <u>The Stepping Stones Group, LLC</u>				
Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions	\$104/hr	\$112,320 per full time SLP
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions	\$104/hr	\$112,320 full time OT
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions	\$104/hr	\$112,320 per full time PT
BCBA services	607	30 hours/week	\$104/hr	\$112,320 per full time BCBA
Counseling Services			\$85/hr	
Legal Meeting Attendance			\$104/hr	

Service	Estimated Service Population	Rate Per Evaluation	Estimated Annual Cost
Psychological Evaluations Monolingual-English	250 Students	\$350/eval	\$87,500
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students	\$450/eval	\$225,000
Educational Evaluations Monolingual-English	250 Students	\$350/eval	\$87,500
Bilingual Educational Evaluations (Spanish, French, and Portuguese)	500 Students	\$450/eval	\$225,000
Speech and Language Evaluations Monolingual-English	250 Students	\$350/eval	\$87,500
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students	\$450/eval	\$225,000
Occupational Therapy Monolingual-English Evaluations	250 Students	\$350/eval	\$87,500
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students	\$450/eval	\$112,500
Physical Therapy Monolingual English Evaluations	200 Students	\$350/eval	\$70,000
Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students	\$450/eval	\$90,000
Social History Monolingual English Evaluations	250 Students	\$350/eval	\$87,500
Social History (Spanish, French, and Portuguese) Evaluations	500 Students	\$350/eval	\$175,000

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Company Name <u>Positive Behavior Supports Corp.</u>				
Service	Estimated Service Population	Estimated Treatment Hours per Week	Hourly Service Rate	Estimated Annual Cost
IEP Speech and Language Therapy Services	4,401	30 hours/week 30-minute treatment sessions		
IEP Occupational Therapy Services	1,531	30 hours/week 30-minute treatment sessions		
IEP Physical Therapy Services	319	30 hours/week 30-minute treatment sessions		
BCBA services	607	30 hours/week	\$95/hr \$325 flat rate	\$102,600 per FT BCBA
Counseling Services				
Legal Meeting Attendance				

Service	Estimated Service Population	Hourly Service Rate	Estimated Annual Cost
Psychological Evaluations Monolingual-English	250 Students		
Bilingual Psychological Evaluations (Spanish, French, and Portuguese)	500 Students		
Educational Evaluations Monolingual-English	250 Students		
Bilingual Educational Evaluations (Spanish, French, and Portuguese)	500 Students		
Speech and Language Evaluations Monolingual-English	250 Students		
Bilingual Speech and Language Evaluations (Spanish, French, and Portuguese)	500 Students		
Occupational Therapy Monolingual-English Evaluations	250 Students		
Bilingual Occupational Therapy Evaluations (Spanish, French, and Portuguese)	250 Students		
Physical Therapy Monolingual English Evaluations	200 Students		
Physical Therapy (Spanish, French, and Portuguese) Evaluations	200 Students		
Social History Monolingual English Evaluations	250 Students		
Social History (Spanish, French, and Portuguese) Evaluations	500 Students		