

**Shaker Place Rehabilitation and Nursing Center  
RFP #2022-136**

**Licensed Practical Nurse (LPN) and Certified Nursing Assistant (CNA) Services**

**Shaker Place received a total of twelve (12) proposals in response to the RFP for LPN and CNA Services. The proposals were reviewed by ACNH staff members, Rebecca Luce, Director of Nursing and Laura Vartanian, RN. The Committee's rating sheets reflecting the individual evaluations of each committee member accompany this document. Below, are the consensus comments of the Committee as they pertain to each proposer as well as the Committee's final recommendation(s).**

**Acceptable**

**Clinical Staffing Resources** Overall Rating: 5

This company is currently providing CNA services to the facility. Rate is competitive.

**Health Advocates Network** Overall Rating: 5

Company has an office in Albany. Rate is the lowest cost.

**Reliant Staffing** Overall Rating: 4.65

Company has an office in Albany and is based in New York State. Charges additional rate for staff working holidays.

**22<sup>nd</sup> Century Technologies** Overall Rating: 4.38

Rate is competitive.

**Zentech Consulting** Overall Rating: 4.35

Rate is competitive. Unclear if firm is licensed in New York State.

**Infojini Inc.** Overall rating 3.6

Local office in New York State. Rate is slightly higher than other proposers.

**ATC** Overall Rating 2.78

Located in New York State. Rate is higher than other proposers.

**Recommendations:**

As it is the intention to contract with multiple contractors who can provide temporary personnel services to supplement the LPN and CNA staffing needs of Shaker Place, all responses above are acceptable. Our recommendation is to contract with Clinical Staffing Resources and Health Advocates Network for three (3) years with a figure of not to exceed \$3,000,000 between both agencies. The facility will contact the contractor with the lowest hourly rate, and utilize that contractor unless the contractor is not able to

provide staff as needed. The facility will then proceed to the next lowest contractor, and will continue in this manner until the facility obtains the services required.

**The following are unacceptable, as they did not meet the Scope of Services**

**Adelphi Medical Staffing** Overall Rating 3.55

**Medical Staffing Services** Overall Rating 3.5

**Cedar Park Group** Overall Rating 2.65

**Greenstaff Medical** Overall Rating 1.83

**Jogan Health** Overall Rating 1.75