

Shaker Place Rehabilitation and Nursing Center
RFP #2021-075
Financial Consulting Service

Shaker Place Rehabilitation and Nursing Center received a total of two (2) proposals in response to the RFP for Financial Consulting Service. The proposals were reviewed by staff members, Thomas Coffey, Administrator, Frank Commisso, Finance and Laura Vartanian, RN, Administration. The criterion that was established to evaluate the proposals was utilized by each individual to rank each firm's ability to effectively and efficiently meet the Scope of Services.

Comments:

1. HMM, CPAs LLP - Total Average Rating Score: 5

HMM, CPAs LLP has an extensive history of providing financial consulting services to skilled nursing facilities. HMM's response demonstrated both the capability and professional qualifications necessary to fulfill all aspects of the Scope of Services. Our work history with HMM confirms this, as all RHCF-4 and Medicare Cost Reports have been prepared professionally and submitted timely during our engagement with this firm for the past five years.

2. The Bonadio Group – Total Average Rating Score: 5

The Bonadio Group has an extensive history of providing financial consulting to skilled nursing facilities. Bonadio's response demonstrated both the capability and professional qualifications necessary to fulfill all aspects of the Scope of Services.

Recommendation:

Both firms demonstrated the capabilities and qualifications necessary to fulfill the facility's expectations in relation to prior experience, demonstrated capabilities, professional qualifications and meeting the requirements of the Scope of Services. Additionally, both firms submitted highly competitive cost proposals.

A side by side cost analysis (included) was completed, which demonstrated a negligible difference in the total cost of the contract over a three year period. This analysis was based on our anticipated need for educational training of staff and the likelihood of the submission of a CON. Both of these cost factors were enumerated in the Scope of Services. The distinguishing factors are that HMM stipulated that education would be billed at standard hourly rates, while Bonadio quoted a not to exceed fee for education. Upon review of the cost for preparation of a CON application, Bonadio stated that the rate would be determined, while HMM quoted a not to exceed fee.

Based on our critical review of both proposals, the committee recommends that the contract be awarded to HMM, CPAs, LLP.