

Shaker Place Rehabilitation and Nursing Center
RFP #2021-148
Pharmacy Services

Shaker Place (SP) received a total of three (3) proposals in response to the Request for Proposals (RFP) for Pharmacy Services. The proposals were reviewed by SP staff members, Thomas Coffey, Administrator, Frank Commisso, Director of Fiscal Operations 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 the proposals, as well as the Committee's final recommendation for award of the contract.

Comments:

All three (3) firms demonstrated in their proposal the capability to meet the Scope of Services as outlined in the RFP. It is clearly evident that each firm has the professional qualifications/experience in providing the necessary services to our facility with regard to supplying the necessary pharmaceuticals and providing for billing and integration with our electronic medical record, Point Click Care.

The RFP required the submission of a Cost Proposal Form (Section 6 of RFP) utilizing two (2) separate cost proposals; a fee for individual service cost structure and a charging structure based on a capitated rate per resident per month. Of the three respondents, only Pro-Care LTC submitted a cost proposal with both charging structures as stipulated in the RFP.

Upon review of the three proposals and discussion, the committee agreed that our greatest cost exposure is with Medicare Part A and Managed Medicare residents. The purpose of the request for a capitated rate was to provide a means for a predictable/fixed cost per resident per month resulting in an effective mechanism for cost containment. Pharmaceutical costs are ever-increasing and having a capitated rate will insulate us from some extraordinary fluctuations in pricing while allowing us to provide the most appropriate medication available in the marketplace. Additionally, this mechanism/strategy would allow the facility to more aggressively pursue a higher level of Medicare and Managed Medicare residents, thereby increasing facility reimbursement. For this reason, our criteria for weighting proposals was high for the proposed cost for pharmaceuticals and pharmaceutical services.

The committee is recommending that the contract be awarded to Pro-Care LTC.