



DANIEL P. McCOY  
COUNTY EXECUTIVE

COUNTY OF ALBANY  
DEPARTMENT OF GENERAL SERVICES  
PURCHASING DIVISION  
112 STATE STREET, ROOM 1000  
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DAVID M. LATINA  
COMMISSIONER OF GENERAL SERVICES

KAREN A. STORM  
PURCHASING AGENT

## MEMORANDUM

**TO:** Thomas Coffey  
Administrator

**FROM:** Karen Storm *Karen Storm*  
Purchasing Agent

**DATE:** August 13, 2021

**RE:** RFP #2021-109 MDS Case Management Review Services

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I am in receipt of your recommendation to award the aforementioned Request for Proposals to Celtic Consulting, LLC. in the amount of \$ 202,500.

As there was only one proposal submitted and the firm continues to meet our expectations, we recommend that the contract be awarded to Celtic Consulting, LLC

Please obtain the necessary contract approval of the County Legislature, so that we may issue a Notice of Award to the successful proposer.

**Shaker Place Rehabilitation and Nursing Center  
RFP #2021-109  
MDS Case Management Review Services**

**Shaker Place received one (1) proposal in response to the RFP for MDS Case Management Services. The proposal was reviewed by ACNH staff members, Tom Coffey, Administrator and Laura Vartanian, MDS Director.**

Celtic Consulting's proposal demonstrated the capability and professional qualifications necessary to fulfill all aspects of the Scope of Services. Celtic is the facility's current provider for MDS Case Management Services and has assisted the facility in improving the Medicaid Case Mix Index (CMI), assisted with MDS training of new staff, as well as educating the MDS staff to improve MDS coding. These efforts have resulted in increased reimbursement to the facility.

As there was only one proposal submitted and the firm continues to meet our expectations, we recommend that the contract be awarded to Celtic Consulting, LLC