



Don't Reinvent the Wheel: Tips for a Successful Health Services RFP and Selection Process

Captain Carl Trowbridge, Professional Services Bureau Commander

Casey Russo BA, JD, Assistant Risk Manager

Stacie Williamson BSN, RN, CCHP, Clinical Liaison

Janine Gillispie MSA, CCHP, Health Services Contract Manager

A stylized illustration of a man with dark hair, wearing a dark blue suit, a blue shirt, and a black tie. He is smiling and has his arms outstretched in a welcoming gesture. He is positioned to the left of a large whiteboard. The whiteboard has a thick black border and is set against a background of orange and yellow geometric shapes.

INTRODUCTIONS

Disclosure Statements



We do not have any relevant financial relationships with any commercial interests.

This informational presentation was developed by independent experts. The information provided in this presentation is not the official position or recommendation of NCCHC but rather expert opinion. This information is not intended to be appropriate for every clinical situation nor does it replace clinical judgment.

NCCHC does not endorse or recommend any products or services mentioned.

Learning Objectives

Objective 1: Examine why a diverse and multidisciplinary team is necessary in creating an effective health services program

Objective 2: Discuss areas of a health services program that must be considered when writing an RFP

Objective 3: Review the important lessons learned during the presenters' experience creating an RFP

Initial Considerations

- Makeup of a diverse team
- Identify and meet with stakeholders
- Know your current contract
- Make a timeline and stick to it



Legal Considerations

- Agency rules, state/federal laws
- Accreditation standards
- Legal liability issues

Medical / Mental Health

- Staffing
- On-site dialysis
- Accreditation standards in specifications
- COVID-19 & other infectious diseases

State of the Art New Jail

- RFP was unique due to the construction of the new jail
- Furniture, fixtures, and equipment
- AEDs



EXAM
1

EXAM
2

EXAM
3

EXAM
4





Medication Assisted Treatment (MAT)

- Offering all 3 forms of MAT
 - Methadone
 - Vivitrol
 - Buprenorphine

Performance Measures

- Staffing
- Quarterly Audits
- Accreditation(s) and State Inspections
- Physicals
- Medication Passes

Lessons Learned

- Words have meaning
- Needs vs. Wants
- Start process early

Reflections

- Staffing is key
- Build relationships from the beginning

References

NCCHC Standards

Ohio Administrative Code
(Minimum Jail Standards)

Ohio Revised Code



Contact Information

Captain Carl Trowbridge
cetrowbr@franklincountyohio.gov

Casey Russo BA, JD
cmrusso@franklincountyohio.gov

Stacie Williamson BSN, RN, Clinical Liaison
sywillia@franklincountyohio.gov

Janine Gillispie MSA, Health Services Contract Monitor
jmgillis@franklincountycountyohio.gov