



Notice of Intent to Award

Solicitation Number	379372	Award Date	3/13/2025 6:25 PM CDT
Solicitation Title	Inmate Medical, Dental & Behavioral Healthcare Services		
Buyer Name	Sandra Walker	Buyer Email	sandra.walker@nashville.gov
BAO Rep	Jeremy Frye	BAO Email	jeremy.frye@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	VitalCore Health Strategies, LLC	Company Contact	Roger Haden
Street Address	719 SW Van Buren St Suite 100		
City	Topeka	State	KS
		Zipcode	66603

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

☒ Yes, the EBO Program is applicable.

☐ No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

☒ Yes, monthly reporting is applicable.

☐ No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

 JFC Assistant Purchasing Agent (Initial)

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ:379372-Inmate Medical, Dental
& Behavioral Healthcare Services

Offeror	Advanced Correctional Healthcare, Inc	Armor Health	CHS TN, LLC	First Class Healthcare LLC	VitalCore Health Strategies, LLC	Wellpath LLC
Cost (35 Points)	26.39	29.22	30.66	35.00	32.03	22.88
Project Approach and Process)30 Points)	15.00	17.00	24.00	10.00	29.00	20.00
Qualifications and Experience (35 Points)	13.00	23.00	29.00	7.00	31.00	16.00
Total	54.39	69.22	83.66	52.00	92.03	58.88

Evaluation Comments

Advanced Correctional Healthcare, Inc
Strengths - Adequate response on plan for individual and/or group therapy for inmates with severe mental illness. Good response to overview of firm's years performing the scope of service. Good team experience. No employee and company licensing violations.
Weaknesses - Overall response to Project Approach and Process lacked detail and was boilerplate. Demonstration of how the requirements and provisions of the scope of this project would be implemented lacked specific detail. Project management methodology lacked specific detail. Vendors process for providing medical, dental, and mental health care to DCSO inmates lacked specific detail. Specific reasons why your firm is the most qualified and best choice to be awarded this project lacked specific detail. Comprehensive plan and approach to quality management for providing specified services in accordance with the scope lacked detail. Response to efficient use of staffing, equipment, and technology necessary for providing the services efficiently within the constraints outlined in the scope was limited and put the responsibility on Metro for repairs of office equipment. Risk mitigation plan was vague and lacked specific detail. current staffing plan and backup staffing plan lacked specific detail. Vendor proposed additional cost for the use of telehealth and this method is used as a last resort. Failed to provide firm’s financial capacity to perform work. Response to firm’s staffing capacity to perform work lacked specific detail. Failed to provide project team’s organizational structure including defined responsibilities (prime and sub level). Failed to provide resumes of key individuals that will perform work on the project. Failed to provide current litigation(s) in which firm is a defendant. Projects listed not of similar scope. Dates of projects failed to provide a start date. Description of how the scope of referenced projects are linked to the scope of services of responding solicitation lacked specific detail.
Armor Health
Strengths - Detailed response on how the requirements and provisions of the scope of this project will be implemented. Good project management methodology. Willing to integrate more specialty care with their medical care plan. Adequate response to why firm is the most qualified and best choice to be awarded this project. Adequate response on firm’s history and background. Detailed comprehensive plan and approach to quality management. Detailed response to risk mitigation plan. Adequate response on plan for use of telehealth to minimize offsite cost. Adequate response on overview of firm's years performing the scope of service. Detailed response to firm’s financial and staffing capacity to perform work. No employee and company licensing violations. Provided resumes of key individuals that will perform work on the project.

Weaknesses- Process for providing medical care lacked specific detail. Failed to provide a process for dental, and mental health care. Overall response to efficient use of staffing, equipment, and technology necessary for providing the services efficiently within the constraints outlined in the scope lacked specific detail. Failed to provide a current staffing plan. Summary for plan for individual and/or group therapy for inmates with severe mental illness lacked specific detail. Response on detail of team's knowledge and project experience lacked specific detail. Failed to provide detail on sub level)knowledge and project experience. Project team's organizational structure including defined responsibilities for prime lacked specific detail. Failed to provide sub level project team's organizational structure including defined responsibilities. Description of how the scope of this project is linked to the scope of services of the responding solicitation lacked detail.
CHS TN, LLC
Strengths - Detailed response on how the requirements and provisions of the scope of this project will be implemented. Good overall detailed response on process for providing medical, dental, and mental health care to DCSO inmates. Good overall detailed response on why firm is the most qualified and best choice to be awarded this project. Detailed response to firm's history and background. Adequate response to approach to quality management. Detailed response to staffing, equipment, and technology necessary for providing the services efficiently within the constraints outlined in the scope. Good overall detailed risk mitigation plan. Adequate response on current staffing plan and backup staffing plan. Adequate response to use of telehealth to minimize offsite cost. Good comprehensive response on plan for individual and/or group therapy for inmates with severe mental illness. Detailed response to firm's years performing the scope of service. Detailed response to team's knowledge and project experience in the provision of services related to the project. Detailed response to firm's financial and staffing capacity to perform work. Detailed project team's organizational structure including defined responsibilities. Provided resumes of key individuals that will perform work on the project. Projects of similar scope.
Weaknesses- Project management methodology lacked specific detail. Comprehensive plan lacked specific detail. Team's sub level knowledge and project experience in the provision of services related to the project lacked specific detail. Response to company licensing violations was vague. Failed to provide defined responsibilities for sub level.
First Class Healthcare Services LLC.
Strengths - Adequate response on organizational structure. Provided resumes.
Weaknesses- Overall information was difficult to locate throughout proposal. How the requirements and provisions of the scope of this project will be implemented was boilerplate and lacked specific detail. Project management methodology lacked specific detail. Process for providing medical, dental, and mental health care to DCSO inmates not in line with the scope of services. Firms has only been in business for two years. Firms background history was limited. Comprehensive plan and approach to quality management for providing the specified services in accordance with the scope lacked detail. Staffing, equipment, and technology necessary for providing the services efficiently within the constraints outlined in the scope lacked specific detail. Failed to provide risk mitigation plan. Current staffing plan is not in line with the scope of services. backup staffing plan is insufficient to provide services in Nashville, TN. Plan to provide use of telehealth to minimize offsite cost lacked specific detail. Plan for individual and/or group therapy for inmates with severe mental illness lacked specific detail. Firm does not have a minimum of five years of experience. Detail on team's knowledge and project experience in the provision of services related to the project lacked specific detail. Failed to provide detail the team's sub level knowledge and project experience in the provision of services related to the project. Failed to provide staffing capacity to perform work. Failed to provide project team's organizational structure including defined responsibilities for sub level. Failed to provide three projects of similar scope. Failed to provide description of how the scope of this project is linked to the scope of services of responding solicitation. Failed to provide a response to any contracts previous or currently held with the Metro Nashville Government.
VitalCore Health Strategies, LLC

Strengths - Good overall detailed plan on how the requirements and provisions of the scope of this project will be implemented. Excellent response on how project management methodology would be utilized. Detailed response on process for providing medical, dental, and mental health care to DCSO inmates. Detailed response on why firm is the most qualified and best choice to be awarded project. Detailed firm's history and background. Excellent comprehensive plan and approach to quality management for providing the specified services in accordance with the scope. Response to efficient use of staffing, and technology necessary for providing the services efficiently within the constraints outlined in the scope was good. Very detailed response to risk mitigation plan. Very detailed response to current staffing plan and backup staffing plan. Good plan for the use of telehealth to minimize offsite cost. Very detailed response to plan for individual and/or group therapy for inmates with severe mental illness. Detailed response to firm's years performing the scope of services. Detailed response to team's knowledge and project experience in the provision of services related to the project. Adequate response to firm's financial and staffing capacity to perform work. Adequate response to employee and company licensing violations. Provided resumes of key individuals that will perform work on the project. Good response to project team's organizational structure including defined responsibilities. Three projects of similar scope.
Weaknesses- Response to efficient use of equipment necessary for providing the services efficiently within the constraints outlined in the scope lacked detail. Detail on team's sub level knowledge and project experience in the provision of services related to the project lacked detail. Response to project team's defined responsibilities sub level lacked detail.
Wellpath LLC
Strengths -Adequate response to dental and mental health treatment. Adequate response to firm's history and background. Response to efficient use of equipment, and technology necessary for providing the services efficiently within the constraints outlined in the scope was adequate. Adequate response to risk mitigation plan. Detailed current staffing plan and backup staffing plan. Detailed response to firm's years performing the scope of service. Adequate response to team's knowledge and project experience in the provision of services related to the project. Adequate response to firm's financial capacity to perform work. Adequate response to project team's organizational structure including defined responsibilities.
Weaknesses- Overall response to demonstration of how the requirements and provisions of the scope of this project would be implemented was boilerplate and lacked specific detail. Onsite dialysis would only be provided based on a pre determined number. Limited Hepatis C treatment. Response to project management methodology lacked specific detail. Cost was high compared to other offers, and the plan for medical, and mental healthcare did not meet RFQ expectations. Comprehensive plan and approach to quality management for providing the specified services in accordance with the scope lack specific detail. Plan for the use of telehealth to minimize offsite cost lacked specific detail. Summary plan for individual and/or group therapy for inmates with severe mental illness lacked detail. Failed to provide team's sub level knowledge and project experience in the provision of services related to the project. Response to staffing capacity to perform work was boilerplate. Failed to provide a response to employee and company licensing violations. Failed to provide project team's defined responsibilities for sub level. Failed to provide current litigations. Failed to provide dollar amount for projects listed. Description of how the scope of this project is linked to the scope of services of the responding solicitation lacked detail. Three projects listed of similar scope lacked detail.

RFQ: RFQ:379372-Inmate Medical, Dental & Behavioral Healthcare Services		Max. RFP Cost Points
		35
Offeror's Name	Total Cost	RFP Cost Point Distribution
Advanced Correctional Healthcare, Inc	\$190,310,393.01	26.39
Armor Health	\$171,917,292.19	29.22
CHS TN, LLC	\$163,815,356.00	30.66
First Class Healthcare LLC	\$143,505,034.04	35.00
VitalCore Health Strategies, LLC	\$156,789,221.12	32.03
Wellpath LLC	\$219,569,089.51	22.88



Statement of M/WBE Utilization

Proposer's/Firm's Name: VitalCore Health Strategies, LLC	Proposer's Phone #: 785-246-6840
Solicitation Title: Inmate Medical, Dental & Behavioral Health Services	Proposer's Email Address: VCHSAdmin@vitalcorehs.com
Solicitation #: 379372	Amount Self-performed : None
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$28,963,007.07 Year One
Proposed EBO Goal (%): 4% MBE% 2% WBE%	EBO Goal Met? (Y/N) NO

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

				Certificate						
MBE/WBE Firm Name			MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	Global Diagnostic Services, Inc.		2066 East Side Dr. Conyers, GA 30013	770-602-0502 Ext. 224	MBE	1	UNSPSC 85	Diagnostic Testing On-Site	\$60,000.00	0.02%
2	Rhino Medical Supply, Inc.		649-B Rosewood Dr. Columbia, SC 29201	803-297-7992	MBE	1	NAICS 423450; 339112	Medical Supplies	\$325,000.00	1%
3	Clinical Solutions, LLC		416 Mary Lindsay Polk Dr. Franklin, TN 37067	877-826-5488	WBE	5	NAICS 424210; UNSPSC 51000000	Pharmacy Provider	\$4,200,000.00	15%
4	Rite Quality Office Supplies, Inc.		710 N. Washington St. Kokomo, IN 46901	800-580-7483	MBE	1	UNSPSC 44120000	Office Supplies	\$55,000.00	0.02%
5	Garcia Clinical Laboratory, Inc.		2900 Springport Rd., Jackson, MI 49201	800-888-8598	WBE	5	NAICS 621511	Lab Specimen Pick Up and Testing	\$250,000.00	0.09%
6	Rendevor Dialysis		1717 W. 6th St., Austin, TX 78703	512-599-8022	WBE	5	NAICS 621492	On-Site Dialysis	\$216,000.00	0.08%
7					Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title) *Please ensure to save the document as a PDF and refrain from printing and signing it.*	Date
Viola Riggins	12/16/2024

*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal?	NO	For Internal Office Use ONLY	YES
		If No, Good Faith Efforts Met?	

BAO Representative: Jeremy Frye	Metro Buyer: Sandra Walker	Project Manager:	Date: 10/08/24
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Total MBE Subcontracting	1.4	%	\$ 2,200,000.00
Total WBE Subcontracting	15	%	\$ 23,330,000.00
Total MBE/WBE Participation:	16	%	\$ 25,530,000.00

BAO Notes:

Dollar values and percentages are over the life of the project and represent the total contract value.

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye

Contract Specialist: Sandra Walker

Date: 3/10/2025

Department Name: Health

RFP/ITB Number: 379372

Project Name: Inmate Medical, Dental & Behavioral Healthcare Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE/SDV approved Sub	SBE (%)	Comments
VitalCore Health Strategies, LLC	\$ 156,789,221.12	\$ 275,000.00	Yes	<1	The prime is not an approved SBE/SDV and propose the utilization of Rite Quality Office Supplies \$275,000/ SBE/SDV subcontractor.