

Contract Renewal Evaluation Form

Date:	August 22, 2022
Department:	Department of Senior Services
Contract Number:	21RFQ000007A-CJC
Contract Title:	In Home Services

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

Efforts were made to increase service delivery while maintaining contractual costs. In Home Services cost can be maximized by scheduling care providers to numerous seniors residing in the same geographical location. Increase services are required to address waitlisted seniors. The contract is supported by general fund dollars as well as grants that fund all services outlined in the scope. Efforts are currently underway to reduce the scope of respite services. This service was increased to seniors during the pandemic to support isolation impact and caregiver needs. The Department is planning to return to contractual levels for respite for FY23.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

☐ Internet search of pricing for same product or service:

Date of search:	Click here to enter a date.
Price found:	Click here to enter text.
Different features / Conditions:	Click here to enter text.
Percent difference between internet price and renewal price:	Click here to enter text.

Explanation / Notes:

As of Aug 10, 2022, the average annual pay for the Respite Care jobs category in North Carolina is \$17,564 a year. Just in case you need a simple salary calculator, that works out to be approximately \$8.44 an hour. This is the equivalent of \$337/week or \$1,463/month.

The standard number of hours per week is 2.5 hours for Homemaker, Personal Care or Caregiver services. The Case Management team, which includes the Case Manager, STARline Program Coordinator, and the Fulton County Program Manager, can authorize an increase in the number of hours needed. The increase in hours is noted in the nurse's assessment, and the In-home service and case management provides input this increase in the DAS Wellsky system. Services Up to 2.5 Hours 3 + Hours

Homemaker \$24.00/per hour \$24.00/per hour @ 12.8K units Jan-Aug 2022 - \$307,200

Personal Care \$24.00/per hour \$24.00/per hour - @ 7,768 units - \$186,432

Respite Care \$24.00/per hour \$24.00/per hour @ 20.4K units - \$489,000

☐ **Market Survey of other jurisdictions:**

Date contacted:	Click here to enter a date.
Jurisdiction Name / Contact name:	Click here to enter text.
Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	Click here to enter text.
Are they aware of any new vendors?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Are they aware of a reduction in pricing in this industry?	<input type="checkbox"/> Yes <input type="checkbox"/> No
How does pricing compare to Fulton County's award contract?	Click here to enter text.

Explanation / Notes:

Click here to enter text.

☐ **Other (Describe in detail the analysis conducted and the outcome):**

Click here to enter text.

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

\$751,179.96 – Southern Home Care

\$39,113.84 – Help at Home

\$0.00 – Trusted Hands Senior Care

\$0.00 At Home Atlanta

Total actual expenditure for entire In-Home Services contract (AMS) - \$790,293.80

4. Does the renewal option include an adjustment for inflation? ☐ Yes ☒ No
(Information can be obtained from CPI index)

Was it part of the initial contract? ☐ Yes ☒ No

Date of last purchase:	Click here to enter a date.
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Price paid:	Click here to enter text.
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Inflation rate:	Click here to enter text.
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Adjusted price:	Click here to enter text.
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Percent difference between past purchase price and renewal price:	Click here to enter text.
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Explanation / Notes:

Click here to enter text.

5. Is this a seasonal item or service? ☐ Yes ☒ No

6. Has an analysis been conducted to determine if this service can be performed in-house? ☐ Yes
☒ No If yes, attach the analysis.

7. What would be the impact on your department if this contract was not approved?

The impact if the contract renewal is not approved will result in a loss of service for 533 home bound seniors (Share Fulton Performance Dashboard). Home bound seniors will face premature institutionalization at a higher rate, experience increased isolation and have a more difficult time navigating the aging services network to access important resources.