



Continuing Care Strategy

Living well in a place you can call home.

**Long-Term Care Beds Renewal Program
for
The Province of Nova Scotia**

**Vendor Consultation Briefing
February 22, 2007**



Preamble

This presentation and an attendee list will be distributed via email (or other contact method if identified) to all who complete the sign-in sheet.

**Briefing Invitations and Released RFPs
are posted at
<http://www.gov.ns.ca/tenders>**

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Agenda

- Introduction
- Background
- Proposed Contracting Approach
- Procurement Plan



LTC Beds Renewal Program Status

- The development of the requirements and the RFP documents are in various stages of development.
- The information presented today is preliminary and will be revised based on further analysis and input from stakeholders including potential service providers



RFP Working Group

Name	Role
<u>Requirements</u>	
Barry Lampier	Manager, Infrastructure Management
Anne Erly	System Planner
Marian Casey	Senior Policy Analyst
Mike Harvey	Architect
Jim Torbert	Designer
3 Sector Administrators	LTC Facility Administrators (3)
<u>Other Participants</u>	
Keith Menzies	Executive Director of Continuing Care
Susan Weagle	Director, Standards and Policy Development
Keith Menzies	Executive Director of Continuing Care
Kathy Greenwood	Director, Service & Business Support
Donna Dill	Director, Monitoring and Evaluation
Lynn Cheek	Director, System Planning & Liaison
Karen McDuff	Director of Finance, Continuing Care
Daphne Butt	DOH Legal Advisor
Michael Waugh	LTC Beds Renewal Project Manager
Cheryl Dunphy	LTC Beds Renewal Project Coordinator
Sheila Bourque	Procurement Specialist, Procurement Division
Gordon Kyle	Procurement Consultant, Partnering and Procurement Inc.



Vendor Consultation Objectives

The team's objectives for this exercise are to:

- Get your preliminary reactions to the opportunity, and concerns you may have and your level of interest in it
- Clearly understand what you need to know to respond
- Get a better understanding of the capacity and interest in the sector
- Understand where the vendor community can best add value to the initiative
- Identify alternatives regarding the procurement strategy

Note: This is NOT an invitation for unsolicited proposals



Situation

- NS Government has announced an initiative to create 832 new long-term care beds in various communities across the Province.
- 40 of these beds in Barrington and 6 in Pleasantville have been assigned through a previous government commitment and are NOT be part of the RFP process.
- The remaining 786 beds are to be awarded through a competitive RFP process.
- An additional 721 beds in nine existing facilities will be replaced through a process of negotiation with the current operators.



Overall Objectives

- To meet the objectives in the ten-year Continuing Care Strategy by increasing local solutions and ensuring care options are available where they are needed.
- To support Nova Scotians in their desire to live well in a place they can call home.
- To contract for the provision of continuing care services for 832 long-term care beds in high-demand areas throughout the Province
- To achieve the optimum combination of cost and value in continuing care facilities, programs and services that meet or exceed all specified requirements
- To minimize the cost and effort required for the negotiation, administration and monitoring of the contract(s)



Competitive Requirements

- The **RFP** Requirements are based on current:
 - NS Legislation and Regulations governing Long Term Care
 - Long Term Care research in respect to design, space, and programs
 - Long Term Care best practices in other jurisdictions
 - Long Term Care best practices and lessons learned with the NS Sector



.. Competitive Requirements

- Sector involvement may guide the **RFP** Requirements based on:
 - Feedback from the NS Sector questionnaire (invite sent to complete online or send document by email). Due February 23 (tomorrow)
 - Sector representatives that work for organizations not responding to the RFP
 - Feedback from sector during consultations



Scope – What's In

- New facility design and construction
- Ongoing facility operations
- Accommodations and continuing care services
- 786 new beds in numerous new facilities
- Nursing Home, Residential Care Facilities, and Community Based Options are the bed types which will be specified by number for each community.



Scope – What's Out

- Existing facility bed replacements (721 beds)
- 46 new beds in Barrington and Pleasantville



Desired RFP Outcomes

- A highly qualified and competitive group of vendors responding
- Well prepared, comparable and competitive responses from vendors
- A procurement that:
 - Produces high value for money for the Province with an acceptable business opportunity for the service providers
 - Represents a fair and equal opportunity for all suitably qualified service providers



Procurement/Contracting Strategy

- Pre-defined bed-location requirements by community
- Defined minimum facility (space & design) and program requirements
- Evaluation of degree that proposals exceed minimum requirements vs. proposed per diem rates
- Opportunity for 'contingent' bids (reduced costs for multiple facility awards)



...Procurement/Contracting Strategy

- Contracts to be negotiated with the set of proponents that achieve the highest evaluation scores per facility
- Two separate contracts must be signed by the winners
 - Facility development
 - Ongoing services



Awarding LTC Beds

- The RFP will outline the evaluation criteria, the format to follow when responding, and how successful vendors will be assessed and selected.
- **RFP Release**
 - Part 1: April 2007
 - The location and types of beds
 - Contracting process
 - Selection process, including evaluation criteria and response requirements
 - Vendor briefing one week after release + proposal preparation workshop
 - Part 2
 - Space, design and program requirements for the facilities
 - Program and financial proposal requirements
 - Draft Release: Early May 2007
 - One week feedback period
 - Final Release: Late May 2007
- **Evaluation**
 - According to criteria and weighting outlined in the RFP, including:
 - The ability to deliver the proposed facilities and services
 - The specifics of the proposed facilities and services
 - The proposed net costs to the province



Sector Briefings/Feedback

- Session #1. TODAY
 - Procurement strategy & process
- Session #2. Mid April
 - RFP Part 1 & RFP 101
- Session #3. Early May
 - **DRAFT** of RFP Part 2
- Session #4. Mid June
 - RFP Part 2 response details



Awarding LTC Beds

Timeline

February 22, 2007	RFP information session
April 18, 2007	Release of Space and Design Requirements –Draft #1
April 19, 2007	Vendor Briefing & Response Preparation Workshop
April 27, 2007	Release of Facility Development Approval Process Notice of Intent
May 23, 2007	Release of Program Requirements – Draft #1
June 13, 2007	Release of: <ul style="list-style-type: none">– Space & Design Requirements – Draft #2– Program Requirements – Draft #2– Financial Requirements – Draft– Forms of Contract – Draft
June 14, 2007	Vendor Briefing
June 22, 2007	Design Lead Profiles Due
June 29, 2007	List of Design Teams Submitting released
July 25, 2007	Release of Final <ul style="list-style-type: none">– Space & Design Requirements– Program Requirements– Financial Requirements– Forms of Contract
July 26, 2007	Vendor Briefing
RFP Closing Date	See RFP Cover Sheet



Vendor Feedback: Guidelines

The Vendor Consultation process is intended to be:

- An opportunity to present your input and concerns regarding this project and procurement process
- Primarily a flow of information from vendors to DOH. Expect answers to questions you have to appear in the RFP.

It is NOT part of the evaluation process and will not result in a short list.



Vendor Feedback: Questions

1. Is this opportunity of interest to you? Why or why not?
2. What are your major concerns or questions regarding the proposed approach?
3. Is there anything in the proposed strategy that you feel either is impractical or will not serve the Province's objectives?
4. Do you have any recommendations as to what should be done differently?
5. Is there anything you need to know to respond to this opportunity you think we may not include in an RFP?
6. Are there any other jurisdictions, organizations or individuals we should consult?
7. What do you think are the biggest risks or hurdles in this initiative?
8. Do you have any mitigating strategies to recommend relative to these risks?



Vendor Feedback: Method

By e-mail

To:

continuingcarestrategy@gov.ns.ca

cc: Gordon Kyle

gakyle@accesswave.ca

By Fax: 902 424-0558

Attention: Long-Term Care Beds Program

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Vendor Feedback: Deadline

Feedback received after **March 23, 2007** may not be considered in the development of the RFP



Assess to RFP Information

NS Department of Health will attempt to send you invitations to procurement sessions (if you have provided your contact details when you signed-in). We will not verify you have received the information.

It is up to prospective proponents to actively monitor the NS Government Procurement/Tender Web site for relevant information

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Questions?

www.gov.ns.ca/health/ccs/ccs_strategy/ltc_beds.htm

**Please complete the briefing evaluation forms
located on your tables**