



Southern Health Partners

Your Partner in Affordable Inmate Healthcare

CORRECTIONAL HEALTH CARE SERVICES

PREPARED BY:

SOUTHERN HEALTH PARTNERS, INC.

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PROPOSAL RESPONSE:

DETENTION CENTER INMATE MEDICAL SERVICES

SUMTER COUNTY

SUMTER, SOUTH CAROLINA

APRIL 2019

COPY





April 17, 2019

Bob Galloway, Purchasing Director
Sumter County Purchasing Department
13 East Canal Street
Sumter, SC 29150

Dear Purchasing Director Galloway,

Southern Health Partners, Inc. (SHP) appreciates the opportunity to provide a proposal for the continuation of health care services to the Sumter County Sheriff's Office Detention Center (SCDC). Since services began in 2007, SHP has appreciated sharing a strong partnership with the entire jail administration staff of SCDC. After reviewing your Request for Proposals and our data from the last twelve (12) years of service, knowing the ever-changing inmate patient population, we believe we understand your detention center's need for a high-quality, cost-effective healthcare program that meets all needs for those involved. We have therefore designed a proposal of services for your careful consideration. Our recommendations and offer will reflect continuing our current program to meet your immediate needs, and we will work closely with your leadership team members, both current and future, to evaluate and create options based on changing patient needs. SHP greatly hopes to continue this partnership and high-quality program with SCDC.

SHP has been partnering with jails and prison systems since 1994 – **specifically in South Carolina since 1998**. Our principal owners, many of whom are based out of our corporate office in Chattanooga, TN, gained experience as senior managers at a similar correctional medical provider for several years before starting SHP. As a bonus, SHP believes having managers with extensive experience in law enforcement, jail operations, and county government is a value to our partners in working toward our mutual goal of a successful correctional medical program.

As evidenced in our partnership with SCDC, client services will continue to be a daily responsibility. SHP believes having client service representatives with extensive experience in law enforcement and corrections brings a truly valuable and unique quality to our customer relationships. I will continue to be your designated Regional Sales Manager with SHP, and I will work alongside SCDC team to be a resource to your facility. Further, Ms. Tammy Hernley, our Vice President of Operations, who is also a Certified Correctional Health Professional (CCHP) through the National Commission on Correctional Health Care (NCCHC), will be designated as the Operations Leader for your medical program at SCDC. Tammy, along with our regional operations manager, will ensure that all components of our program are being met and will set the standard for a quality healthcare program.

As SCDC knows from experience, SHP and our team are careful stewards of taxpayer funds – we specifically designed this quality program to offer cost containment solutions for SCDC. For example, SHP partners with several correctional-minded vendors who provide products and services that SCDC may need to purchase for detention center operations or staff. These value-added services allow our clients to take advantage of our partner discounts. Also, as part of these efforts, our accounting team is well-suited to negotiate discounts and apply mandated cost containment structures to provider billings for any service performed outside of the facility. We work with our partners' jail administration in identifying, addressing, and preventing potentially expensive and complicated medical cases. All discounts achieved will continue to be passed back to SCDC; there is no mark-up or percentage charged by SHP.





SHP stands ready to meet with the evaluation committee and leadership of SCDC to clarify our program, along with the cost of our services, as indicated in our proposal materials. We understand that SCDC may want more flexibility in its program components to help solidify its goal of building a quality program for all involved. SHP has prided itself in being a true partner to SCDC, and we understand changes may be warranted as you move through this process.

SHP appreciates your consideration of this proposal for the continuation of inmate medical services to SCDC. Please feel free to contact me with any questions. You can reach me by phone at (864) 872-0659 or by email at chris.hudson@shpjails.com. You may also reach our Senior Vice President of Client Services, Wes Williamson, at wes.williamson@southernhealthpartners.com or (256) 490-4517 to discuss this proposal in more detail.

Sincerely,

Chris Hudson
Regional Sales Manager

Binding Endorsement:

Jennifer Hairsine
Owner, President, & CEO

Cc: Lacey LaFuze, Vice President & Chief Financial Officer
Wes Williamson, Senior Vice President of Client Services



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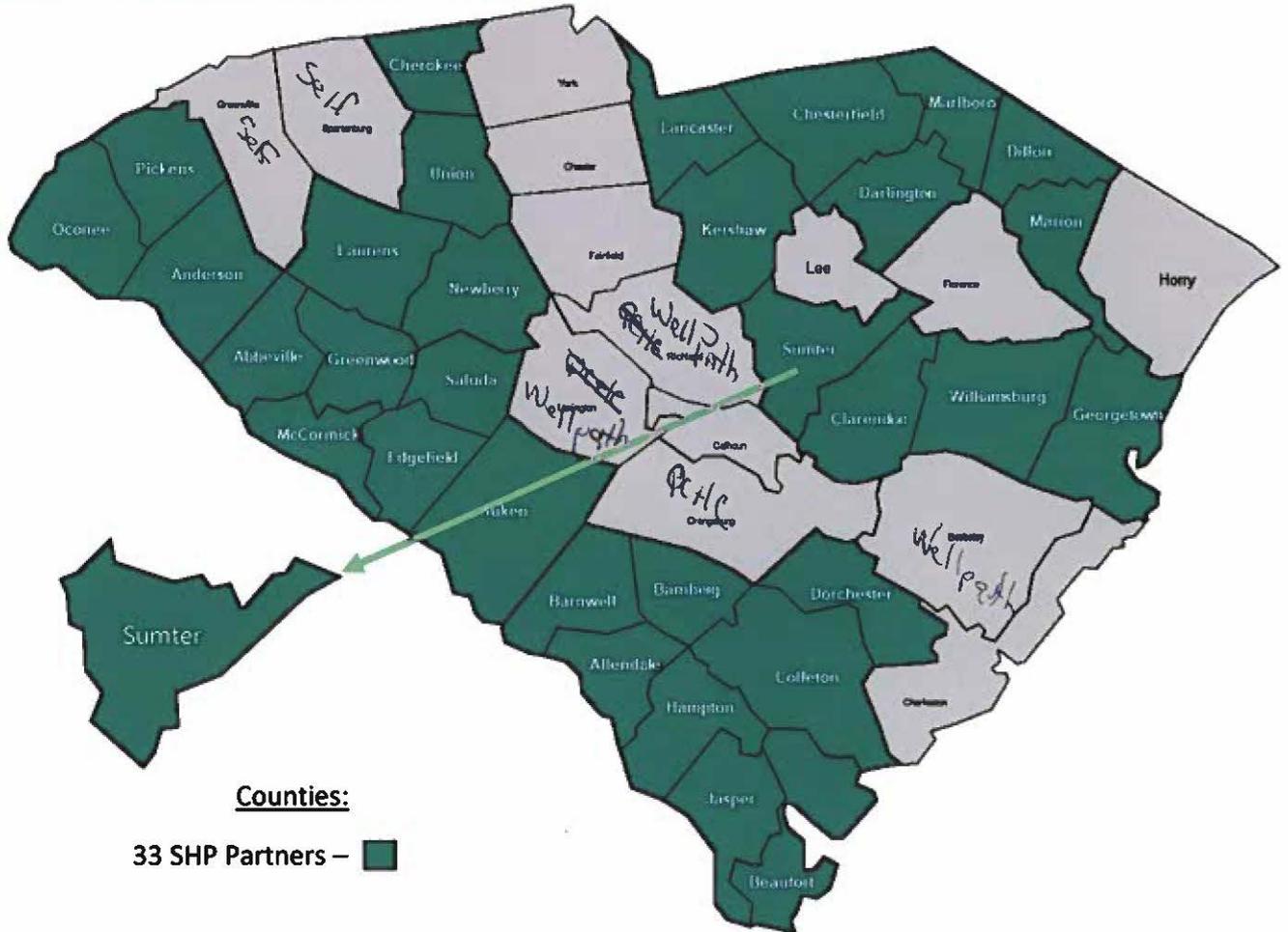




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SHP'S SOUTH CAROLINA PARTNERS



Abbeville County, SC	Colleton County, SC	Laurens County, SC
Aiken County, SC	Darlington County, SC	Marion County, SC
Allendale County, SC	Dillon County, SC	Marlboro County, SC
Anderson City, SC	Dorchester County, SC	McCormick County, SC
Anderson County, SC	Edgefield County, SC	Newberry County, SC
Bamberg County, SC	Georgetown County, SC	Oconee County, SC
Barnwell County, SC	Greenwood County, SC	Pickens County, SC
Beaufort County, SC	Hampton County, SC	Saluda County, SC
Cherokee County, SC	Jasper County, SC	Sumter County, SC
Chesterfield County, SC	Kershaw County, SC	Union County, SC
Clarendon County, SC	Lancaster County, SC	Williamsburg County, SC



SOUTH CAROLINA & SHP

In addition to providing medical and mental health services to thirty-three (33) facilities throughout South Carolina, SHP takes an active role in supporting the South Carolina Jail Administrators Association (SCJAA), South Carolina Sheriff's Association (SCSA), and the SC Association of Counties (SCAC). For nearly 21 years, SHP has been actively involved with many events in the state of South Carolina with each of these groups and others, including:

Our Regional Sales
Manager, Chris Hudson, is a
2018 Pioneer Award
Winner.

- Initial and continual sponsorship of the Jerry McDaniel Deputy of the Year Award by the SCSA
- Suicide prevention and medication pass training events cosponsored by the SCSA, SCJAA, and SCAC
- Charity Golf Tournament Sponsorships that benefited the Horry County Sheriff's Office Scholarship Fund, Pickens County Sheriff's Office Scholarship Fund, Oconee County Sheriff's Office Crime Watch Program, Anderson County Sheriff's Office Scholarship Fund, and Marlboro County Sheriff's Office Scholarship Fund
- Jennifer Hairsine, Jennifer Brazier, Wes Williamson, Krystal Souders, and Chris Hudson provided instructional training during a statewide training event hosted by Newberry County on current inmate medical topics
- Provided qualified instructors to do specialized training in medication pass, suicide prevention, communications with mental health, intake and booking, medical issues, detoxing issues and concerns, and diabetics signs and symptoms for numerous detention centers



*SHP's Chris Hudson receiving the 2018 Pioneer Award. From left to right:
Chief Willis Beaty, Major Kevin Jones, Director Kelvin Jones, Chris Hudson, Director Arthur Benjamin, Lieutenant Drew Sisco*



2. Organization / Key Personnel

SHP proudly employs over 1,000 personnel across our more than 250 locations. Among these personnel are some of the best RNs, LPNs, Physicians, and Mental Health Professionals in the business – all of which are backed by our award-winning administration and corporate support staff. Below is a sampling of work experiences and compliments achieved by members of our management team and owners that best highlights our corporate expertise in the areas of healthcare program design, delivery, and administration. These individuals are available to you and your staff to provide support to our program.

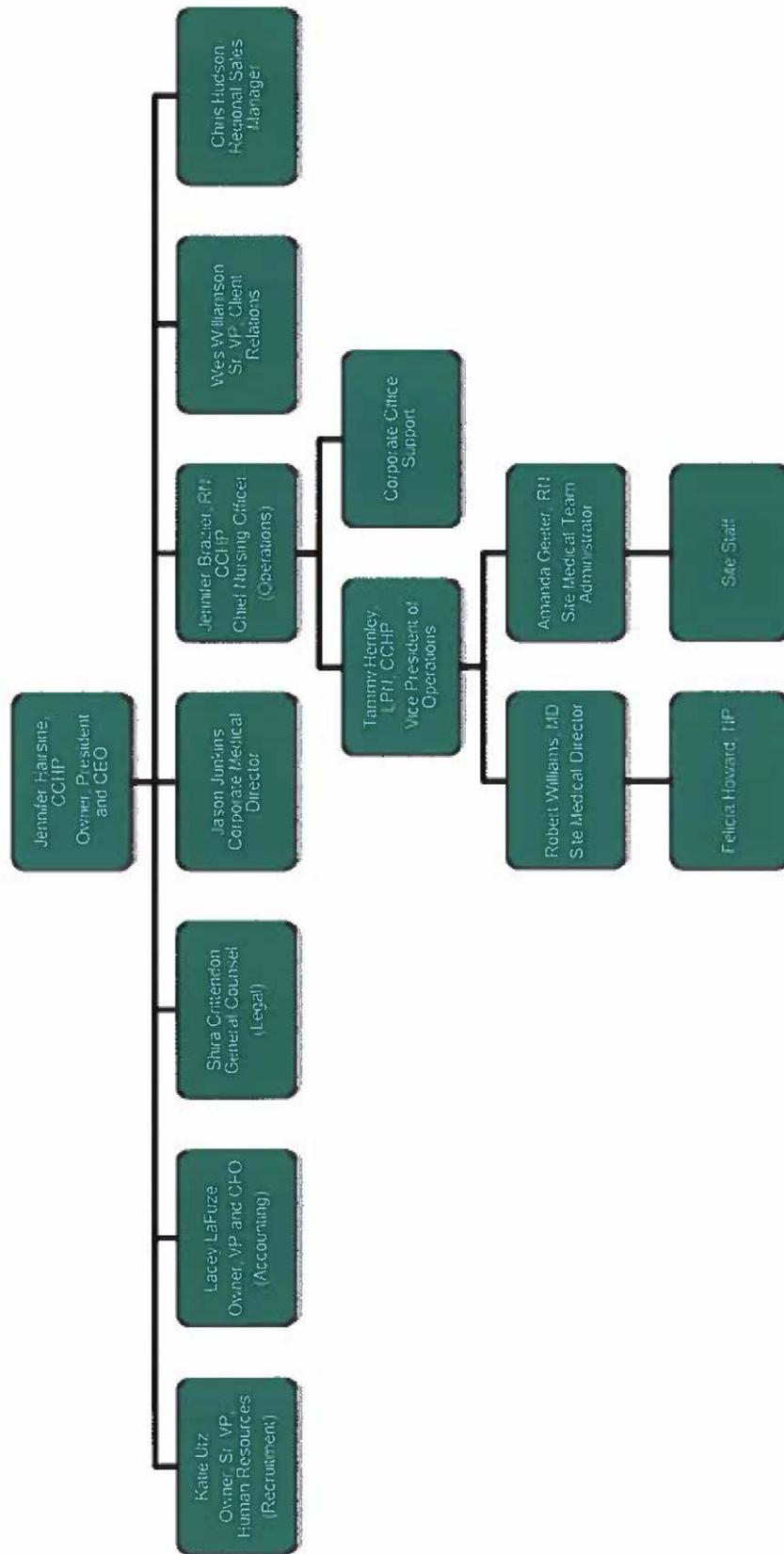
	<p style="text-align: center;">JENNIFER I. HAIRSINE President & CEO</p> <p>Ms. Hairsine is responsible for the management of all client contracts and programs, contract start-up activities, and all corporate administration, professional credentialing, quality assurance, and continuing education activities for SHP. She had nine (9) years of experience with PHS before joining SHP in 1994. Jennifer is a Certified Correctional Health Professional (CCHP).</p>
	<p style="text-align: center;">JENNIFER BRAZIER, RN, CCHP Chief Nursing Officer</p> <p>Southern Health Partners, Inc. since 2005. Jennifer has over 12 years of nursing experience with a background in surgery, med-surgery, and critical care. Jennifer has been a correctional nurse for nine (9) years and began her correctional nursing career as a staff nurse at a detention center in Kentucky where she started working with SHP. She holds a degree in Surgical Technology and is a Certified Correctional Health Professional (CCHP).</p>
	<p style="text-align: center;">LACEY LAFUZE Vice President & CFO</p> <p>Southern Health Partners, Inc. since 2008. Lacey began her career in financial management in 2003 and now oversees the Accounts Payable and Accounts Receivable Departments and assists with contract administration and site budgeting. Her education includes a Bachelor's Degree in Accounting and Business Management as well as a Masters of Accounting and Financial Management.</p>
	<p style="text-align: center;">TAMMY HERNLEY, LPN, CCHP Vice President of Operations</p> <p>Southern Health Partners, Inc. since 2006. Tammy graduated from West Georgia Technical College with a Practical Nursing degree. She began working with SHP part time, but soon left her position on the surgical floor of the hospital to work full time as an MTA at a local Correctional Institution. In 2010, she stepped into a management role as Regional Administrator covering South Georgia and has since been promoted to Regional Director over all Alabama, Virginia, Wisconsin, and Georgia facilities. Tammy is a CCHP through NCCHC and also a BLS CPR instructor and provides training to SHP facilities.</p>



	<p>KATIE UTZ Sr. Vice President of Human Resources</p> <p>Southern Health Partners, Inc. since 2003. Katie began her SHP journey in our payroll department. Her journey has seen her take on the roles of a professional recruiter and office manager before stepping into her current position. She brings 16 years of human resources/recruiting experience to the Southern Health Partners management team.</p>
	<p>JASON C. JUNKINS, MD Corporate Medical Director</p> <p>Southern Health Partners, Inc. since 2012. Dr. Junkins started with SHP as a site Medical Director in 2006 and later assumed the role of Corporate Medical Director in 2012. Dr. Junkins obtained his Doctorate of Medicine from the University of Alabama School of Medicine in 2001. Following medical school, he completed his residency at the University of South Alabama Medical Center. Dr. Junkins is board certified in Internal Medicine, a fellow of The American College of Physicians, and continued to operate his private practice. Dr. Junkins is also actively involved in all policies and procedural updates that affect the delivery of healthcare in corrections.</p>
	<p>CHRIS HUDSON Regional Sales Manager</p> <p>Southern Health Partners, Inc. since 2014. Chris began a long career in law enforcement in 1989. He was named the 2010 South Carolina Jail Administrator of the Year and has obtained a national certification through the American Jail Association as a Certified Jail Manager. He was presented the prestigious award of Kentucky Colonial and named the 2014 Anderson university Criminal Justice Alumni of the Year. In 2015, he was made a Lifetime Member of the SC Jail Administrator's Association and is a 2018 Pioneer Award Recipient.</p>
	<p>WES WILLIAMSON Sr. Vice President of Client Relations</p> <p>Southern Health Partners, Inc. since 2004. Wes proudly served for 15 years as the Jail Administrator for the Etowah County Detention Center in Etowah County, Alabama. He reached the rank of Chief of Corrections and led the development and training during the agency's transition into the first Direct Supervision Jail in the state of Alabama. He has taught corrections and law enforcement classes at the University of Alabama, Jacksonville State University, and other regional facilities. He received his Certified Jail Manager certification from the American Jail Association in 2000. Wes is also a proud veteran of the Alabama National Guard.</p>



SHP CORPORATE STRUCTURE





3. SHP Qualifications & Accomplishments

QUALIFICATIONS

- ⇒ Currently, our contracted facilities range in size from 10 inmates to more than 1,000 inmates.
- ⇒ SHP partners with 33 facilities in the state of South Carolina.
- ⇒ We have continuously provided healthcare services across the country since 1994.
- ⇒ Unlike some competitors' policies, our insurance also covers the corporate entity SHP, our jail partners, all of our employees, and physician providers.
- * ⇒ We also have general liability and other coverages as detailed in this proposal. **We do NOT set up contracts under an LLC format.**
- ⇒ We not only have individuals from the medical and mental health fields, but also corrections, law, network development, community relations, and information technology.
- ⇒ We collaborate with local specialty providers and utilize networks for subcontracted services as needed.
- ⇒ Our physician provider is on-call to the nurses at all times for phone consultations.
- ⇒ We order all care, supplies pharmaceuticals, and medical procedures.
- ⇒ We provide a turn-key system for ordering, billing, and payment of care.
- ⇒ SHP is a registered Continuing Education (CEU) provider for medical staff.
- ⇒ We offer extensive officer training either on-site or via WebEx recording.
- * ⇒ Our team members provide PREA training to medical employees each year.
- ⇒ We work with our partners to develop a site-specific policy and procedures manual.
- ⇒ Our senior operations team members are Certified Correctional Health Professionals (CCHP) through the National Commission on Correctional Health Care (NCCHC)

ACCOMPLISHMENTS

- ⇒ SHP provides speakers and instructors upon request for medical training initiatives for associations, our own clinical teams, as well as our partner jail operations staff.
- ⇒ SHP works closely with local health departments on the testing and treatment of communicable and sexually transmitted diseases.
- ⇒ SHP holds a CEU certification for nurse training in all states.
- * ⇒ SHP networks with local pharmacies to provide back up and support services.
- * ⇒ SHP Coordinates with local mental healthcare providers for continuity upon re-entry.
- ⇒ SHP team members are certified instructors for officer in-service training.
- * ⇒ SHP has a history of successfully assisting facilities in meeting Department of Justice Review and Consent Order Compliance.
- ⇒ SHP consistently achieves 100% compliance in U.S. Immigration and Customs Enforcement (ICE) Audits.
- ⇒ Several SHP facilities are accredited by the National Commission on Correctional Health Care (NCCHC).
- ⇒ SHP's Operations Management Team consists of Certified Correctional Health Professionals (CCHP).
- * ⇒ SHP negotiates quick pay discounts on behalf of our clients.
- * ⇒ SHP achieved 35% or more discounts for ancillary services.
- ⇒ SHP successfully established a correctional travel nurse program to support SHP sites.
- ⇒ SHP developed a HIPPA compliant telehealth platform.



4. References

In providing references for our company, we provide the following from the state of South Carolina:

Site Name	City, State	ADP	SHP Customer Since	Reference Contact Person
Anderson City	Anderson, SC	120	2016	Captain Doyle Carpenter 864-231-7620
Cherokee County	Gaffney, SC	170	2012	Sheriff Steve Mueller 864-489-4722
Greenwood County	Greenwood, SC	200	2010	Major Lonnie Smith 864-943-8059
Laurens County	Laurens, SC	250	2010	Captain Kathy Tucker 864-683-4055
Lancaster County	Lancaster, SC	150	2010	Captain Larry Deason 803-283-3388

PARTNER TESTIMONIES

Nothing is more important to use than the satisfaction of those we partner with. Below are just a few of the many positive messages we've received from our South Carolina partners:

"Since 2017, Southern Health Partners has been contracted to provide health care services at the W. Glenn Campbell Detention Center. Southern Health Partners has provided great service, excellent quality of care, and has demonstrated the willingness to go above and beyond on several occasions. The staff is prompt, personable, professional, and provide excellent customer service. Southern Health Partners is efficient and effective in day-to-day operations, as well as, being a high quality, low-cost provider. I would recommend Southern Health Partners to any agency requiring such services."

- Sheriff Tony Chavis, Darlington County, SC

"The ACSO Detention Center uses Southern Health Partners (SHP) and are very pleased with the company. SHP nurses are caring individuals who are on site seven days a week and pass out all medication, and our employees find them a pleasure to work with. If I need any information, whether it be with the nurses who are assigned to the detention center or the Administrative support staff by phone; that information is provided professionally and quickly. I consider healthcare to be one of the most important areas of concern at our detention center and SHP provides professional services while reducing our medical recordkeeping."

- Sheriff Chad McBride, Anderson County, SC

"Prior to partnering with SHP, our facility transported every medical call to the local emergency room. This caused a tremendous financial and manpower burden for our agency and county. SHP came onboard and streamlined our Inmate medical care. We are now able to handle most of our medical needs in-house. During our first year we saved over \$100,000.00 in medical and manpower cost thanks to SHP."

- Sheriff Clint Shrum, Grundy County, TN

CLOSEST PARTNER FACILITY TO SCDC

SHP currently provides medical services to 33 different facilities throughout the state of South Carolina. Of these facilities, we currently provide services to both Clarendon County Detention Center and Kershaw County Detention Center, both of which are geographically located adjacent to the SCDC.



LIST OF SIMILARLY SIZED FACILITIES

Since SHP provides medical care to more than 250 different facilities across the United States, we are well versed in providing medical care to facilities of similar size to that of SCDC. Below, you will find a list of facilities that are similar in size and population to SCDC. This information is highly confidential and must not be shared with anyone outside of the evaluation committee.

Facility	State	ADP	Start date
Albemarle District Jail	North Carolina	200	2004
Breckinridge County	Kentucky	200	2012
Walworth County	Wisconsin	200	2011
Chilton County	Alabama	200	2005
* Greenwood County	South Carolina	200	2010
Hoke County	North Carolina	200	2007
Crittenden County	Kentucky	200	2018
Taylor County	Kentucky	200	2008
Washington County	Colorado	200	2016
Jackson County	Alabama	208	2005
Harnett County	North Carolina	210	2010
* Darlington County	South Carolina	* 217	2017
Delaware County	Ohio	220	2019
* Beaufort County	South Carolina	* 220	2001
Randolph County	North Carolina	220	2006
Rockwall County	Texas	220	2011
Boyd County	Kentucky	220	2019
Johnston County	North Carolina	225	2005
Navarro County	Texas	225	2014
Caldwell County	Texas	230	2018
Wayne County	North Carolina	230	2014
Leslie County	Kentucky	230	2016
Rockingham County	North Carolina	230	2002
Angelina County	Texas	235	2014
Montgomery County	Kentucky	235	2009



✧ Georgetown County	South Carolina	✧ 245	2010
Barren County	Kentucky	250	2009
Bedford County	Tennessee	250	2009
Carter County	Tennessee	250	2012
Craven County	North Carolina	250	2005
Claiborne County	Tennessee	250	2018
Laurens County	South Carolina	250	2010
Oldham County	Kentucky	250	2006
Harlan County	Kentucky	255	2012
Muhlenberg County	Kentucky	260	2019
Dorchester County	South Carolina	270	2008
Nash County	North Carolina	270	2006
Miller County	Arkansas	275	2013
Franklin County	Kentucky	275	2002
Hawkins County	Tennessee	275	2008
Davidson County	North Carolina	275	2007
Roane County	Tennessee	275	2008
Lauderdale County	Mississippi	280	2009
Lenoir County	North Carolina	285	2001
Limestone County	Alabama	288	2010
Bourbon County	Kentucky	300	2017
Cleveland County	North Carolina	300	2002
Forrest County	Mississippi	300	2017
Madison County	Kentucky	300	2014
Dickson County	Tennessee	300	2011
Simpson County	Kentucky	300	2004





5. Program Support Services

ADMINISTRATIVE MEETINGS

At each facility, communication between jail staff and healthcare leadership is critical. Members of our on-site medical team will regularly meet with the correctional administration to ensure healthcare components are being completed. We believe in sharing a common and one-team mentality with our partners, which means that the Sumter County Sheriff's Department Detention Center (SCDC) also has complete access to SHP company leadership, including President and CEO Jennifer Hairsine. Further, our Regional Representatives will attend any other meetings with our Medical Team Administrator (MTA) upon request. These meetings provide an on-going opportunity for both parties to jointly evaluate and fine-tune the healthcare program and to discuss other health-related aspects of the institution's operations, such as safety, sanitation, disaster planning, architectural planning, classification, infection control, service processes, etc.

For the healthcare delivery system to function effectively, the healthcare staff and corrections staff must work together. Our team is well trained and sensitive to the security needs and overall operating policies of the institution. Your correctional staff act as an "early warning" network throughout the institution by assisting health services in identifying real or potential health problems. This cooperative working relationship between medical and corrections ensures medical issues are detected early, treated promptly, and then carefully monitored until recovery or resolution. At the same time, safety and security concerns are addressed.

At any other time, on short notice, all other corporate management staff are always available to discuss any issues, serious problems, and/or concerns to ensure your satisfaction.

STANDARDS / POLICIES, PROCEDURES, AND PRACTICES

We work closely with officials of SCDC to maintain a quality health care program under reference with the National Commission on Correctional Health Care's (NCCHC).

Our comprehensive, written policies and procedures detail how our program objectives and standards are met. The SHP Policy and Procedure Manual will be specific to your facility and will refer to the NCCHC standards.

We were pleased to have our MTA Amanda Geter, RN, attend the NCCHC conference in Nashville earlier this month. Building her knowledge, coupled with her expertise of our practices and the facility, will go a long way to ensuing compliance with a quality program on-site at the facility.

INFORMATION MANAGEMENT SYSTEM

SHP believes that proper data management is the first step to saving money. Data collection begins whenever a service is rendered and accounts for all types of care statistics – physician, pharmacy, specialty consults, emergency room, hospitalization, radiology, and others. Once the data is compiled, running a regular health care activities report will pull the utilization statistics, trends, and health care program results. These figures are a valuable tool for cost-containment efforts.



QUALITY ASSURANCE PROGRAM

At SHP, we are committed to effectively monitoring the health care we provide and have dedicated appropriate resources to assist in achieving this goal. We actively involve our employees in the Quality Program through gathering information, evaluation, care and problem resolution. This approach allows us to objectively assess and monitor the quality and appropriateness of patient care.

We accomplish these objectives with on-site visits, the use of audit tools, outcome studies, and medical chart reviews based on clinical indicators. Periodic meetings with the facility and SHP allow for these findings to be shared and the opportunity to provide feedback for modification and implementation. This approach allows us to objectively assess and monitor the quality and appropriateness of patient care.

Our Quality Assurance Program includes, but is not limited to:

- Evaluating medication usage
- Monitoring cost effectiveness of services delivered
- Evaluating clinical performance of current program and identifying enhancement needs
- Resolving identified problems and/or weaknesses which may impact patient care
- Constant, objective, and systematic monitoring and evaluation of all health care services for SCDC

There will be site-specific criteria developed to ensure compliance with key service timelines. Each on-site staff member will have a role in information gathering and/or final process review. Our system is utilized to make any necessary changes or develop solutions which ultimately improve patient care.

COST CONTAINMENT PROGRAM

Our cost containment efforts include several programs which have resulted in substantial savings for our clients, including SCDC. In the following paragraphs, we briefly describe other programs and activities we routinely pursue to assist in controlling healthcare costs for your office/budget and the taxpayers.

Utilization Management (UM)

SHP operates contracts with a managed care ideology. We consider Utilization Management (UM) to be a vital and necessary component of every healthcare program we provide. SHP strives to ensure all care rendered is medically required and is provided safely in the least costly setting while maintaining the highest quality of care. We accomplish this with concurrent daily reviews of each admission and retroactive reviews of cases. This sharing of information, experience, and expertise contribute to the best conservation of available resources without jeopardizing patient safety and the quality of care while saving valuable officer time.

The goal of the UM Program is to provide necessary and appropriate healthcare in the most efficient manner. Regardless of the payer source, our commitment to monitoring these patients results in the best use of available resources. The discharge planning program begins upon admission and with coordination often resulting in a combination of outpatient services or medication adjustment, allowing earlier return to the detention facility.

On-Site Services

Several on-site services are performed to maintain cost effectiveness for the facility both in the management of the services as well as eliminating outside security issues. Lab and x-ray services are coordinated on-site with outside clinical providers. For x-ray services, a clinical provider will be contracted to come to the medical unit and provider on-site x-rays to patients as ordered by the medical director and medical staff. All test results are reported via email, fax, or phone. Other services may be identified for on-site use as additional providers are added to the program.



Subcontractors and Bulk Purchasing

- * We also control costs by negotiating tight, cost-effective agreements with our subcontractors, vendors, and suppliers. We have been able to deal with national suppliers and enter into bulk-purchasing contracts which allow us to acquire medical equipment, drugs, supplies, and services at very competitive prices. These discounts are then passed along to each of our partners saving both time and money for the facility.

Service Reports

Our regular monthly healthcare activity reports containing utilization statistics, trends and healthcare program results are a valuable tool for cost-containment efforts.

- * **Verification of Other Payor Sources**

SHP understands the ever-changing needs of the facility, especially in the light of the Affordable Care Act (ACA). To better serve our customers, we have developed proprietary software that continuously searches for current insurance products on incarcerated individuals. This allows SHP to provide insurance information to healthcare providers which will enable those providers to bill insurance products correctly as opposed to charging the facility for eligible healthcare services. We continue to research and learn all aspects of ACA and how it will apply to our customers, therefore, ensuring the greatest savings for the counties we serve.

Bill Scrubbing/Medical Discount Negotiation

It can be a momentous task to seek and apply discounts to the vast number of claims received by SCDC for outside health care services. Not only can it be time-consuming administratively and confusing, but it can also result in lost discounts if appropriate procedures are not applied. SHP has an accounting team well experienced in this complicated practice, and thoroughly reviews codes for proper billing as well as application of any mandated state and/or facility negotiated discounts. As part of our administrative services to SCDC, SHP will review all bills for outside services, and then prepare a statement for SCDC of all approved payments based on the inmate's actual status within the facility, avoiding the potential over-payment or payment for unnecessary services.

We will process all claims according to the Myrtle Beach Decision. We are well equipped to adjudicate medical claims and assure only appropriate claims charges on bills are reimbursed. Individual edits are performed at the detailed claim line level and include industry-standard edits such as unauthorized/inappropriate services, incomplete claims, duplicate claims, invalid or excessive codes, unbundled charges, etc. Our software enables us to ensure the facility is only paying for medical services during the inmate's incarceration. Once it has been determined as to the responsibility of the claim, we begin our review and repricing process. We have access to and apply the most updated allowable reimbursement amounts to each medical claim.

LITIGATION AND RISK MANAGEMENT

Our Risk Management Department handles incident reports and legal matters. We also answer legal questions SHP staff may have or provide training on legal compliance and risk reduction. We subscribe to an "Open Door Policy" will all of our staff.

The process of risk management is designed to reduce or eliminate the risk of certain kinds of events happening or having an impact on our business while protecting both SHP and our partners. Risk management is a process for identifying, assessing, and prioritizing of various events. Upon identification of risks, the Risk Management Department will create plans to minimize or eliminate the impact of negative events to protect SCDC.

These plans include training topics such as:

- Performing quality patient care
- Good documentation skills
- Follow through with treatment care plans
- Review of previous incidents



Correctional nursing is a professional specialty area that is becoming recognized around the world. It offers the opportunity to practice nursing in a unique atmosphere with other multi-disciplinary health care providers. While correctional nurses may deal with the same issues as the public sector, they have the added responsibility and challenge of providing quality nursing care to a challenging population.

SHP promotes patient safety through review of processes and symptoms regarding adverse and/or possible near-miss clinical events in an effort to reduce risk and/or harm to patients, SHP encourages medical staff members are trained as to incident reporting upon their orientation and mortality reviews are performed after negative outcomes. An open forum is encouraged to properly identify problems, risks, and the potential for risks within the jail medical unit. Critical Incident Stress Debriefing is a process that prevents or limits the development of post-traumatic stress in people exposed to critical incidents. Debriefings help people cope with and recover from an incident's after effects. We want staff to understand they are not alone in their reactions to a distressing event, and this process provides them with an opportunity to discuss their thoughts and feelings. SHP encourages this process with our medical staff and jail officers.

- * For legal matters that may arise, Ms. Shira Crittendon serves as our General Counsel. Ms. Crittendon, along with our in-house risk management department staff, work closely with our insurer, SCDC, and our local counsel to manage claims and cases which may arise, to evaluate and address potential areas of future legal exposure, and to ensure our health services program is conducted and administered in a legally appropriate and defensible manner.

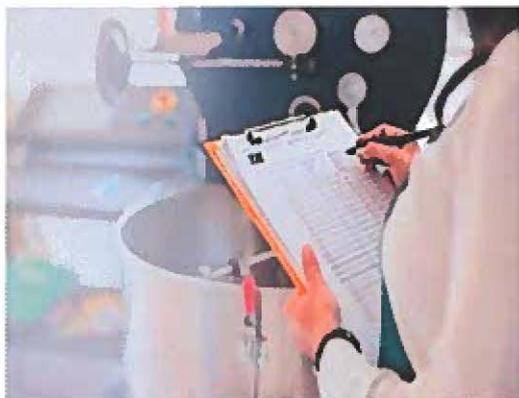


6. SHP Scope of Services

As the current provider for SCDC, the following is a summary of our services. Should the facility need more specific information on services not outlined in this proposal, SHP is happy to provide it.

The following topics are outlined briefly to show understanding and compliance with standards:

- Receiving Screening
- Comprehensive Appraisal and Examination
- Daily Triaging of Complaints
- Clinical Pathways
- Sick Call
- Segregation Checks
- Coordination of Hospital Care
- On-Site Specialty Services
- Emergency Services
- Dental Care
- Mental Health
- Laboratory Services
- Female Healthcare Services
- Pharmaceuticals and Medical Supplies
- Chronic Care
- Inventory Control Measures



RECEIVING/SCREENING

Upon the formal booking of each inmate by the Correctional Officers, SHP medical staff will review all intakes in the intake area. A receiving screen will be performed within 24 hours, or sooner, of the initial booking process for any definite medical answers. Dental screens will be conducted at the time of History and Physical. Where needed, the appropriate level of treatment (i.e. treatment in-house by a member of the professional health services or referral to a hospital or other community-based health services) will be made after a thorough evaluation of the inmates' condition by the medical staff.

This initial patient-provider interaction is the most critical encounter that we as providers have with a patient. It allows us to quickly identify any medical issues so that they can be swiftly handled. We believe that the sooner identified issues are addressed, the better for the patient. This also minimizes exposure to "delay-in-care" issues.

Information regarding access to health care services is to be communicated orally and in writing to inmates upon their arrival at the correctional facility. SHP will use notices, printed in both English and Spanish, that will be posted in the intake area and the Medical Department advertising to detainees how to access the health care delivery system. This is in addition to the verbal and written/documented notification which is provided at booking, in the facility's Inmate Handbook, by the facility.

Patients will be asked for information regarding prior treatment and medication history to promote continuity of care. Verification of information will be performed by medical staff with review of such information by the provider.

X-RAY SERVICES

We plan to use a portable x-ray service to perform any required procedures inside the facility. This eliminates the cost of transporting inmates and affords savings in officer time and potential overtime. Some procedures may need to be performed with equipment at a hospital or other radiology facility.



ALCOHOL AND DRUG ASSESSMENT ?

Upon intake, patients will be screened for current intoxication levels using the CIWA scale. Indications of withdrawal will be treated under evaluation or assessment of our providers and their protocols. Patients assessed with possible emergent or life-threatening symptoms will be referred to the local emergency room. Most withdrawal patients can be managed effectively on-site. Consistent monitoring of the patient's process through withdrawal will be important, and therefore all medical staff will have a role in monitoring the patient's vital signs to ensure the patient is progressing through withdrawal. We would also rely on the officers to alert medical staff of any decompensating behavior in between medical staff checks so the patient's condition can be quickly addressed.

HEALTH APPRAISAL / HISTORY AND PHYSICALS

A comprehensive medical history and physical examination will be performed on all inmates within 14 calendar days of arrival.

The health appraisal will include at minimum, as required or if clinically indicated, the following:

- Review of preliminary health screening done at intake
- Testing for airborne infectious conditions
- Height, weight, pulse, blood pressure and temperature
- Mental health, dental and vision screenings
- Additional tests and examinations as appropriate
- Initiation of therapy and immunizations as appropriate

Inmates will be scheduled for annual physical examinations as indicated by their age and physical condition.

If at the time of the physical, it is determined an inmate requires further medical treatment, the inmate will be referred either for immediate medical treatment or to see the physician/provider at the next scheduled sick call.

If the health assessment finds an inmate has a chronic health condition including but not limited to, AIDS, asthma, diabetes, epilepsy, cardiac, pregnancy or other, the Provider will initiate a specialized treatment plan for the patient. This treatment plan will include information and direction for other medical staff, as well as pertinent information for correctional staff.

✓ TB screening and testing will be performed on all patients at their physical. Any positive reads will be handled under protocol and in conjunction with the local health department.

SICK CALL

To ensure inmate health problems and requests are addressed promptly, appropriately, and efficiently, SHP will use a structured triage procedure that has been tested and proven effective in other correctional settings.

✓ All patients requesting sick call services are to be seen.

As a first step in the triage system, the inmate is seen by a member of the professional nursing staff and appropriate treatment is administered within the scope of the nurse's ability and license. For non-urgent complaints, our nurses will schedule the inmates to be seen within 24 hours, or 72 hours if over a weekend. Those inmates in need of more urgent, higher level service will be referred to the physician or another appropriate professional practitioner promptly.

If the physician provider determines the patient's medical needs are more extensive or specialized, an appropriate referral to outside medical services will be made. Appropriate documentation will be recorded and maintained for all inmates seen at sick call and incorporated into the inmate's permanent medical record.





✓ **MENTAL HEALTH SERVICES**

SHP uses a team approach for mental health services on-site, starting at the patient intake. Our medical staff will work as a bridge in caring for those in our custody and assist with discharge planning as they transition back to the community with follow-up and public health resources.

✓ SHP will arrange for the mental health services for inmates including:

- Effective crisis intervention
- Suicide prevention and screening
- Referrals as necessary
- Mental Health Assessments and evaluations
- Monitoring Mental Health Medications
- Mental Health Court reporting, upon request

✓ SHP has established a written plan for identifying and responding to suicidal individuals within the facility. All SHP medical personnel and facility correctional officers will be trained in suicide prevention techniques. Both the training and treatment plans will incorporate recognizing and responding to suicidal individuals, while the components of each program will include but not be limited to training, intake screening, monitoring, communication, intervention, and critical incident debriefing.

✓ SHP is in negotiations with Michele Reeder, Chief of Staff, of the Santee-Wateree Community Health Center, the local mental health resource agency, to provide not only on-site services of a Psychiatrist and Mental Health Worker, but also extension of services for after care upon the patient's discharge from the facility. Further, these services will include the involuntary commitment services, as needed, based on their assessment of patient treatment regimens.

HOSPITAL CARE

When it is medically necessary to transfer an inmate to a local hospital for treatment, SHP will utilize the facilities and services of a hospital which meet the approval of the facility. All hospital charges for both inpatient and outpatient care, as well as physician charges outside the facility, will be the facility's responsibility. To help control expenses and utilization of costly inpatient hospital services, we will continually review the medical necessity for, and give prior approval to, all planned inpatient admissions. We will seek to have the inmate discharged as soon as his/her condition permits, as our Utilization Management Department will work with the hospital providers as to which services can be completed within the medical infirmary.



✓ **EMERGENCY SERVICES**

Our MTA and site provider will have twenty-four (24) hour on-call responsibility for any emergency that may arise, to respond by phone to speak with our on-site staff or facility personnel. We also encourage training for officers to make determinations where 911 should be called first and then our healthcare staff.

LABORATORY SERVICES

SHP will use a correctional Laboratory Service for those procedures which cannot reasonably be conducted on-site. When using laboratory services, our healthcare personnel will draw specimens and prepare them for transport to the appropriate laboratory. All samples will be collected by accepted laboratory standards and will be sorted appropriately and labeled before being sent out for processing. The results of these test can be quickly transmitted back to the site and are communicated to our staff provider who then filed them as part of the inmate's medical record. The provider is notified immediately by the medical staff of any abnormal lab value.





✓ SPECIAL DIET PLANS

SHP medical staff will evaluate all inmate stated food allergies, and upon verification, will submit information to kitchen services to avoid any patient specific food allergy reactions. Further, additional diet plans may be submitted for patients who have certain medical conditions, such as diabetics or hypertensives, who are need of diet management and/or control of calories. Diet plans will be reviewed with kitchen services upon request, or at least on a bi-annual basis.

✓ DENTAL CARE

SHP will screen all inmates within 14 days of admission for dental issues as part of History and Physical. Dental treatment is provided through an established treatment plan with painful conditions receiving priority treatment. All treatment records are to be kept in the patient's medical record and will chart decayed, missing, and filled teeth. Oral hygiene and patient teaching are a part of every SHP dental program.

✓ INFECTION CONTROL

SHP realizes all communicable diseases require special attention in inmate populations. We have developed an Infection Control Program that incorporates education, diagnosis, and treatment. Diseases with particular significance include HIV, TB, Hepatitis, and MRSA. If an inmate is diagnosed with a communicable disease, steps are taken towards isolation and/or treatment as indicated SHP also assures we will provide a clean, safe, and healthy environment in the medical unit and will work with corrections administration to develop and implement a comprehensive environmental health program at the facility.

✓ MEDICATION PASS

SHP medical staff will prepare and pass all prescribed medication to patients within the facility. Practices will be developed, along with SCDC administration, to ensure a streamlined process to deliver medications to the patients, as well as checks for ensuring medications are taken/swallowed. Any refusals of medications will be documented and the provider will be consulted.

✓ PHARMACEUTICALS AND MEDICAL SUPPLIES

SHP has designed a program tailored specifically to SCDC for the ordering, dispensing, and administering of prescription drugs, under the guidance and oversight of Clinical Solutions Pharmacy. We have developed a formulary of pharmaceuticals ~~which is used in our facilities~~ which is used in our facilities, and we currently hold the Board of Pharmacy licensure as current for our program. The intent is to provide the safest, most efficient, and cost-effective medication appropriate to each individual's treatment. Together we are continually searching for opportunities to improve medication delivery whether at the pharmacy, facility, or cell-side level. At SHP, we leave nothing to chance.

* For immediate needs, we always use a local pharmacy for stat medications and will assure any medication will be available within 8 hours if needed.

Our general guidelines for pharmaceuticals are:

- Prescriptions brought in by the inmate or their family, including mental health medications and medicated-assisted treatment (MAT) medications, will be reviewed by SHP staff and continued or substituted with formulary medications as necessary by our physician
- Verification will be performed by the medical staff of an inmate's current medication(s)
- The minimum amount of psychotropic or narcotic medication is prescribed based on need
- No more than a single dose will be administered at any given time
- Refusals of medication by an inmate must be documented
- Counseling will be provided to the consequences of non-adherence of the prescribed medication





HEALTH RECORDS

Any healthcare delivery system is only as good as the quality of its health records. We ensure all health records are maintained in compliance with state regulations and are consistent with community standards of practice. SHP will assist SCDC with the fulfillment of requests regarding the records and serve as the Records Custodian in all medical record matters.

The following general policies and procedures concerning health records will apply:

- All health records will be kept locked and secured
- Information necessary for classification, security, and control of inmates will be provided to the appropriate corrections personnel
- Inmates will not have access to health records
- SHP will follow jail recommendations for archival
- All records will be retained for a minimum of seven (7) years, or as long as legally required
- Medical summaries will be prepared and sent with inmates transferred to other facilities or jurisdictions
- Each inmate will have a separate and complete medical record



7. Personnel Services

RECRUITMENT PRACTICES

SHP recognizes that change is hard. That's why we will continue to use our current nursing staff to serve SCDC's clinical needs. We invite SCDC's input into the valuable work done by those currently employed and recognize the final selection for retention and our selection shall continue to be subject to approval by SCDC.

Physicians and other practitioners are usually recruited through contacts with the local medical or dental society, and/or professional contacts within the community. Local autonomy in hiring will be maintained, and corporate resources will be used for recruiting when necessary. We have been fortunate to find medical professionals who are willing to practice good correctional managed care. These providers support the elimination of unnecessary trips outside the facility, as well as impact pharmacy costs.

SHP has been successful in nurse recruiting with a unique approach. We not only use word of mouth but have found that offering PRN positions and training those interested in the corrections field provides for a variety of qualified staff and a pool from which to utilize those at other facilities both in training and in staffing.

All site personnel are interviewed by the Medical Team Administrator (MTA) and/or Regional Representative. We also require an application form and evidence of a current license. Past work and educational histories are verified. Once recruited, the credentialing procedure and licenses are verified through the professional issuing board. The prospective employee will then be subjected to a background investigation conducted by SCDC in accordance with SCDC's existing policies and procedures. When hired, the employee must complete a job specific orientation program and security training.

In addition to the credentialing information provided to us by the respective boards of medicine for licensed personnel, all SHP personnel are further subjected to individual screening search in the US Department of Justice National Sex Offender Public Website (NSOPW) registry. This registry is the only government system that exists to link public state, territory, and tribal sex offender registries allowing for a more comprehensive search tool and safety resource. These jurisdictions include the 50 states, U.S. Territories, the District of Columbia, and participating tribes. This national search further increases our ability to ensure patient safety and facility security from potential sexual predators who might seek employment.

EQUAL EMPLOYMENT OPPORTUNITIES

SHP is an Equal Opportunity Employer and follows established policy in all hiring and employment practices. It is the policy of SHP to comply with all local, county, state, and federal laws prohibiting discrimination in employment and to make all personnel decisions without regard to race, color, religion, sex, age, or national origin. SHP is committed to maintaining places of employment that are safe, productive, and free from sexual harassment.

DRUG-FREE WORKPLACE

SHP performs a drug screen on 100% of new employees as a final condition to employment. In compliance with our national and multi-state drug-free workplace certifications, all employees are subject to pre-employment, post-accident, and random drug screening to ensure we maintain a drug-free workplace.





COMPLIANCE WITH E-VERIFY

SHP has maintained its utilization of the Department of Homeland Security's E-Verify program requirements for screening of all its employees since November 7, 2007. Compliance with the Department of Homeland Security and the Social Security Administration regulations ensures our ability to protect the rights of employees and avoid possible discrimination.

LICENSURE / CERTIFICATION REQUIREMENTS

We require that all members of the healthcare staff be certified and hold current licensure. SHP verifies all professional healthcare licenses before the employment of an individual and will keep them on file where they can be readily inspected.

STAFF TRAINING AND DEVELOPMENT

SHP is a strong believer in providing training and development to all staff members. We understand the importance of developing individuals and invest time and attention in them – many of our staff have moved up to leadership positions within our company. In addition to the training our new hires receive, SHP also offers monthly training topics that allow nurses to obtain CEUs as well as training for professional development.

OFFICER TRAINING

Correctional officers are a vital part of our health care delivery process and are our partners in delivering health care to inmates. SHP has developed tailored and customized correctional officer training programs to meet the changing needs of the inmate population throughout our partner agencies.

Not only do they facilitate the work flow, but correctional officers represent the eyes and ears throughout a facility to alert health care staff to inmates with possible health issues. Because correctional personnel are often the first to respond to problems, they must be aware of the potential for emergencies, know the proper response to these situations and understand their part in the early detection of illness and injury. SHP offers training programs in a variety of methods, including classroom training, via web or electronically or any combination of these methods. SHP's Correctional Healthcare Consultants are experienced in the management of jail operations and along with SHP healthcare team members, instruct on a variety of the necessary topics.

SHP provides a variety of components in our training programs. Effectively trained correctional officers are able to assist SHP medical personnel in recognizing the need to refer an inmate to a health care professional and to provide emergency care. Additional topics include: Infectious and communicable diseases, medication management, first aid training, and CPR. It is not uncommon for inmates who take medication or who have chronic illnesses to be housed in general population, away from healthcare staff. Therefore, it is imperative that officers are able to recognize certain chronic illnesses such as asthma, seizures and diabetes as well as adverse reactions to medications. Officers also assist and alert healthcare staff to inmates with symptoms of intoxication and withdrawal. Another important part of training is recognizing mental health symptoms in inmates with mental illnesses. SHP offers officer training on recognizing the signs and symptoms of mental illness and procedures for suicide prevention. Training for appropriate referral of inmates with health complaints to health staff is also important.

Overall, SHP's team of healthcare and operational professionals deliver a well-developed health training program for our numerous partners and offer correctional officers the information and knowledge to assist SHP health staff in preventing, and responding to adverse events within the facility. While we offer most training session for free to our partners, CPR training does cost an additional fee. All training must be requested and scheduled in advanced.



✓ IN-SERVICES TRAINING FOR MEDICAL STAFF MEMBERS

SHP believes professionalism in nursing is enhanced through the continuous updating of knowledge and skills. We provide in-service programs for our on-site staff geared specifically to healthcare delivery in the correctional setting. These programs are designed to promote the continued development of knowledge, skills, and practices that are consistent with contemporary standards for nursing practice.

The following are topics SHP offers:

- Withdrawal Signs and Symptoms
- Infection Control - Universal Precautions
- Physical Assessment
- Cardiac, Neurological, and Respiratory Systems
- Nursing Management
- Infectious diseases – A.I.D.S. and tuberculosis
- Prison Rape Elimination Act (PREA)
- Mental Health Screening

Extensive training for all staff on bloodborne pathogens, PREA, and related patient safety topics are mandatory. These trainings are completed on an annual basis with copies of completed certificates available to SCDC's compliance training officer. CPR and use of AEDs are required training for new hires, and thereafter annually held.

- ✓ SHP is an approved Nursing CEU provider licensed with the Alabama Board of Nursing, and these CEU units are honored by the nurse licensing boards in all the states where we operate.

Initial training for new hires will be established through on-site and online TalentLMS training modules. Online training has become a necessity when helping our customers deal with the challenges of scheduling flexibility for staff often working on all shifts as well as the ability to record training for use on an ongoing basis when orienting new employees at your facility. TalentLMS allows participants to register their attendance individually and watch the full duration of training, tracking their attention and attendance electronically. In many locations, we have been able to offer CE credits for this format of training with prior approval from the crediting institution for class content. At any time, SHP can view an employee's training history and print such for accreditation review meetings.

Development of new training will be worked through review of on-site trends and needs. We find our ability to tailor training specific to site areas has been most helpful to our staff.

✓ ORIENTATION OF SHP STAFF

All employees will complete an orientation process which starts with our online onboarding program. Staff members are introduced to various learning topics through our TalentLMS system. This allows us to see their progress and ensures their completion of required training prior to their actual "on-site" orientation.

SHP is committed to providing an organized training process so that we always set the expectations of quality health care programs. Employees will have on-site training with a staff member who is knowledgeable at site level, as well as the SHP site services. Employee manuals will also be available for resources and guidance. Individual job descriptions and duty lists are available for review for each of the positions described in our staffing plan.





POTENTIAL STAFF VACANCIES

Any vacancies of positions will be filled by PRN nurses, regular staff working extra hours, or by other arrangements made by the nurse administrator, until the position is filled. All scheduled shifts will be filled. Vacant shifts will be covered to the extent which nurses can be provided and will vary depending on the lead-time given for the shift vacancy.

 SHP has trained travel nurses that are available to any new facility to provide support and staffing during the initial and start up orientation. This additional level of qualified individuals, along with the Regional Representatives, builds the work force of qualified nurses in local jails.

EMPLOYEE SAFETY

Employee safety is of paramount importance at SHP. We take a great deal of pride in our employee safety program. This program was developed to reflect the unique needs of a correctional work environment and to maintain compliance with OSHA Standards and Training Guidelines. We continually offer training to each employee in order to prepare for and adapt to the unique challenges of each correctional facility.

BACKGROUND CHECK

All SHP employees are subject to a thorough background check before hiring. SHP will provide SCDC all of the relevant information needed to perform criminal background checks on all submitted prospective applicants who have passed all previous interview processes.



8. Proposed Staffing

STAFFING MATRIX

After careful review of SCDC's current staffing plan, we have proposed the following staffing plan for your consideration. Our staffing plans are based on the county's current staffing levels and our experiences in similarly sized facilities.

Sumter County Detention Center, SC								
Staffing: 24/7 Staffing								
ADP = 250								
<u>POSITION</u>	<u>S</u>	<u>M</u>	<u>T</u>	<u>W</u>	<u>T</u>	<u>F</u>	<u>S</u>	<u>HRS/WK</u>
Professional Staff								
Medical Director		1						1
Physician Extender (NP/PA)		5						5
Psychiatrist			4					4
Administrative Staff								
Medical Team Administrator (RN)		8	8	8	8	8		40
Qualified Mental Health Provider (QMHP)		5		5				10
Admin. Assistant/Clerk		4	4	4	4	4		20
Support Staff								
Med Tech/Clerk	12	12	12	12	12	12	12	84
RN/LPN FLOAT	16			8			16	40
LPN - Days	12	12	12	12	12	12	12	84
LPN - Nights	12	12	12	12	12	12	12	84
TOTAL HOURS								362



PROPOSED STAFFING

Our proposed medical staffing plan for SCDC is based on our twelve (12) years of experience of working with the facility, our professional experience in similarly sized facilities, and our evaluation of SCDC’s needs.

<p>Medical Director (Physician/Physician Extender):</p>	<p>Our Medical Director will be scheduled to visit the facility every week. The primary purpose will be for sick call but also to provide ongoing guidance for chronic care. A Physician Extender (mid-level practitioner) or Nurse Practitioner (NP) may be used as the Medical Director with a collaborating Physician.</p> <p>Our Medical Director will be expected to participate in the direct care of inmates, or in reviewing the direct care provided by nurses. There will also be time required to respond to calls from nurses, and for administrative duties such as formulary review, protocols, quality assurance, and education and training.</p>
<p>Psychiatrist:</p>	<p>SHP is in negotiations with the Santee-Wateree Community Health Center to help supplement our on-site mental health program by providing a Psychiatrist to perform services such as evaluations and medication therapy review. This time may be done via teleconnection with the Provider.</p>
<p>QMHP:</p>	<p>As with the Psychiatrist, once negotiations are completed, a Qualified Mental Health Professional (QMHP) will be onsite weekly for counseling services, limited crisis intervention, and evaluation of special mental health inmates. This staff member will work in conjunction with other medical staff to provide a comprehensive mental health program on-site.</p>
<p>Medical Team Administrator (RN - MTA):</p>	<p>The Medical Team Administrator will be our on-site manager with a background in medical administration and will serve as the primary liaison between SHP and SCDC administrative staff. The MTA will be responsible for the administrative responsibilities of the contract such as reporting and quality improvement processes. He/she will work a fulltime schedule weekly (excluding holidays and reasonable time off for illness and vacation). SHP will continue to use Amanda Geter, RN, as our MTA for SCDC.</p>
<p>Ancillary Staff:</p>	<p>Our staffing plan allows for additional nurses and other ancillary support staff (such as LPNs, Administrative Assistants, and Medical Records Clerks) to ensure adequate coverage. Each member of our healthcare staff at SCDC will be appropriately licensed, and new employees will receive appropriate orientation and training before assuming duties within the facility.</p>



9. Price Proposal

EXPLANATION

Most of our contracts with our customers are designed to allow for comprehensive services, meaning SHP manages the usage and costs of all services outside the facility as well as inside facility. We have attempted in this proposal to identify all of the services we will provide and furthermore those for which we will ultimately pay, and those that will be covered by SCDC separately.

Price Summary - Sumter County, SC	
Pricing Conditions	
Cost Pool Limitation	\$75,000
ADP	250
Per Diem Charge	\$1.25
Staffing: 24 hours per day, 7 days per week	
Base Compensation	\$823,680
Monthly Installment	\$68,640
Value Added Services	
Electronic Medical Records	\$14,802.75 (\$1,233.56 per month)

PRICING

After careful review of SCDC’s request, SHP has devised the following pricing option for the county’s consideration.

Staffing Option 1’s proposed annualized base price to furnish **24 hours a day, 7 days per week** coverage is **\$823,680** annually (**\$68,640** per month) for the first year.

Payment by SCDC will be made in twelve (12) equal monthly installments as indicated above. SHP will send an invoice to SCDC approximately thirty (30) days prior to the month in which services are provided. SCDC agrees to pay SHP by the tenth (10th) day of the month in which services are rendered.

ADP PER DIEM / COMPENSATION FOR INCREASES IN INMATE POPULATION

This proposal is based upon an Average Daily Population (ADP) of 250 inmates. If for any month that month’s average of daily inmate population counts exceeds the inmate population limit of 250, SCDC will pay a per diem (per inmate per day) amount of \$1.25 on the excess above the limit of 250 upon submission of a separate invoice by SHP and verification by SCDC.

This additional charge is designed to address a temporary fluctuation above the anticipated maximum for which this proposed program is developed. The charges paid to SHP will cover those items that are affected by the temporary excess population such as supplies, insurance, etc. Longer term population changes beyond the average of 250 should lead to a renegotiation of contract terms.



PRICE RESPONSIBILITY TABLE

SHP specifies below the responsibility of each of the two parties to the contract with respect to covering costs. This allows the County to know what SHP is responsible for, and not get confused on cost-plus models or additional fees outside of the base fee – which we sometimes see in other competitors pricing model. Further, given the size of our many jail locations, SHP is able to negotiate much deeper discounts on products, at a much lower cost, as the county gets the full effect of our volume buying power. Please note these items will also be covered in the final negotiated contract agreement as well.

SHP	Sumter County Sheriff's Office
Nurse wages and benefits	SCDC pays for any medical equipment over \$250
Physician / Medical Director	SCDC pays for any equipment repair on SCDC -owned equipment.
Policies and Procedures development	Phone, Fax, Internet - lines, calls, and connections
Minor equipment (<i>under \$250 per single item or unit</i>) if SHP requests the equipment	Any necessary licenses/permits for inmate medical services in the jail facility
Repairs on existing SHP equipment	Emergency kits and restocking supplies for kits
Office supplies	Repairs to SCDC owned equipment
Over-the-counter medications	SHP Renal Dialysis and other major chronic care is SCDC's responsibility
Medical supplies	* All Prescription Medications
Medical waste disposal	* Off-Site Medical Services
Folders and forms	* Off-Site Mental Health Services
Travel expenses	* X-Ray services on-site / off-site
Publications and subscriptions	* Dental Services on-site / off-site
All required insurance as offered	* Clinical Lab Procedures
Administrative services (cell phone)	
Training for officers in the jail on various topics	
All other specific on-site services, including basic on-site mental health services	

* These services are included in the Cost Pool:

All Prescription Medications
 Off-site medical services
 Off-site mental health services
 X-ray services on-site / off-site
 Dental services on-site / off-site
 Clinical lab procedures

Cost Pool Accounting Feature

\$75,000



FUTURE YEAR'S PRICING

If SCDC elects to continue to contract with SHP, annual renewals beyond the initial 12-month contract period will be based on a 3% value for both years 2 and 3. This price increase will apply to the base fees and per diem rate. For years past the third year, we would plan to discuss any price adjustments for SCDC's consideration in advance of the contract year end, and work toward a reasonable increase, as warranted.

Future Years Pricing Chart			
Staffing Option	Year	% Increase	Estimated Amount
Staffing Option 1	2 nd Year	3%	\$ 848,390
	3 rd Year	3%	\$ 873,842

*As previously stated, the above chart is not meant to represent an **exact** pricing. The above chart is only meant to serve as an **estimation of future years pricing**.*

COST POOL ACCOUNTING

The base price includes a **\$75,000** Cost Pool to cover the cost of weekly visits by the QMHP, on-site labs, on/off site x-ray services, on/off-site dental services, all prescription medications, and all medical services that cannot be performed on-site. Should SCDC not deplete the total budgeted cost pool amount of **\$75,000**, SHP agrees to refund SCDC 100% of any unused monies (up to **\$75,000**). If the total budgeted amount of **\$75,000** is reached in any year (12 months), SCDC will be responsible to cover 100% of the excess costs through a reimbursement procedure to SHP.



10. Value Added Options

ELECTRONIC MEDICAL RECORDS (EMR) – \$14,802.75 Annually

We strive to incorporate advanced technology into our delivery of health services. This includes Electronic Medical Records (EMR). An EMR system not only significantly improves the quantity and quality of information available to both providers and clients, but it also increases the efficiency of staff resources.

SHP currently partners with one of the leading systems in the industry, Health Care Systems, Inc. (HCS), for EMR systems in the facilities we serve. If the current equipment is not compatible, SHP and HCS will install an EMR system in the facility for use by SHP medical staff. With our EMR, all communication for the inmate is stored electronically in the chart and is accessible at the point of care. This will eliminate the need to move paper charts between the units, often leading to misplaced or lost paperwork.

The EMR will integrate with many Jail Management Systems. This integration will enable our nursing staff to see the housing and classification of inmates, the proximity of inmates with chronic or communicable diseases, and assist in passing prescription medications in each housing unit. **This is a HIPPA compliant, web-based system. All information stored in cloud storage is arranged through HCS.** HCS will take the lead in transitioning to our system. They will provide an on-site implementation of the system, as well as on-site training for SHP employees and for supervising detention staff.

Below are Counties contracted with SHP using the HCS EMR system:

- Cumberland County, NC
- La Plata County, CO
- Madison County, AL
- Miller County, AR
- Campbell County, KY
- Sumner County, TN
- Walworth County, WI
- Daviess County, KY
- Oldham County, KY
- Henderson County, KY
- Smith County, TX
- Corrections Center of NW Ohio, OH



The County would be required to outfit wi-fi connectivity in the medical office(s) and pod areas to ensure full usage of the EMR by the medical staff.

Should the County choose this option, the cost will be **\$14,802.75** annually (**\$1,233.56** monthly) in addition to the base compensation rate. This pricing includes the basic computer equipment necessary to facilitate and access the program along with the annual monthly maintenance and hosting expenses. If there are any additional cost associated with integrating the system, these unpredictable costs will be the responsibility of the County.



11. Insurance Coverage

Throughout the term of our contract with SCDC, we will continue to maintain insurance coverage by companies licensed to write business with an A.M. Best Rating of "A" or higher, in full compliance with the terms of the contract, as summarized below.

Insurance Coverage for SCDC	
Malpractice/ Professional Liability	<ul style="list-style-type: none"> \$1,000,000 per medical incident \$5,000,000 annual aggregate Jail named as an additional insured under the policy, Including Civil Rights Coverage per 42 USC 1983
Worker's Compensation	<ul style="list-style-type: none"> \$1,000,000 per accident
Automobile Liability	<ul style="list-style-type: none"> \$1,000,000 per loss
General Liability	<ul style="list-style-type: none"> \$1,000,000 per occurrence of bodily injury and property damage.
<p><i>Southern Health Partners shall indemnify and hold harmless SCDC for medical services covered by the resulting contract.</i></p> <p><i>The above chart is reflective of our current standard coverage.</i></p>	

Please note: SHP does not operate our corporation in LLC format, nor under a previous entity name, and we do not incorporate a separate company for each contract location in order to create liability protection, and indemnity limitations.

We operate all contracts under our one corporate entity – Southern Health Partners, Inc.





12. General Considerations

The primary responsibility for inmate custody and security within the facility rests with the staff of SCDC. SHP shall have primary responsibility in all matters pertaining to medical care of inmates under the terms of resulting contract. Everyone who works in the facility has a responsibility for security, and SHP shall be responsible for security of all material and equipment in our work area, which in hands of an inmate, would be considered contraband and could present a danger to staff, other inmates, or to him/herself.

On matters of mutual concern, detention center staff shall support, assist, and cooperate with SHP. An officer must be present when an inmate is with our medical staff and close security must be provided for our medical staff when in the housing areas. Matters involving safety of staff, inmates, and security of the facility shall remain with facility security management and detention center staff.

All decisions involving the exercise of medical and/or dental judgment will be the responsibility of SHP under the terms of a resulting contract. However, we encourage the detention center's staff to err on the side of caution in an emergency, and we do not have to be consulted before calling for an ambulance or sending an inmate to the Emergency Department. Healthcare services are intended only for those inmates in the actual physical custody of the facility. Inmates outside the facility who are not under guard or were hospitalized prior to commitment to the facility shall not be the responsibility of SHP.

SHP will not be responsible for providing elective medical care to inmates. For purposes of this proposal "elective medical care" means medical care which, if not provided, would not, in the opinion of the SHP Medical Director, cause the inmate's health to deteriorate or cause definite harm to the inmate's well-being. SHP will provide healthcare services to pregnant and post-partum inmates, but healthcare services provided to an infant following birth will not be the responsibility of either SHP or the detention center.

SHP will provide emergency services to all visitors and staff so long as there are adequate staff on-site.

We take no responsibility for the regular healthcare and treatment of officers of the detention center, except for emergencies. We do offer to administer vaccines, such as Hepatitis B, and tuberculosis testing to officers of the detention center if the serum is provided by the detention center.

Our program and pricing allow us to manage most mental health complaints inside the detention center using our current mental health and medical staff as proposed. Outside referrals for treatment plans may be necessary given the patient's condition and/or diagnosis.

We will need a high-speed internet connection and phone line to be provided by the Detention Center.

ANNUAL FINANCIAL REPORT

We understand that competitors frequently seek Freedom of Information Act (FoIA) requests to gain additional knowledge about our company and its footprint. As such, SHP has taken a pro-active approach to further protects its own proprietary and confidential information. We would be more than happy to share our information with the evaluation committee, under separate cover in conjunction with our meeting to review the information to ensure understanding. We hope the last twelve (12) years of partnership between our companies and the services provided during that time will stand as proof to the financial stability of our company.



SAMPLE INTAKE SCREENING FORM/QUESTIONNAIRE

4 PAGES REDACTED



Sample Contract



SAMPLE CONTRACT

18 PAGES REDACTED