



**ALBUQUERQUE  
PUBLIC SCHOOLS**

PRICE AGREEMENT NO. 14383  
AMENDMENT NO. 1

**ALBUQUERQUE PUBLIC SCHOOLS - PROCUREMENT DIVISION**  
PO BOX 25704  
ALBUQUERQUE, NEW MEXICO 87125  
PHONE (505) 881-8418  
FAX (505) 830-1161

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Soliant Health, Inc.  
1979 Lakeside Parkway, Ste 500  
Tucker, GA 30084

SHIP TO

Special Education  
6400 Uptown Blvd NE, Ste 200 W  
Albuquerque, NM 87110

ATTENTION  
OF

Jeff Renegar, Cindy Soo Hoo

DATE	VENDOR CODE
8/18/2015	23707

The Procurement Code, Sections 13-1-28 through 13-1-109 NMSA 1978, imposes civil and criminal penalties for its violation. In addition, the New Mexico Criminal statutes impose felony penalties for illegal bribes, gratuities and kickbacks.

**PLEASE SHOW PRICE AGREEMENT NUMBER ON ALL INVOICES, SHIPPING PAPERS, PACKAGES, CORRESPONDENCE, ETC. INVOICE IN DUPLICATE.**

**ITEMS, TERMS, & CONDITIONS**

**PRICE AGREEMENT**

Occupational and Physical Therapy Services for Special Education

Contract Term: 8/5/15 - 8/4/19

Per terms and conditions of: 15-055SC-AM

Board Approved: 8/5/2015

Pricing Attached

**SERVICES AND/OR GOODS TO BE PROVIDED:** The Contractor shall provide the good(s) and/or service(s), as defined in this agreement, on an "as ordered" basis. This is not an order and no funds are obligated under this Pricing Agreement. Funds are obligated by approved purchase orders on an "as needed" basis. Contractor shall receive separate individual Purchase Orders for each individual requests.

**MINIMUM AMOUNT:** Albuquerque Public Schools does not guarantee a minimum amount of purchases in conjunction with this pricing agreement.

**QUOTES AND PAYMENT:** The Contractor shall include the APS Pricing Agreement Number on each quote and reflect the price as awarded. The invoice submitted for payment shall match the quote and shall note the purchase order number.

**PRICING ESCALATION:** Price escalation will be considered only at yearly observance of award and only upon receipt of written request from contractor stating reason for escalation and the amount being requested. Justifying documentation must accompany price escalation request.

**Amendments:** This Pricing Agreement shall not be altered, changed, or amended except by written agreement signed by both parties.

**Reason for Amendment:** Renewal of Price Agreement

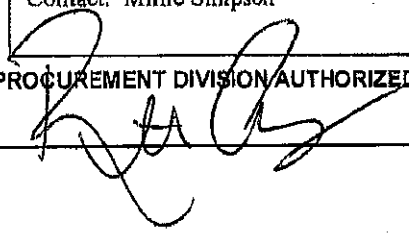
Contact: Millie Simpson

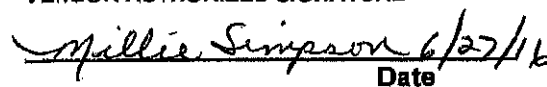
Phone: 770-325-0234

Email: millie.simpson@soliant.com

PROCUREMENT DIVISION AUTHORIZED SIGNATURE

VENDOR AUTHORIZED SIGNATURE

  
Date 6/24/16

  
Date 6/27/16



June 16, 2015

Steven L. Carpenter  
Albuquerque Public Schools  
Procurement Department  
6400 Uptown Blvd NE Suite 500 E  
Albuquerque, NM 87110

Dear Mr. Carpenter,

As a seasoned provider of school-based special education professionals, we understand the complexities and challenges you face when filling positions for your schools. Our extensive experience has equipped us with the necessary knowledge and skills to attract and retain exemplary talent for your schools while meeting these standards.

The following pages will provide information on Soliant's recruiting, screening and placement procedures. While we work tirelessly to stay on the cutting edge of industry trends, so do the other firms eager to service your school district. What makes us unique is the personalized customer service we guarantee our clients as well as our consultants. Our goal is to truly become your partner, not just your provider.

On behalf of the healthcare professionals at Soliant Health, thank you for the opportunity to respond to Albuquerque Public Schools' Request for Bid for OT and PT services for special education. We look forward to a growing and mutually beneficial partnership. If you have any questions, please contact me directly at 770.325.0234.

Sincerely,

A handwritten signature in cursive script, appearing to read "Millie Simpson".

Millie Simpson  
Senior Associate  
millie.simpson@soliant.com

**Headquarters**  
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Jacksonville, Florida 32256  
904.360.2000 office  
904.360.2814 fax

**Local Office**  
1979 Lakeside Parkway, Suite 800  
Tucker, GA 30084  
770.908.2113  
770.908.2203 fax

[www.soliant.com](http://www.soliant.com)



## **B. Costs**

**The Offeror submits the following hourly rate not including New Mexico Gross Receipts Tax for occupational therapy services to complete the requirements as outlined in this RFB for the Albuquerque Public Schools Special Education Department.**

	Hourly Rate
Occupational Therapists	\$65.00
Physical Therapists	\$68.00

## **Required Forms**

### **MEDICAID PROVIDER NUMBER**

1891011649

### **STATE OF NM GROSS RECEIPTS TAX CERTIFICATE (CRS-1)**

Soliant Health's New Mexico CRS # is 02-937690-00-4

### **ADDENDA ACKNOWLEDGEMENT**

Please see the following pages for acknowledgement of addenda one and two.



## A. Experience

**Offeror should submit a detailed narrative describing the relevant experience of their proposed occupational/physical therapy services. The narrative should include a thorough description of the their education, knowledge, and relevant experience in an education setting as well as certifications or other professional credentials that clearly shows the individual is qualified to perform the required work.**

Soliant Health is a respected provider of healthcare staffing services for school districts across the country. Focusing on both contract and direct hire placements, Soliant Health delivers comprehensive healthcare staffing services to some of the largest school districts across the nation. Our team of professionals is qualified to fill occupational therapy, physical therapy, nursing services, speech language pathology (in English and a number of languages) and psychological staffing services.

Since 1991, Soliant has interviewed tens of thousands of candidates, filling thousands of positions throughout the United States. We work with school districts on a close, one-to-one basis to provide ideal situations for your students.

As a company, Soliant made 1,340 placements in a school-based setting in 2014. Please see the table below which provides a breakdown of those placements by discipline.

Discipline	Number of Placements
SCHOOL ART THERAPIST	1
SCHOOL AUDIOLOGIST	3
SCHOOL BEHAVIORAL SPECIALIST	11
SCHOOL BILINGUAL SLP	5
SCHOOL BILINGUAL SLPA	2
SCHOOL CERTIFIED NURSE ASST.	2
SCHOOL COTA	50
SCHOOL DIAGNOSTICIAN	10
SCHOOL GUIDANCE COUNSELOR	2
SCHOOL LEARNING DIS. CONSLT	1
SCHOOL LPN	5
SCHOOL MUSIC THERAPIST	2
SCHOOL NURSE	22
SCHOOL O&M SPECIALIST	11



SCHOOL OT	208
SCHOOL PARAPROFESSIONAL	1
SCHOOL PSYCHOLOGIST	133
SCHOOL PT	42
SCHOOL PTA	4
SCHOOL RN	35
SCHOOL SLI	60
SCHOOL SLP	596
SCHOOL SLP AIDE	1
SCHOOL SLPA	27
SCHOOL SOCIAL WORKER	4
SCHOOL SPECIAL EDUCATION AIDE	1
SCHOOL SPEECH THERAPIST - CFY	13
SCHOOL TEACHER	1
SCHOOL TEACHER - SPECIAL ED.	33
SCHOOL TEACHER -DEAF/HARD HEAR	21
SCHOOL VI ASSISTANT	1
SCHOOL VI TEACHER	32
<b>TOTAL</b>	<b>1,340</b>

Whether it's at the country's largest school districts in metropolitan cities or at more rural schools, our account managers devote their time and energy to creating the best healthcare staffing solutions available. This versatility has made it possible for Soliant to consistently deliver proven and effective healthcare staffing solutions to every client. We pride ourselves on working with our clients on a close, one-to-one basis to provide ideal situations for their students.

### ***PUBLIC SCHOOL EXPERIENCE***

Soliant has been in the special education staffing field for over two decades, staffing both public and private institutions. Throughout the years, we have provided therapy services to hundreds of school districts nationwide. We appreciate the fact that our public school clients must adhere to statutes, ordinances and legislative guidelines that private schools may not. Accordingly, all of our personnel meet all state, national and district requirements for their given occupation. We will conduct thorough referencing, as well as background and drug testing. Soliant has the ability to relocate selected healthcare professionals to their respective assignments in a short amount of time. If necessary, we assist them with housing and ensure that they have adequate transportation to get from site to site in a timely manner.



***Include resumes of proposed occupational therapists in this section. Also describe experience with "no show" assignments, how "no show" assignments have been handled, and any recommendations or ideas to keep "no shows" assignments down to a minimum.***

### ***CONTINGENCY PLAN AND NO-SHOW POLICY***

Soliant Health has an extensive database of more than 200,000 qualified candidates who are available for contract work. If one of our consultants is a no-show, your account representative will immediately begin searching for a replacement.

The designated Account Manager will research the reason why the associate did not show up for their assignment and the findings will be documented in Cosmos, our proprietary database. Depending on the factors for the no-show, the associate could be flagged and deemed unfit to be placed on future assignments.

***Offerors should also submit a current resume of their proposed occupational/physical therapists. The documentation should thoroughly describe how the occupational/physical therapists have supplied expertise for similar contracts and projects. Offerors may include any supporting documentation they feel will support their descriptive narrative.***

Please see the following pages for copies of resumes for the proposed healthcare professionals. We are providing resumes of therapy professionals who may or may not be used to fulfill your particular needs. Any candidate we provide to APS will have similar qualifications and meet the standards as required.

### ***PROPOSED OCCUPATIONAL THERAPY CANDIDATES***

MARY H., OTR/L

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**PROFILE**

- Over 20 years of experience working in healthcare.
- My strength is in nurturing a positive as well as productive relationship with co workers, clients, family members and facility personnel.
- Successfully work, individually or in small groups with a variety of clientele and family members.
- Strive to continually learn most effective treatment strategies to remain current with latest developments.
- Enjoy working with all age groups, especially children with special needs, and geriatrics.
- Managed full case load and provided services which include performing all phases of evaluation and treatment.

**EDUCATION:**

Colorado State University, Fort Collins, Colorado  
*Bachelor of science in Occupational Therapy 1987*

**JOB HISTORY:**

2009 - Present	<b>Traveler - Public Schools (with Soliant Health)</b> Central Consolidated Schools, (Shiprock, NM) Levy County School District, (Levy Co, FL) Paso Robles School District, (Paso Robles, CA), Brevard County School District (FL)
2007-2009	<b>Public School</b> Tucson Unified School District
2006	<b>Traveler - Skilled Nursing Facility</b> Yuma, AZ - Globe, AZ - Tucson, AZ
2005 - 2006	<b>Skilled Nursing Facility</b> Woodside Care Center - San Luis Obispo, California
1998 - 2005	<b>Pediatric Outpatient Rehabilitation</b> Primary Children's Medical Center, Salt Lake City, Utah
1995 - 1998	<b>Pediatric Outpatient Rehabilitation</b> Tallahassee Memorial Regional Medical Center - Tallahassee, Florida
1992 - 1995	<b>Traveler - Skilled Nursing, Out Pt Pediatrics, School System</b> So Carolina - Idaho - Arizona - Massachusetts - Utah Tennessee - Florida
1987 - 1992	<b>Pediatric Outpatient Rehabilitation</b> Primary Children's Medical Center, Sandy, Utah

## **CERTIFICATIONS**

- Pediatric NDT Certified, 1991
- SIPT Certified, 1998

## **INTERNATIONAL EXPERIENCE**

1998

### **Bandung Indonesia**

- Instructed pediatric therapists about Sensory Integration

1994

### **Ryazan Russia**

- Trained Russian pediatric therapists in OT treatment

## **SUMMARY**

*Throughout my career, I have looked upon my duties not merely as a job but a rewarding and challenging field in which I must continually learn the best techniques as well as the best way to approach the client in order to achieve the optimum results everyone is seeking. I have learned to be more sensitive and helpful to parents and patients alike. These are attributes one doesn't learn in books. In approaching my chosen field in this way it is often through small insights that the more subtle and often most effective results are discovered. In closing I would simply add that one must be willing to nurture an attitude of inner progress and continual learning so that surprising opportunities may present themselves. Stagnation does not breed efficiency; but enthusiasm and attention can open doors we often do not see.*



Nicki L., OTR/L

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**OBJECTIVE** To obtain a school-based Occupational Therapist position,

**PROFILE** My work philosophy includes the following traits and skills:

- A student-centered frame of reference
- A belief that an individual's self-esteem, confidence and self-efficacy in all life areas are of utmost importance and therefore therapy involvement should support development and maintenance of each area that will lead to educational success for that student
- A belief that therapy should be as enjoyable and fun as possible to maximize its benefits
- A preference for a team approach with an ability to collaborate with other team members to identify individual strengths and needs and to find ways to efficiently and effectively build upon the strengths and meet the needs of each student
- An ability to work independently
- An ability to develop positive relationships with teaching staff, students and parents

**PROFESSIONAL EXPERIENCE**

**Occupational Therapist: Pediatrics**

Kindergarten-6	Therapist/Contractor	Santa Fe Public Schools (BMSI contract)	August 2013 – December 2013
Headstart-12	Therapist/Contractor	Cuba Independent Schools (CES contract)	April 2013 – June 2013
Headstart-12	Therapist/Travel	Zuni Public Schools (Core Medical Group)	January 2012 – June 2012
Outpatient	Therapist	Indigo Therapy	October 2010 – February 2011
Pre-K through 21	Therapist	Albuquerque Public Schools	November 2000 - January 2008

Formal and informal assessment of fine motor, handwriting, visual perceptual, visual motor, sensory regulation, play, school participation and social skills. Consultation with parents, teaching staff and other therapists for development of each student's most appropriate individualized goals and interventions. Plan of care development and implementation both within the IEP process and for outpatient services. Provision of therapeutic activities including fine motor, psychosocial, sensory integration, behavioral and emotional interventions in individual and group settings. Task analysis and task modification. Environmental and ergonomics assessment and modification. Assistive technology needs assessment and student and staff training in the use of assistive technology tools. Therapy settings include classrooms, student homes, alternative educational sites within treatment centers and schools and an outpatient clinic. Primary caseload has included children ages 4 through 21 years diagnosed with Autism Spectrum Disorder, Asperger Syndrome, ADD/ADHD, Cerebral Palsy, emotional and/or behavioral disorders, motor delays, perceptual delays, and mild to severe developmental and/or physical disabilities. Extensive training in the areas of Autism Spectrum Disorder, developmental disabilities, psychosocial skills training, behavioral interventions, sensory integration, and assistive technology. Family education and support. Coordination with IEP teams. Staff training. QA file reviews.

**Occupational Therapist: Adult**

Developmental Disabilities Waiver Rehab	Therapist/Contractor	Independent Living Therapy Services	December 2013-present
Home Health	Therapist	Hallmark Rehab	June 2013 – August 2013
Home Health	Therapist	Bayada Home Health	January 2013 - July 2013
Home Health/Outpatient	Therapist	Alliance Home Health & Hospice	October 2012 - March 2013
Home Health	Therapy Coordinator/OT	Innovative Senior Care	July 2012 – October 2012
SNF/HH/Aquatics Therapy	Therapist/Travel	Core Medical Group	June – December 2011
Developmental Disabilities Waiver	Therapist/Travel	CompHealth	March - May 2011
Developmental Disabilities Waiver	Therapist	Skills for Life, Inc.	April 2004 – February 2009
DD Waiver/D&E Waiver	Therapist	RDH Occupational Therapy	July 2001– March 2004
	Therapist	Educational Assessment Systems, Inc.	March 2000 – June 2001

Client evaluation including historical and current psychosocial and physical status with development and implementation of interventions and goals based on the evaluation. Provision of therapeutic interventions addressing daily living, safety, leisure and psychosocial skills training as well as sensory, balance & coordination training and non-pharmaceutical pain management. Coordination of services with clients, family members, physicians, nursing staff, direct care staff and other therapists. Client, family and staff education and training. CNA and COTA supervision. Therapy visit and OASIS recertification and discharge documentation. Aquatics therapy.

Nicki L. OTR/L

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Previous employment history available upon request.

**EDUCATIONAL AND PROFESSIONAL**

University of New Mexico, Bachelor of Science, Occupational Therapy, 1999

Ohio University, Community & Rehabilitation Counseling Master's degree program/no degree, 1981/82

Ohio University, Bachelor of General Studies, Psychology/Sociology/Political Science, 1979

New Mexico Occupational Therapy License #1526, October 2015

New Mexico State Level Two Pre K-12 Occupational Therapy License #282146, June 2021

NBCOT certification #1042273, March 2017

NMOTA member

AOTA member



## **B. Service Capability**

**1. Offeror must have knowledge of state and local governmental occupational/physical therapists policies and procedures. Offeror must submit a brief narrative describing how they meet this requirement.**

In an industry heavily guided by government regulations, Soliant recognizes the importance of remaining current with legislative policies and procedures. We appreciate the fact that our public school clients must adhere to statutes, ordinances and legislative guidelines that private schools may not. Accordingly, all of our personnel meet all state, national and district requirements for their given occupation. To ensure that our healthcare professionals remain abreast of these guidelines, we provide our professionals with adequate research and training tools.

Our therapists will abide by the physical and occupational therapy board of New Mexico's policies and procedures. The mission of the board is to actively promote, regulate and protect the health of all stakeholders in New Mexico through effective oversight of the profession of Physical and Occupational Therapy, including all aspects related to licensure, revision of the rules and regulations and promoting the public's best interest for those services it seeks.

**2. Offerors must be able to manage the scale of occupational/physical therapists projects required by this contract. Offeror must submit a brief narrative describing how they meet this requirement.**

Soliant has numerous professionals available who will be ready to work when APS has a need. Our experience has enabled us to successfully source qualified candidates of all disciplines for large, metropolitan school districts such as Central Consolidated Schools in Farmington, NM which has several hundred thousand students to small, rural school districts such as Montgomery County Schools located in Troy, North Carolina which has approximately 4,000 students. Soliant has the expertise to meet your needs; there is no assignment that is too large or small.

**3. In narrative form and/or with a resume, describe your plan for providing the services requested. Include length of time in business as well as any other information documenting that the Offeror has demonstrated competence, credibility and responsiveness in the past and can be reasonably expected to perform in a like manner in the future. In your response, include availability for occupational/physical therapy assignments.**

Since 1991, Soliant Health has provided services to school districts across the country. As one of the nation's fastest growing healthcare staffing companies, we've developed multi-level approaches to source experienced therapy professionals for school systems nationwide.



## **D. Personnel**

***If offeror is a firm, please submit the required information for all personnel who may participate in providing service at the time they are selected to provide services.***

### **ACCOUNT MANAGEMENT**

The world of professional staffing is often plagued by one common variable – recruiter turnover. Most staffing firms follow the ‘sell and pass’ rule. Accounts are sold by one individual or team and passed to a recruiter to source and place consultants. Unfortunately, when the recruiters leave, the knowledge of the client’s environment, culture, needs and thus, the quality of service, tends to leave with them.

Since Soliant is a unique healthcare staffing firm, we operate by a different set of rules. Our Account Managers are also our recruiters. We’ve chosen to assign fewer clients to each Account Manager, allowing them to provide a level of service that lasts throughout the relationship with their client. Our team of Account Managers has an average tenure of eight years: a fact that we, as a company, are very proud of. We offer our Account Managers a comprehensive benefits package, ample time off and quality training opportunities because when we take care of them, they take care of you.

Soliant has chosen Millie Simpson to coordinate services for APS. Please see below for their information.

#### **Millie Simpson**

*Senior Associate*

Desk (770) 325-0234

Fax (888) 292-6230

[millie.simpson@soliant.com](mailto:millie.simpson@soliant.com)

Please see the following page for Millie’s resume as requested.