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## **ADDENDUM NO. 2 TO RFP 9600-61: Locum Tenens Referrals**

**Date:** March 23, 2015  
**To:** All Vendors Interested in RFP # 9600-61  
**From:** Kristen Aldrich, Deputy Purchasing Agent, NMC Contracts Division  
**Subject:** Addendum No. 2 to RFP #9600-61

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**This Addendum No. 2 is to announce a second batch of questions and answers received as of March 20, 2015 pertaining to RFP 9600-61 for Locum Tenens Referrals. Please note that there was an initial batch of questions and answers issued in Addendum No. 1 which are not posted here.**

- This acknowledgement signature page of Addendum No. #2 must be submitted with your bid proposal.
- If this acknowledgement signature page is not submitted with your bid proposal, your entire bid package may be considered non-responsive.

**RECEIPT IS HEREBY ACKNOWLEDGED OF ADDENDUM NO. 2 TO RFP # 9600-61**

\_\_\_\_\_  
Authorized Company Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Company Name

**Question 1: Can NMC provide an estimated amount of contract usage annually for this contract, per specialty?**

*Answer: The annual budget is \$2M, the actual spend is based on the need for coverage which is unpredictable by nature. There is a potential need for any one all of the specialties listed in Exhibit A. The most frequently needed specialties at NMC have been Hospitalist; Pediatric Hospitalist; Cardiology and Critical Care/ICU.*

**Question 2: How are needs for services distributed to the contracted vendors?**

*Answer: Usage is dependent on the vendor's ability to refer highly qualified, reliable physicians that match NMC's coverage needs with sometimes short notice.*

**Question 3: How many vendors are expected to be contracted under this RFP?**

*Answer: Multiple agreements may be executed depending on the proposals received and what NMC deems to be in its best interest.*

**Question 4: Can NMC provide an estimated amount of annual usage for the next term of this contract?**

*Answer: The annual budget is \$2M, the actual spend is based on the need for coverage which is unpredictable by nature.*

**Question 5: In regards to Section 5 - Statement from Contractor Demonstrating Contractor's Ability and Willingness to Meet all Requirements Stated in the Scope of Work:**

**Are you looking an all encompassing narrative response here that addresses the components listed in the Sample Agreement Scope of Services as a whole OR, are you looking for 29 or so individual responses to each unique item, i.e., a separate statement addresses 1.2, 1.3, 1.4, 1.5.1, etc.?**

*Answer: : We want one simple all-encompassing narrative response that acknowledges as a whole that your organization is able to provide the services we seek as per our Scope of Services stated in the RFP.*

**Question: 6: It's understood that 2015-2016 locums budget is \$2MM. What were the locums budgets for 2012-2013, 2013-2014? What was the actual spend?**

*Answer: The annual budget is based on the potential need for locums services, which has increased due to additional services (trauma and neurosurgery) offered at NMC. The locums budget in 2012-2013 was \$1M and the actual spend was \$248,826. The locums budget in 2013-2014 was \$1M and the actual spend was \$528,540.*

**Question 7: Once awarded, what metrics will be used to measure vendor performance under the contract? (fulfillment of the job? Successful completion of assignment? Patient quality scores? Re-admittance rates? Other?)**

*Answer: Locums company vendors are evaluated on their ability to refer highly qualified, reliable physicians that match NMC's coverage needs in sometimes short notice.*

**Question 8: Historically, within Natividad, which specialties have had the highest demand for locums? 2013? 2014? 2015?**

*Answer: There is a potential need for any one all of the specialties listed in Exhibit A. Historically, the most frequently needed specialties at NMC have been Hospitalist; Pediatric Hospitalist; Cardiology and Critical Care/ICU.*

**Question 9: Within Natividad, which specialties face the largest gaps in permanent coverage?**

*Answer: There is a potential need for any one all of the specialties listed in Exhibit A. Recent needs for permanent coverage include Hospitalist and Pediatric Hospitalist.*

**Question 10: Has Natividad faced any delivery challenges under the current contract? If so please elaborate?**

*Answer: Natividad has not experienced delivery challenges with the current contracts.*

**Question 11: Over the last 24 months, what percentage of opened locums jobs have gone unfulfilled?**

*Answer: Over the last 24 months, 0% of the opened locums jobs have gone unfulfilled.*

**Question 12: When issuing a Locums Tenens job request, which specialties have had the highest likelihood of successful placement? Which have had the least?**

*Answer: All of the requests for locums tenens referrals have had successful placement.*

**Question 13: Per addendum No. 1, Natividad currently uses 3 locum tenens staffing vendors. Is the intent of this RFP to add to the list of 3 incumbents? Replace any / all?**

*Answer: Multiple agreements may be executed depending on the proposals received and what NMC deems to be in its best interest.*

**Question 14: Historically, if the three vendors on your current list have been unable to fulfill a locums need, what next steps would Natividad take? (Go without coverage? Do you manage your own locums pool? Utilize “non-preferred” vendors? Other?)**

*Answer: To fill a coverage need, NMC first checks the availability of reliable physicians that already have privileges to provided services at NMC.*

**Question 15: How many vendors do you intend to procure under this RFP request?**

*Answer: Multiple agreements may be executed depending on the proposals received and what NMC deems to be in its best interest.*

**Question 16: Per the reference requirements, do you need any letters of reference or just the contact information?**

*Answer: No reference letters are requested at this time with your proposal.*

**-----End of Addendum #2-----**