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October 19, 2015

DEPARTMENT OF VETERANS AFFAIRS
Office of Acquisition and Logistics
National Acquisition Center
P. O. Box 76
Hines, IL 60141

RE: Final Proposal Revision

Dear Ms. Martin,

Final review of your firm's offer for 621I Professional & Allied Healthcare Services under Federal Supply Schedule Solicitation RFP-797-FSS-00-0115-R3 is complete. This letter concludes negotiations.



Sincerely,

Kunle Eboda
Managing Partner

FPR Negotiation Points

621I Professional & Allied Healthcare Services

FSS Net Ceiling Prices

Special Item Number	Labor Description	Awarded Prices w/IFF
621-025	Registered Nurse - General	\$56.85
621-025	Registered Nurse - Specialty	\$63.04
621-027	Pharmacist - Pharm D	\$83.33
621-027	Pharmacist - Chief of Pharmacy / Pharmacy Director	\$83.33
621-030	Physician Assistant	\$75.73
621-031	Audiologist / Speech Language Pathologist	\$57.93
621-033	Dental - Dental Laboratory Technician	\$37.62
621-033	Dental - Certified Dental Assistant	\$31.96
621-033	Dental - Dental Hygienist	\$56.26

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621-034	Respiratory - Certified / Registered Respiratory Therapist	\$48.01
621-034	Respiratory - Certified Respiratory Technician / Assistant	\$43.14
621-035	Physical Therapy - Physical Therapist	\$65.00
621-035	Physical Therapy - Athletic Trainer	\$40.57
621-037	Occupational Therapy - Certified Occupational Therapy Assistant	\$41.89
621-037	Occupational Therapist	\$62.14
621-038	LP/VN (Licensed Practical / Vocational Nurse)	\$39.93
621-039	Medical Assistant (Certified, Registered)	\$27.65
621-040	Nurse Assistant (Certified, Registered)	\$24.80
621-046	Laboratory - Phlebotomist / Blood Bank Technologist	\$29.02
621-046	Laboratory - Clinical Laboratory Technician (Certified, Associates Degree)	\$38.15
621-046	Laboratory - Clinical Laboratory Scientist / Medical Technologist (Certified, BS plus 1 Year Education)	\$38.15
621-046	Laboratory - Clinical Laboratory Scientist / Medical Technologist (Certified, BS plus 1 Year Education)	\$45.90
621-047	Counselor - General (Graduate Degree)	\$48.00
621-049	Surgical Technologist	\$38.70
621-051	Pharmacist Technician - Certified	\$28.53
621-053	Certified Registered Nurse Anesthetist (CRNA)	\$112.95
621-054	Nurse Practitioner	\$72.25
621-058	Midwife - Certified / Licensed	\$77.53

Overtime	Overtime in excess of 40 hours per week will be paid at 1.4x's the regular hourly base rate.
Shift Differentials	Not offered
On-Call / Call Back	Not offered
Holidays	1.2x's the hourly base rate if provider works and the holiday falls within a 40 hour work week.
Work Week	Sunday through Saturday
Payment Terms	1% 20 days
Minimum Order	No minimum
Credit Card Acceptance	Will accept the Government credit card up to, equal to and over the minimum purchase threshold.
Geographic Coverage	AZ, CT, DE, IA, IN, MD, VA, NC

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Minimum Qualifications	See below
Background Investigations	Thorough screening of at least 3 professional references for whom the HIM professional has worked with within the last 2 years. Complete Background Check: Criminal search - felony/misdemeanor every county they have worked or lived in the past 7 years, plus a national search also Government search: OIG, HCFA, FACIS Sanction review. License/Certification and Education. Sex offender registry search. Specialty specific competencies & Joint Commissions exams. Certification and Licensure documentation/tracking. Pre-employment tests. 10 panel urine drug screen, physical exam and tilters if needed.
Commercial Price List	N/A
Annual Rebate	None
Other	N/A
No Awards	N/A

Minimum Qualifications of Professionals

621-025 Registered Nurse – General (Med Surge)

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certification: BLS, CMSRN,

621-025 Registered Nurse – Specialty – CCU/PCU

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, CCRN, PALS

621-025 Registered Nurse – Specialty – ADICU

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, CORN

621-025 Registered Nurse – Specialty – Burn Unit

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

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Certifications: ACLS, BLS, TNCC,

621-025 Registered Nurse – Specialty – Couplet Care

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, PALS, NALS, CORN, NNRP

621-025 Registered Nurse – Specialty – CVICU

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, CCRN

621-025 Registered Nurse – Specialty – ER

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, TTNCC, CEN, PCCN,

621-025 Registered Nurse – Specialty – ICU

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certification: ACLS, BLS, CCRN,

621-025 Registered Nurse – Specialty – Labor & Delivery

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, PALS, NALS

621-025 Registered Nurse – Specialty – MICU

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, CCRN, PALS

621-025 Registered Nurse – Specialty – NICU

Minimum Education: RN AD or Diploma. BSN Preferred

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Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS PALS, NRP, ACCNS, NALS, RNC-NIC, CCRN

621-025 Registered Nurse – Specialty – Newborn Nursery

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications, ACLS, BLS, PALS, NRP

621-025 Registered Nurse – Specialty – OB

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, PALS, NRP, NALS

621-025 Registered Nurse – Specialty – Oncology

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications: ACLS, BLS, ONCC

621-025 Registered Nurse – Specialty – Telemetry

Minimum Education: RN AD or Diploma. BSN Preferred

Experience: Minimum 1-year relevant experience within the last 36 months

License: Current and valid state RN license

References: Two professional references

Certifications, ACLS, BLS, PCCN

621-027 Pharm D

Education: PharmD degree from an accredited school of pharmacy

Certification: Current BLS

Experience: Minimum of 1 year experience within the preceding 3 years in designated specialty

Licensure: Valid license in at least 1 state, territory or commonwealth of the US

621-027 Pharmacist

Education: Bachelors or PharmD degree from an accredited program in the field of pharmacy

Certification: Current BLS

Experience: Minimum of 1 year experience within the preceding 3 years in designated specialty

Licensure: Valid license in at least 1 state, territory or commonwealth of the US

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621-030 Physician Assistant

Education: Physician Assistants will have successfully completed an accredited training program in each respective specialty

Certification: Current BLS and ACLS if required by the client

Experience: Minimum of 1 year experience

Licensure: Each must maintain a current, unrestricted license in 1 state, territory or commonwealth of the US

621-031 Audiologist / Speech Therapist

Education: Graduation from an Under Graduate Program, certified through the American Speech-Language Hearing Association

Certification: Current BLS

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-033 Dental Hygienist

Education: Graduation from a dental assisting or hygiene program accredited by the ADA commission on dental accreditation

Certification: Current BLS

Experience: Minimum of 1 year experience within preceding 3 years

Licensure: Certification by the Dental Assisting National Board accredited by the ADA

621-033 Certified Dental Assistant

Education: Graduation from a dental assisting or hygiene program accredited by the ADA commission on dental accreditation

Certification: Current BLS

Experience: Minimum of 1 year experience within preceding 3 years

Licensure: Certification by the Dental Assisting National Board accredited by the ADA

621-033 Dental Laboratory Technician

Education: Graduation from a dental assisting or hygiene program accredited by the ADA commission on dental accreditation

Certification: Current BLS

Experience: Minimum of 1 year experience within preceding 3 years

Licensure: Certification by the Dental Assisting National Board accredited by the ADA

621-034 Respiratory Therapist and Certified Respiratory Therapist

Education: Certificate as an RT from the National Board for Respiratory Care (NBRC) and a registry number, or a certificate from another body which the NBRC recognizes as its credentialing equivalent

Certification: Current BLS and ACLS if required by the client

Experience: Minimum of 2 years experience within preceding 3 years

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-034 Certified Respiratory Assistant

Education: Graduation with an Associate Science Degree from a nationally accredited Respiratory Therapy school or successful completion of an accredited Respiratory Therapy Technician program

Certification: Current BLS; certified as a CRT from the National Board for Respiratory Care (NBRC)

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Experience: Minimum of 1 year experience within preceding 3 years

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-035 Physical Therapist

Education: Graduation with a Baccalaureate Degree in Physical Therapy from an APTA approved program preferred.

Professional License by the State Board in Physical Therapy

Certification: Current BLS

Experience: Minimum of 2 years of full time experience within the preceding 3 years

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-035 Physical Therapy Assistant, Therapeutic Recreation Specialist and Athletic Trainer

Education: Provider will have successfully completed an accredited training program in his/her respective specialty

Certification: Current BLS

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-037 Occupational Therapy

Education: Bachelor's Degree – accredited OT program

Certifications: BLS

Experience: Minimum of 1 year experience within preceding 3 years

Licensure: Current unrestricted license to practice as an Occupational Therapist

621-037 Occupational Therapy Assistant

Education: Provider will have successfully completed an accredited training program in his/her respective specialty

Certification: Current BLS

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-038 Licensed Practical/Vocational Nurse (LPN/LVN)

Education: Graduation from an accredited Licensed Practical Nurse or Licensed Vocational Nurse program

Certification: Current BLS and ACLS if required by the client

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-039 Medical Assistant (CMA)

Education: Completion of a course of education leading to and possession of certification as a Medical Assistant

Certification: Current BLS

Experience: 1 year experience within preceding 3 years

621-040 Nurse Assistant (CNA)

Education: Completion of a course of education leading to and possession of certification as a nurse assistant

Certification: Current BLS

Experience: Minimum of 1 year experience

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621-046 Certified Laboratory Technician

Education: Graduation from an accredited training program resulting in certification by the American Society of Clinical Pathologists (ASCP), Health and Human Services or American Medical Certification

Certification: Current BLS

Experience: Minimum of 1 year experience

621-046 Medical Laboratory Technician

Education: Graduation from an accredited training program resulting in certification by the American Society of Clinical Pathologists (ASCP), Health and Human Services or American Medical Certification

Certification: Current BLS

Experience: Minimum of 1 year experience

621-046 Medical Technologist

Education: Graduation from an accredited training program resulting in certification by the American Society of Clinical Pathologists (ASCP), Health and Human Services or American Medical Certification

Certification: Current BLS

Experience: Minimum of 1 year experience within preceding 3 years

621-046 Phlebotomist

Education: High school diploma

Certification: Nationally recognized phlebotomy certification (ASPT, ASCP, or other), plus applicable certification/training (BLS)

Experience: At least one year experience in specialty

References: 3 current professional references

621-049 Surgical Technologist

Education: Graduation from an accredited Surgical Technology Program

Certification: Current BLS and ACLS if required by the client

Experience: Minimum of 1 year experience

621-051 Certified Pharmacy Technician

Education: Graduation from a formal Pharmacy Technician training program.

Certification: Current BLS

Experience: Minimum of 1 year experience

Licensure: Current certification by the National Pharmacy Technician Certification Board

621-053 Certified Registered Nurse Anesthetist

Education: Graduation from an approved Nurse Anesthetist Program

Certification: Current BLS and ACLS if required by the client

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or common wealth of the US

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621-054 Nurse Practitioner

Education: Graduation from an accredited training program in each respective specialty resulting in certification as a Nurse Practitioner as determined by the American Nurses Credentialing Center or the American Association of Nurse Practitioners

Certification: Current BLS and ACLS if required by the client

Experience: Minimum of 1 year experience

621-047 Social Worker (MS)

Education: Graduation from an accredited Social Work program resulting in a Master's of Science degree in Social Work

Certification: Current BLS

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or commonwealth of the US

621-058 Registered Nurse – Midwife

Education: Registered Nurse - Midwife will have successfully completed an accredited training program in their respective specialty

Certification: Current BLS and ACLS and NALS if required by the client

Experience: Minimum of 1 year experience

Licensure: Valid and current, unrestricted license in 1 state, territory or common wealth of the US