

TO:	CHAIR AND MEMBERS COMMUNITY AND PROTECTIVE SERVICES COMMITTEE MEETING ON DECEMBER 10, 2018
FROM:	SANDRA DATARS BERE MANAGING DIRECTOR HOUSING SOCIAL SERVICES AND DEARNESS HOME
SUBJECT	RFP18-39 PROVIDE PHYSIOTHERAPY & OCCUPATIONAL THERAPY SERVICES AT THE DEARNESS HOME

RECOMMENDATION

That, on the recommendation of the Managing Director Housing, Social Services and Dearness Home, the following actions **BE TAKEN** with respect to Physiotherapy, Occupational Therapy Services and Footcare Services at the Dearness Home, **RFP18-39**:

- (a) the attached proposed By-law (Appendix A) **BE INTRODUCED** at the Municipal Council meeting of December 18, 2018:
- (b) The RFP submission received by Lifemark Occupational Health and Wellness Inc. "Lifemark", 1 Young Street., Suite 402, Toronto, Ontario M5S 1E6, **BE ACCEPTED**,
- (c) **TO AUTHORIZE** the Mayor and City Clerk to execute the Agreement between The Corporation of the City of London and Lifemark Occupational Health and Wellness Inc., substantially in the form attached as Schedule "1" to this by-law,

PREVIOUS REPORTS PERTINENT TO THIS MATTER
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- Physiotherapy Services – Dearness Home (Dec 09, 2013)

BACKGROUND

Purchasing Process

A request for proposal for the Physiotherapy and Occupational Therapy and Foot Care Services at the Dearness Home was issued and three (3) submissions were received on October 17, 2018.

An Evaluation Committee consisting of five (5) staff members evaluated the submissions based on pre-determined criteria. The criterion was based on the following requirements:

- Company and Professional Experience in Long Term Care
- Physiotherapy Services offered maximizing the dollars allowed under the new program models
- Occupational Therapy Services provided including the number of occupational therapists, number of on-site hours and projected costs
- Foot Care Program and Services
- Innovative ideas, approaches, resources and programs
- Reference letters

Upon completion of the evaluation of proposal submissions, one (1) Proponent scored exceptionally higher than the other submissions. The Evaluation Committee held a Pre-Award meeting with the Proponent to discuss in more depth the details of the Foot Care Services, Staffing Transition Plan as well as expanded discussions on details outlined in the RFP document.

Upon completion of the meeting, the Evaluation Committee unanimously confirmed that Lifemark as the successful Proponent and recommend Lifemark to provide the Physiotherapy, Occupational Therapy and Foot Care Services to the Dearness Home Residents the agreement is attached as Schedule "1".

Discussion

In April of 2013 the Ministry of Health and Long Term Care announced changes effective August 2013 to the physiotherapy model in long term care to move from an OHIP funded model to a single bed allocation model. At this time the Ministry suggested that, on an exceptional basis, homes may be able to find provisions within their procurement policies that allow them to continue with the current provider under the same terms on an interim basis until they are able to procure the required services under a competitive process.

The current contract is set to expire on January 31st, 2019 and the new contract will be awarded to Lifemark as the successful Proponent of the competitive process. A detailed transition plan will be outlined and implemented working closely with the successful proponent and the current contractor.

FINANCIAL IMPACT

Funding for physiotherapy services is received from the Ministry of Health and Long Term Care and is based on \$828 per year per bed or \$201,204 on an annualized basis. These funds are restricted to providing physiotherapy services and are reconciled as part of the annual reconciliation reporting process.

The cost of occupational therapy services is included in the existing operational budget.

Foot Care services are provided to the resident under a direct billing model.

There will be no net increase in cost to the City of London associated with these services.

PREPARED BY:	CONCURRED BY:
CHERYL GILMOUR MANAGER COMMUNITY LIFE	LESLIE HANCOCK ADMINISTRATOR – DEARNESS HOME
RECOMMENDED BY:	
SANDRA DATARS BERE MANAGING DIRECTOR HOUSING, SOCIAL SERVICES & DEARNESS HOME	

- cc: Janice Brown, Manager Financial & Business Services
- Leslie Hancock, Administrator, Dearness Home
- John Freeman, Manager Purchasing and Supply
- Jason Wills, Risk Management
- Lynn Marshall, Solicitor