



**Purchasing Department**

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*The Washington Elementary School District is committed to achieving excellence for every child, every day, every opportunity.*

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**AMENDMENT NO. TWO (#2)  
Request for Proposal #19.015**

**Special Education Services**

**Submittal Due Date:** ~~Monday, June 10, 2019 @ 2:30 PM Local Time~~

New Submittal Date: Wednesday, June 12, 2019 @ 2:30 PM Local Time

This Amendment supplements and amends the original RFP and shall be taken into account in submittals. The Offeror must take careful note of this Amendment.

**Offeror should submit a signed copy of this Amendment to the Washington School District Purchasing Department prior to the submittal due date and time, preferably with your properly marked RFP package. It may also be submitted in a separate sealed envelope, plainly marked with the RFP number and title (Special Education Services).**

\_\_\_\_\_  
COMPANY NAME

\_\_\_\_\_  
SIGNATURE

\_\_\_\_\_  
DATE

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**This RFP is amended as follows:**

**A. DUE DATE CHANGE:**

**RFP 19.015 submittal Due Date has been changed from June 10, 2019 to June 12, 2019 Local Time.**

**B. QUESTIONS:**

- 1) How many SLP, OT, PT, COTA, PTA and LSSP positions are available/open for contract?  
The need will vary. As per page 4, the contract is being done by WESD as member of SAVE and GPPCS and is acting as lead District. In addition to the District's school sites, there are additional SAVE/GPPCS members that have expressed interest in utilizing the contract and their total estimated spend can be found on page 7 of the RFP.
- 2) How many hours do you anticipate per week for each position?  
It is anticipated that 40 hours per week will be needed.
- 3) Are resumes required with proposals? If so, can they be blind?  
Resumes are need upon selection and prior to any work being completed and they can be blind.

- 4) Is mileage between schools paid?  
No, generally an employee assigned to more than one school would alternate schools by the day and not go between schools during a workday.
- 5) Does the vendor have to have an office in AZ to qualify even if the agency is a national company?  
A vendor does not.
- 6) Will the District consider teletherapy?  
The District will not consider teletherapy at this time.
- 7) What would be the projected or average weekly hours of service for the OT, PT, SLP, COTA, LPTA, and School Psychologists? For example: Full-time 37.5 hours per week (7.5 hours per day) billable.  
Each would most likely be full time. In some rare cases, we might be willing to do less than full time.
- 8) How many OT, PT, SLP, COTA, LPTA, and School Psychologists do you currently foresee needing?  
Again, as stated in question one (1), the need will vary.
- 9) What would be the average student caseload and number of schools served by the OT, PT, SLP, COTA, LPTA, and School Psychologists?  
It will vary by position. The district is composed of 32 Elementary and Middle schools. Due to this being a cooperative contract, the need will be even greater.
- 10) How many working days will each contracted staff member work during the school year (For Example: 180 days or less)?  
Most Positions would be 186 days except school psychologists who would be 201 days.
- 11) Are you requiring vendors to submit a proposal response for all service categories OR can the vendor only submit categories of services that they will provide?  
Page 34 requests vendors to complete and return ONLY the Proposal Cost Form Sections applicable to you or your firm.
- 12) Are resumes required at the time of proposal submission or only upon award?  
Resumes are needed upon selection and prior to any work being completed. Per the RFP, Offeror shall provide resumes of prospective placements for the District to review and consider. District shall have the right to interview candidates prior to selecting a specialty temporary employee.
- 13) If Washington Elementary School District will find a permanent employee of the district and our services will no longer be needed, will the school provide the awarded vendor with a 30 day out termination written notice?  
This would be dependent upon the terms of the agreement with each vendor. We would not provide greater than a 30 day out termination written notice.
- 14) To complete the provision of services, are Testing/Evaluation Materials provided by Washington Elementary School District OR the Vendor?  
Testing/Evaluation Material will be provided by Washington Elementary School District.
- 15) Who will be the representative from the school to determine which materials/equipment are required for the services?  
The representative will be the Special Services Director or the Special Services Administrator at the District level.
- 16) Will contracted staff have access to internet capabilities, computers/laptops/iPads, office supplies, fax/copy machine at the school?  
Yes, contracted staff will have access.
- 17) Has your current vendor(s) been able to satisfy your service needs?  
Yes, they have been able to satisfy WESD needs.

- 18) Since the RFP mentions tabs, do you want the proposal to be in a 3-ring binder with divider tabs?  
Each section needs to be divided by tabs as stated on page 32. They can be in a 3-ring binder.
- 19) How many vendors do you anticipate selecting to cover the services in the bid?  
As per page 4, the contract is being done by WESD as member of SAVE/GPPCS and is acting as lead District. In addition to the District's school sites, there are additional SAVE/GPPCS members that have expressed interest in utilizing the contract and their total estimated spend can be found on page 7 of the RFP. With this contract being issued as a cooperative contract, the need will be greater than that of just WESD. The number of awarded vendors will initially depend upon how many responses received. Responses will be evaluated by the evaluation committee and proposals will be evaluated based upon the evaluation criteria set forth on page 26 of the RFP. The number of contracts awarded will depend upon this. WESD previous cooperative contract 15.005 for Special Education Services was initially awarded to 57 vendors.
- 20) On page 36, Section L: What is a procurement card? (Do you accept procurement cards)?  
A P-Card is a form of company charge **card** that allows goods and services to be procured without using a traditional **purchasing** process.
- 21) On page 38, Offers and Acceptance: What is a DUNS No.?  
The Data Universal Numbering System, abbreviated as **DUNS** or **D-U-N-S**, is a proprietary system developed and regulated by Dun & Bradstreet (D&B) that assigns a unique numeric identifier, referred to as a "**DUNS number**" to a single business entity. It was introduced in 1963 to support D&B's credit reporting practice.
- 22) On page 38, Offers and Acceptance: What tax rate % do I use? (since I live in Sedona...)  
The 86336, **Sedona**, Arizona, general sales **tax rate** is 9.85%. The combined **rate** used in this calculator (9.85%) is the result of the Arizona state **rate** (5.6%), the 86336's county **rate** (0.75%), the **Sedona tax rate** (3.5%).
- 23) Can the district please provide evaluation criteria, with points or percentages for the determining areas of focus?  
Evaluation Criteria can be found on page 26 of the RFP. Please see below:
- **Cost** – While cost is a significant factor in considering the placement of the awards, it is not the only factor. The award will not be based on price alone, nor will it be based solely upon the lowest fees submitted.  
(24 points possible)
  - **Qualifications** - The Offeror's experience in performing comparable projects with appropriate staffing and timely completion of goals. References will be reviewed in this section. Additionally, any licenses and/or certifications will be included, if applicable.  
(23 points possible)
  - **Ability** - Offeror's ability to meet and satisfy the needs of the District according to the scope of work and other requirements of the Solicitation, taking into consideration any additional services, specialized services or expertise offered that would meet or exceed the requirements of the Solicitation.  
(23 points possible)
  - **Responsiveness** - The responsiveness of the Proposal to the requirements of the RFP, including an understanding of the scope of work and how it can be achieved most efficiently and effectively. This includes all required forms are submitted, signed and complete.  
(15 points possible)
  - **Availability** - Offeror's availability for service  
(15 points possible)
- 24) How many references does the district require?  
Per page 32 in Tab 3, a list of recent school district/non-school projects of similar scope (3) is stated. The form can be found on page 59 and has a place for three references.

- 25) How many vendors does the district expect to award a contract to for the services requested in this solicitation?  
As per page 4, the contract is being done by WESD as member of SAVE/GPPCS and is acting as lead District. In addition to the District's school sites, there are additional SAVE/GPPCS members that have expressed interest in utilizing the contract and their total estimated spend can be found on page 7 of the RFP. With this contract being issued as a cooperative contract, the need will be greater than that of just WESD. The number of awarded vendors will initially depend upon how many responses received. Responses will be evaluated by the evaluation committee and proposals will be evaluated based upon the evaluation criteria set forth on page 26 of the RFP. The number of contracts awarded will depend upon this. WESD previous cooperative contract 15.005 for Special Education Services was initially awarded to 57 vendors.
- 26) What is the expected amount of FTE contract, vendor supplied SPED Teachers, School Psychologists, Social Workers, SLP's, OT's, PT's, RN's, LPN's and SLI's needed during the 2019-20 SY?  
As stated in Question one (1), the need will vary. As per page 4, the contract is being done by WESD as member of SAVE and GPPCS and is acting as lead District. In addition to the District's school sites, there are additional SAVE/GPPCS members that have expressed interest in utilizing the contract and their total estimated spend can be found on page 7 of the RFP.
- 27) Can the district please describe the supplies and materials that contracted providers will have access to at the district? (wifi, computer access, testing material, office supplies, etc.)?  
The Contracted providers will have access to WI-FI, testing materials and office supplies as needed.
- 28) What travel between schools is expected for these providers?  
There is potential that an individual might have to travel in between schools, but as stated in Question 4, generally an employee assigned to more than one school would alternate schools by the day and not go between schools during a workday.
- 29) What is the estimated amount of weekly hours expected for each position?  
As stated in question two (2), 40 hours per week is anticipated.
- 30) Do you provide Testing/Evaluation Materials to complete the provision of therapy services?  
WESD does provide the Testing/Evaluation Materials needed.
- 31) What is the anticipated date of award? How will vendors be notified?  
As stated in the RFP on page 25, the expected award for this contract will be made by June, 2019.
- 32) Will WESD consider a price range depending on candidates level of experience?  
We pay a wide variety of rates depending upon the type of services provided as well as the qualifications of the provider (for example a bilingual provider is sometimes paid at a higher rate if those services are needed).
- 33) Tab 2 Method of Approach – What are you looking for by brief summation of program or services in each category? Provide availability listing? Are you looking for a number of our current available contractor pool?  
We are looking for a summary of each service offered including the availability of staff and number of contractors available in each category.
- 34) Approximately how many SLPs, OTs, PTs, PSYCHs, ASLs, or assistants does WESD anticipate needing for the upcoming school year?  
The need will vary, however, this contract is being done cooperatively resulting in the need being greater than just that of WESD.
- 35) Will the positions be full-time or part-time?  
As stated in question seven (7), each position would most likely be full time. In some rare cases, we might be willing to do less than full time.
- 36) How many contracts do you think you will award as a result of this solicitation?  
As per page 4, the contract is being done by WESD as member of SAVE/GPPCS and is acting as lead District. In addition to the District's school sites, there are additional SAVE/GPPCS members that have expressed

interest in utilizing the contract and their total estimated spend can be found on page 7 of the RFP. With this contract being issued as a cooperative contract, the need will be greater than that of just WESD. The number of awarded vendors will initially depend upon how many responses received. Responses will be evaluated by the evaluation committee and proposals will be evaluated based upon the evaluation criteria set forth on page 26 of the RFP. The number of contracts awarded will depend upon this. WESD previous cooperative contract 15.005 for Special Education Services was initially awarded to 57 vendors.

- 37) How many hours are in a work day?  
An average work day is 8 hours with 40 hours per week.
- 38) Please confirm that vendors will submit two hard copies of the proposal (one original and one copy) and an electronic copy.  
This is correct as listed on page 34 of the RFP.
- 39) In section #9, pg. 27 in mentions at any time and for any reason, the District may request or reject any contractor, does this pertain to cancellation or just when we present clinicians that can either be accepted or rejected?  
This pertains to cancellations. See page 15 of the RFP for additional information on cancellations.
- 40) How many agencies are you using today?  
For the 2018-2019 school year, we used around 300 vendors in special services to meet our needs plus those used cooperatively by GPPCS and SAVE members.
- 41) What is the districts motivation to change?  
The current RFP will expire June 30, 2019 for Special Education Services.
- 42) We received many questions asking for the number of vendors on our current contract and the rates charged by those vendors. Please see below:

### WESD Current Vendors and Contract Pricing 2015-2019

Agency	Speech-Language Pathologist A	Speech Language Assistant B	Occupational Therapist C	Occupational Therapy Assistant D	Physical Therapist E	Physical Therapy Assistant F
Accountable Healthcare Staffing	\$68/HR	\$58/HR	\$68/HR	\$58/HR	\$68/HR	\$58/HR
Achievement Therapy Services, Inc.	\$69.70/HR Therapy \$250/HR Eval/Consult. 3% INCREASE YR 5 ONLY	\$65/HR 3% INCREASE YR 5 ONLY	\$69.70/HR Therapy \$250/HR Eval/Consult. 3% INCREASE YR 5 ONLY	\$65/HR 3% INCREASE YR 5 ONLY	\$69.70/HR Therapy \$250/HR Eval/Consult. 3% INCREASE YR 5 ONLY	\$70/HR
*ACS Consultants, Inc.	\$72/HR \$79/HR BILINGUAL 3% INCREASE/YR	\$45/HR \$55/HR BILINGUAL 3% INCREASE/YR	\$72/HR \$80/HR BILINGUAL 3% INCREASE/YR	\$55/HR \$60/HR BILINGUAL 3% INCREASE/YR	\$72/HR \$80/HR BILINGUAL 3% INCREASE/YR	\$55/HR \$60/HR BILINGUAL 3% INCREASE/YR
ARA Staffing Services	\$95/HR	\$65/HR	\$65/HR	\$45/HR	\$65/HR	\$45/HR

<b>Ardor Health Solutions</b>	\$66/HR \$67/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE	\$56/HR \$57/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE	\$66/HR \$67/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE	\$56/HR \$57/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE	\$66/HR \$67/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE	\$56/HR \$57/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE
<b>At Work Medical Services</b>						
<b>AZ Freelance Interpreting Svcs</b>						
<b>AZ Psychological &amp; Support Services</b>	\$69.22/HR (UP TO 5%/YR)	\$56.78/HR (UP TO 5%/YR)	\$68.68/HR (UP TO 5%/YR)	\$56.78/HR (UP TO 5%/YR)	\$70.30/HR (UP TO 5%/YR)	\$56.78/HR (UP TO 5%/YR)
<b>Beth Rosen &amp; Associates, LLC</b>	\$78.75/HR \$78.75/HR BILINGUAL 2% INCREASE/YR					
<b>*Blanco, Guillermo</b>						
<b>*Cenpatico Schools (CBHSP Arizona, Inc.)</b>	\$80/HR \$89/HR BILINGUAL 3% INCREASE/YR	\$58/HR \$68/HR BILINGUAL 3% INCREASE/YR	\$80/HR \$89/HR BILINGUAL 3% INCREASE/YR	\$69/HR \$78/HR BILINGUAL 3% INCREASE/YR		
<b>CL Interpreting Service</b>						
<b>Concentric Healthcare Staffings</b>	\$72/HR EVAL \$62/HR CONSULT \$62/HR THERAPY \$72/HR BILINGUAL 1% INCREASE/YR	\$48/HR \$50/HR BILINGUAL 1% INCREASE/YR	\$72/HR EVAL \$62/HR CONSULT \$62/HR THERAPY \$72/HR BILINGUAL 1% INCREASE/YR	\$48/HR \$50/HR BILINGUAL 1% INCREASE/YR	\$61/HR \$63/HR BILINGUAL 1% INCREASE/YR	\$48/HR \$50/HR BILINGUAL 1% INCREASE/YR
<b>*Delta-T Group Phoenix, Inc.</b>						
<b>Dependable Nurses of Phoenix</b>						
<b>Dependable Staffing Services LLC</b>						
<b>*EBS- Educational Based Services</b>	*\$67.32/HR (WAS \$66/HR) *\$71.40/HR BILINGUAL(WAS \$70/HR) 2% INCREASE YR 3 17-18 3% INCREASE YR 4-5	*\$54.06 (WAS \$53/HR) *\$59.16 BILINGUAL(\$58/HR) 2% INCREASE YR 3 17-18 3% INCREASE YR 4-5	<b>\$67.83/HR</b> <b>\$71.40 BILINGUAL</b> <b>2% INCREASE YR 3 17-18</b> 3% INCREASE YR 4-5	<b>\$54.06/HR</b> (\$53/HR) <b>\$59.16 BILINGUAL</b> <b>2% INCREASE YR 3 17-18</b> 3% INCREASE YR 4-5	<b>\$67.83/HR</b> <b>71.40/HR BILINGUAL</b> <b>2% INCREASE YR 3 17-18</b> 3% INCREASE YR 4-5	<b>\$54.06/HR</b> <b>\$59.16 BILINGUAL</b> <b>2% INCREASE YR 3</b> 3% INCREASE YR 4-5
<b>*EDU Healthcare (ProvidaStaff, LLC)</b>	\$63/HR \$73/HR BILINGUAL .5% INCREASE/YR	\$53/HR \$63/HR BILINGUAL .5% INCREASE/YR	\$63/HR \$73/HR BILINGUAL .5% INCREASE/YR	\$53/HR \$63/HR BILINGUAL .5% INCREASE/YR	\$63/HR \$73/HR BILINGUAL .5% INCREASE/YR	\$53/HR \$63/HR BILINGUAL .5% INCREASE/YR

<b>Eleutheria</b>	\$65/HR \$70/HR BILINGUAL \$650 FLAT COMM. AID EVAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE	\$45/HR \$70/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE	\$65/HR \$80/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE	\$50/HR \$50/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE	\$70/HR \$80/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE	\$50/HR \$80/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE
<b>*Futures Education of Arizona</b>	\$70/HR EVAL \$66.95/HR CONSULT/THERAPY \$75/HR BILINGUAL 3% INCREASE/YR	\$49/HR \$54/HR BILINGUAL 3% INCREASE/YR	\$70/HR EVAL \$66.95/HR CONSULT/THERAPY \$75/HR BILINGUAL 3% INCREASE/YR	\$49/HR 3% INCREASE/YR	\$70/HR EVAL \$66.95/HR CONSULT/THERAPY \$75/HR BILINGUAL 3% INCREASE/YR	\$49/HR \$52/HR BILINGUAL 3% INCREASE/YR
<b>Gray Communication Therapy, LLC</b>	\$65/HR	\$45/HR				
<b>*HealthPRO Heritage, LLC (Lingua)</b>	\$70/HR \$70/HR BILINGUAL 2% INCREASE YR 3 2% INCREASE YR 5					
<b>Humanus Corporation</b>	\$69/HR \$74/HR BILINGUAL \$71 FLAT COMM. AID EVAL \$71/HR ADAPT/MOBILE DEVICE EVAL \$65/HR ONLINE TELETHERAPY 3% YR 3 INCREASE 3% YR 5 INCREASE	\$59/HR \$63/HR BILINGUAL 3% YR 3 INCREASE 3% YR 5 INCREASE	\$69/HR \$74/HR BILINGUAL \$71 FLAT COMM. AID EVAL \$71/HR ADAPT/MOBILE EVAL \$65/HR ONLINE TELETHERAPY 3% YR 3 INCREASE 3% YR 5 INCREASE	\$59/HR \$63/HR BILINGUAL \$63 FLAT COMM. AID EVAL \$63 TRAINING EVAL 3% YR 3 INCREASE 3% YR 5 INCREASE	\$69/HR \$74/HR BILINGUAL \$71 FLAT COMM. AID EVAL \$71/HR ADAPT/MOBILE EVAL \$65/HR ONLINE TELETHERAPY 3% YR 3 INCREASE 3% YR 5 INCREASE	\$59/HR \$63/HR BILINGUAL 3% YR 3 INCREASE 3% YR 5 INCREASE
<b>JCS Speech Therapy LLC</b>	\$75/HR 2% INCREASE/YR					
<b>Kaleidoscope Family Solutions Inc.</b>	\$75/HR \$85/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$55/HR \$65/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$75/HR \$85/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$55/HR \$65/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$78/HR \$85/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$55/HR \$65/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5
<b>Language Connection</b>						
<b>Learn-It Systems</b>	\$76/HR EVAL \$75/HR BILINGUAL \$120/HR CONSULT & TRAIN. \$68.25/HR THERAPY 5% INCREASE/YR	\$51/HR \$61/HR BILINGUAL 5% INCREASE/YR	\$76/HR EVAL \$75/HR BILINGUAL \$120/HR CONSULT & TRAIN. \$68.25/HR THERAPY 5% INCREASE/YR	\$55/HR THERAPY \$65/HR BILINGUAL 5% INCREASE/YR	\$100/HR EVAL \$81/HR BILINGUAL \$120/HR CONSULT & TRAIN. \$71/HR THERAPY 5% INCREASE/YR	\$57/HR \$65/HR BILINGUAL 5% INCREASE/YR
<b>*Locker, Roslyn</b>			\$57/HR THERAPY INCLUSIVE 3% INCREASE/YR			
<b>Melmed Center</b>			\$188/HR EVAL/CONSULT \$168/HR THERAPY 2% INCREASE/YR			
<b>MGA Home Healthcare LLC</b>						
<b>*Monheit, Lisa SLP (Speech Pathways, Inc.)</b>	\$65/HR \$67/HR BILINGUAL \$280/ COMM AID EVAL 2.5% INCREASE YR 2 3% INCREASE YR 3 3.5% INCREASE YR 4 4% INCREASE YR 5					

<b>*My Therapy Company</b>	\$68/HR \$72/HR BILINGUAL 1.25% INCREASE YR 2-5	\$56/HR \$58/HR BILINGUAL 1.25% INCREASE YR 2-5	\$68/HR \$68/HR BILINGUAL 1.25% INCREASE YR 2-5	\$56/HR \$56/HR BILINGUAL 1.25% INCREASE YR 2-5	\$68/HR \$68/HR BILINGUAL 1.25% INCREASE YR 2-5	\$56/HR \$56/HR BILINGUAL 1.25% INCREASE YR 2-5
<b>ProCare Therapy</b>	\$58-66/HR \$65/HR BILINGUAL 1% INCREASE/ YR	\$53-58/HR 1% INCREASE/ YR	\$57-65/HR \$67/HR BILINGUAL 1% INCREASE/ YR	\$60-64/HR 1% INCREASE/ YR	\$60-66/HR 1% INCREASE/ YR	\$58-62/HR 1% INCREASE/ YR
<b>Psychoeducational Assessments School Services</b>	\$65/HR \$65/HR BILINGUAL 5% INCREASE/YR		\$65/HR \$65/HR BILINGUAL 5% INCREASE/YR		\$65/HR \$65/HR BILINGUAL 5% INCREASE/YR	
<b>Redemption Psychiatric</b>						
<b>Skyler Speech Therapy Services</b>	\$75/HR 2% INCREASE/YR					
<b>Sonoran Therapy Group</b>			\$65/HR \$65/HR BILINGUAL 3% INCREASE/YR	\$65/HR 3% INCREASE/YR		
<b>Staffing Options &amp; Solutions, Inc.</b>	\$65/HR \$68/HR BILINGUAL 2% INCREASE/YR	\$52/HR \$57/HR BILINGUAL 2% INCREASE/YR	\$65/HR \$68/HR BILINGUAL 2% INCREASE/YR	\$52/HR \$57/HR BILINGUAL 2% INCREASE/YR	\$70/HR \$75/HR BILINGUAL 2% INCREASE/YR	\$52/HR \$57/HR BILINGUAL 2% INCREASE/YR
<b>Statewide Interpreting Services LLC</b>						
<b>*STARS-Student Therapy And Resource Svs</b>	\$70.95/HR \$71.95/HR BILINGUAL 2% INCREASE/YR	\$41.95/HR \$42.95/HR BILINGUAL 2% INCREASE/YR	\$70.95/HR \$69.95/HR BILINGUAL 2% INCREASE/YR	\$49.95/HR \$48.95/HR BILINGUAL 2% INCREASE/YR	\$70.95/HR \$69.95/HR BILINGUAL 2% INCREASE/YR	\$48.95/HR \$48.95/HR BILINGUAL 2% INCREASE/YR
<b>Sunbelt Staffing</b>	\$67-77/HR \$70-80/HR BILINGUAL 3% INCREASE/ YR	\$55-62/HR \$58-65/HR BILINGUAL 3% INCREASE/ YR	\$67-77/HR \$70-80/HR BILINGUAL 3% INCREASE/ YR	\$67-77/HR \$70-80/HR BILINGUAL 3% INCREASE/ YR	\$67-77/HR \$70-80/HR BILINGUAL 3% INCREASE/ YR	\$55-62/HR \$58-65/HR BILINGUAL 3% INCREASE/ YR
<b>TeachTown</b>						
<b>Therapy One</b>	\$73/HR EVAL \$83/HR BILINGUAL \$400/EVAL COMPUTE ACCESS. \$800/EVAL COMM. AIDS \$400/EVAL ADAPTIVE/MOBILITY DEVICE \$400/EVALTRAIN/TECH. ASSIST. 5% INCREASE/YR	\$50/HR \$60/HR BILINGUAL	\$73/HR EVAL \$83/HR BILINGUAL \$400/EVAL COMPUTE ACCESS. \$800/EVAL COMM. AIDS \$400/EVAL ADAPTIVE/MOBIL \$400/EVALTRAIN/T ECH. ASSIST. 5% INCREASE/YR	\$50/HR \$60/HR BILINGUAL	\$73/HR EVAL \$83/HR BILINGUAL \$400/EVAL COMPUTE ACCESS. \$800/EVAL COMM. AIDS \$400/EVAL ADAPTIVE/MOBIL \$400/EVALTRAIN/TECH. ASSIST. 5% INCREASE/YR	\$50/HR \$60/HR BILINGUAL
<b>*Therapy Rehabilitation Services, Inc.</b>	\$71/HR EVAL/ASSESS./TRAIN \$76/HR BILINGUAL EVAL/ASSESS./TRAIN \$68/HR THERAPY \$68/HR BILINGUAL THERAPY \$61.00/HR SLT 3% INCREASE YR 2-3 5% INCREASE YR 4-5	\$51/HR 3% INCREASE YR 2-3 5% INCREASE YR 4-5	\$68/HR 3% INCREASE YR 2-3 5% INCREASE YR 4-5	\$53/HR 3% INCREASE YR 2-3 5% INCREASE YR 4-5	\$68/HR 3% INCREASE YR 2-3 5% INCREASE YR 4-5	\$53/HR 3% INCREASE YR 2-3 5% INCREASE YR 4-5
<b>Therapy Time LLC</b>	\$63.88/HR \$85/HR BILINGUAL 3% INCREASE/YR	\$45/HR 1% INCREASE/YR	\$68/HR \$85/R BILINGUAL 1% INCREASE/YR	\$68/HR 1% INCREASE/YR	\$68/HR \$70/R BILINGUAL 1% INCREASE/YR	\$42/HR \$45/HR BILINGUAL 1% INCREASE/YR



Therapy Travelers (3Chords Inc. dba)	\$95/HR ASSESS/CONSULT/THERAPY \$70-85 ENGLISH SPEECH \$75-90/HR BILINGUALSPEECH 5% INCREASE/YR	\$50-70 SPEECH \$55-75 BILINGUAL SPEECH 5% INCREASE/YR	\$70-85 \$75-90/HR BILINGUAL 5% INCREASE/YR 2-4	\$50-70 \$55-75 BILINGUAL 5% INCREASE/YR	\$70-90 ENGLISH \$75-85/HR BILINGUAL 5% INCREASE/YR	\$50-70 \$55-75 BILINGUAL 5% INCREASE/YR
Vincent, Carl			\$75/HR EVAL/CONSULT \$560/DAY THERAPY \$175/EVAL SENSORY & OTHER DD 3%INCREASE/YR			
Agency	Psychologist G	Instructional Aides (Behavior Coaches) HQ & Ed. ConsultantsH	NursingI	Nursing AssistantJ	Sign Language InterpreterK	Special Education Substitute TeachersL
Accountable Healthcare Staffing	\$74/HR \$78/HR BILINGUAL		\$50/HR RN \$38/HR LPN		\$60/HR 6 HR MIN. \$68/HR 1-4 HRS	
Achievement Therapy Services, Inc.						
*ACS Consultants, Inc.	\$69/HR \$77/HR 3% INCREASE/YR	\$17.25HR T ASSISTANT \$23/HR B COACH \$23/HR CONSULT \$31/HR BILINGUAL 3% INCREASE/YR	\$44/HR RN \$51/HR RN BILINGUAL \$33/HR LPN \$41/HR LPN BILINGUAL 3%INCREASE/YR	\$21/HR CNA \$29/HR CAN BILINGUAL 3%INCREASE/YR	\$33/HR 6 HRS MIN. \$38/HR 1-4 HRS 3%INCREASE/YR	\$38/HR SHORT TERM \$48/HR SHORT BILINGUAL \$280/DAY LONG TERM \$320/DAY BILINGUAL 3% INCREASE/YR
ARA Staffing Services	\$80/HR	\$30/HR	\$45/HR RN \$35/HR LPN	\$21/HR CNA	\$48/HR	\$49/HR SHORT TERM \$250/DAY LONG TERM
Ardor Health Solutions	\$66/HR \$67/HR BILINGUAL 1% YR 3 INCREASE 17-18 1% YR 5 INCREASE					
At Work Medical Services		\$18.80/HR B COACH	\$46.35/HR RN \$35.02/HR LPN	\$20.09/HR CNA		
AZ Freelance Interpreting Svcs					\$55/HR 6HR MIN. \$65/HR 1-4 HRS 5%INCREASE YR 3 5%INCREASE YR 5	
AZ Psychological & Support Services	\$72.50/HR (UP TO 5%/YR)	\$23.25/HR (UP TO 5%/YR)	\$48.67/HR RN \$37.85/HR LPN (UP TO 5%/YR)	\$23.25/HR (UP TO 5%/YR)	\$54.08/HR (UP TO 5%/YR)	\$48.67/HR
Beth Rosen & Associates, LLC						
*Blanco, Guillermo	\$90.00/HR \$90/HR BILINGUAL 3% INCREASE YR3 3% INCREASE YR 5					
*Cenpatico Schools (CBHSP Arizona, Inc.)	\$94/HR \$104/HR BILINGUAL 3% INCREASE/YR	\$34/HR \$42/HR BILINGUAL 3% INCREASE/YR				
CL Interpreting Service		\$45/HR 1% INCREASE/YR			\$65/HR 1% INCREASE/YR	

<b>Concentric Healthcare Staffings</b>	\$67/HR \$70/ HR EVALS <b>1% INCREASE/YR</b>	*\$18.70/HR (WAS 17/HR) \$17.75/HR BILINGUAL <b>1% INCREASE/YR</b>	\$42.50/HR RN \$35.50/HR LPN <b>1% INCREASE/YR</b>	\$17.50/HR CNA \$18/HR BILINGUAL	\$35/HR 6 HRS MIN. \$40/HR 1-4 HRS. \$80/HR BILINGUAL <b>2%INCREASE/YR</b>	\$24/HR SHORT TERM \$40/HR SHORT BILINGUAL \$168/DAY LONG TERM \$280/DAY BILINGUAL <b>1% INCREASE/YR</b>
<b>*Delta-T Group Phoenix, Inc.</b>	\$75/HR \$85/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$16.50-18.50/HR \$17.50-19.50/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$31.50/HR RN \$45/HR RN BILINGUAL \$44/HR LPN \$33/HR LPN BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$21/HR CNA \$22/HR CNA BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$55/HR 2% INCREASE YR 4 2% INCREASE YR 5	\$266/DAY 2% INCREASE YR 4 2% INCREASE YR 5
<b>Dependable Nurses of Phoenix</b>			\$52/HR RN \$40/HR LPN 5% INCREASE YR 4			
<b>Dependable Staffing Services LLC</b>		\$22.50/HR \$22.50/HR BILINGUAL	\$44/HR RN \$44/HR RN BILINGUAL \$34/HR LPN \$34/HR LPN BILINGUAL	\$25/HR CNA \$25/HR BILINGUAL		
<b>*EBS- Educational Based Services</b>	\$71.40/HR \$76.50/HR BILINGUAL 2% INCREASE YR 3 17-18 3% INCREASE YR 4-5		\$45.90/HR RN \$51/HR LPN 2% INCREASE YR 3 17-18 3% INCREASE YR 4-5			\$56.10/HR SHORT TERM 59.16/HR SHORT BILINGUAL \$425/DAY LONG TERM \$465/DAY BILINGUAL LONG 2% INCREASE YR 3 17-18 3% INCREASE YR 4-5
<b>*EDU Healthcare (ProvidaStaff, LLC)</b>	\$63/HR \$73/HR BILINGUAL .5% INCREASE/YR	\$45/HR RN \$40/HR LPN \$50/HR BILINGUAL .5% INCREASE/YR	\$20/HR CNA \$25/HR BILINGUAL .5% INCREASE/YR	\$45/HR \$55/HR BILINGUAL .5% INCREASE/YR	\$50/HR SHORT TERM \$400/DAY LONG TERM \$60/HR BILINGUAL .5% INCREASE/YR	
<b>Eleutheria</b>	\$65/HR \$80/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE	\$38/HR \$38/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE				\$48/HR \$55/HR BILINGUAL 3% YR 2-3 INCREASE 4% YR 4-5 INCREASE
<b>*Futures Education of Arizona</b>	\$68/HR EVAL/CONSULT \$65.92/HR THERAPY \$73/HR BILINGUAL 3% INCREASE/YR	\$26.50/HR \$29.50/HR BILINGUAL 3% INCREASE/YR				
<b>Gray Communication Therapy, LLC</b>						
<b>*HealthPRO Heritage, LLC (Lingua)</b>						

<b>Humanus Corporation</b>	\$79/HR\$84/HR BILINGUAL\$84 FLAT COMM. AID EVAL\$84 TRAINING EVAL3% YR 3 INCREASE3% YR 5 INCREASE	\$23/HR\$26/HR BILINGUAL3% YR 3 INCREASE3% YR 5 INCREASE	\$48/HR RN\$51/HR RN BILINGUAL\$39/HR LPN\$41/HR LPN BILINGUAL3% YR 3 INCREASE3% YR 5 INCREASE	\$19.35/HR CNA\$20.35/HR BILINGUAL3% YR 3 INCREASE3% YR 5 INCREASE	\$74/HR\$76/HR BILINGUAL3% YR 3 INCREASE3% YR 5 INCREASE	\$14.74/HR SHORT TERM\$163.76/DAY LONG TERM\$15.74/HR BILINGUAL SHORT\$21.47/HR BILINGUAL LONG3% INCREASE YR 33% INCREASE YR 5
<b>JCS Speech Therapy LLC</b>						
<b>Kaleidoscope Family Solutions Inc.</b>	\$75/HR \$85/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5				\$55/HR \$55/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5	\$42/HR SHORT TERM \$336/DAY LONG TERM \$52/HR BILINGUAL 2% INCREASE YR 4 2% INCREASE YR 5
<b>Language Connection</b>					\$85/HR 2HR MIN. \$85/HR BILINGUAL	
<b>Learn-It Systems</b>	\$80/HR THERAPY \$85/HR BILINGUAL THERAPY 5% INCREASE/YR	\$24.50/HR 5% INCREASE/YR				\$62/HR-\$66/HR SHORT TERM \$62/HR-\$66/HR LONG TERM 5% INCREASE /YR
<b>*Locker, Roslyn</b>						
<b>Melmed Center</b>	\$1050/ ASSESSMENT W/REPORT \$90/.5HR PARENT CONSULT \$175/50 MIN. COUNSELING \$700/PSYCHOEDUCATIONAL EVAL INFANT/TODDLERS/KINDER \$1050/PSYCHOEDUCATIONAL EVAL 3-4 \$1250/PSYCHOEDUCATIONAL EVAL KINDERGARTEN-2ND GRADE \$1600/ PSYCHOEDUCATIONAL EVAL 8 UP \$700/ DEVELOP PSYCH ASSESS 1-2 YRS \$1050/DEVELOP PSYCH ASSESS 3-4 YRS \$1250/DEVELOP PSYCH ASSESS 5 UP 2% INCREASE/YR	\$100/HR \$250/ 1.5 HR CONSULT 2% INCREASE/YR				
<b>MGA Home Healthcare LLC</b>			\$46.08/HR RN \$46.08/HR LPN .5% YR INCREASE/YR			
<b>*Monheit, Lisa SLP (Speech Pathways, Inc.)</b>						

<b>*My Therapy Company</b>	\$71/HR \$75/HR BILINGUAL 1.25% INCREASE YR 2-5	\$35/HR \$38/HR BILINGUAL 1.25% INCREASE/YR				
<b>ProCare Therapy</b>	\$72/HR \$77/HR BILINGUAL 2% INCREASE YR 2-3 1% INCREASE YR 4-5	\$50/HR \$62/HR BILINGUAL 1% INCREASE/YR	\$65/HR RN \$55/HR LPN \$70/HR BILINGUAL 2% INCREASE YR 2-3 1% INCREASE YR 4-5	\$45/HR CNA \$55/HR BILINGUAL 2% INCREASE YR 2-3 1% INCREASE YR 4-5	\$55/HR 6HR MIN. \$65/HR 1-4 HRS \$65/HR BILINGUAL 2% INCREASE YR 2-3 1% INCREASE YR 4-5	\$56.50/HR \$66.50/HR BILINGUAL 2% INCREASE YR 2-3 1% INCREASE YR 4-5
<b>Psychoeducational Assessments School Services</b>	\$65/HR \$65/HR BILINGUAL 5% INCREASE/YR					
<b>Redemption Psychiatric</b>	\$99.75/HR					
<b>Skyler Speech Therapy Services</b>						
<b>Sonoran Therapy Group</b>						
<b>Staffing Options &amp; Solutions, Inc.</b>						
<b>Statewide Interpreting Services LLC</b>					\$60/HR 6hr min \$65/HR 1-4 hrs \$60/65/HR BILINGUAL \$70/75HR (LESS THAN 24HR NOTICE) \$63/HR INCREASE YR 3-4 \$65/HR INCREASE YR 5	
<b>*STARS- Student Therapy And Resource Svs</b>	\$70.95/HR \$71.95/HR BILINGUAL 2% INCREASE/YR					\$58.89/HR \$471/DAY LONG TERM \$454/DAY BILINGUAL LONG 2% INCREASE /YR
<b>Sunbelt Staffing</b>	\$70-85/HR \$73-88/HR BILINGUAL 3% INCREASE/YR	\$55-62/HR \$58-65/HR BILINGUAL 3% INCREASE/YR	\$68-60/HR RN \$48-60/HR LPN \$48-60/HR BILINGUAL 3% INCREASE/YR	\$28-35/HR CNA \$28-35/HR BILINGUAL 3% INCREASE/YR	\$60-70/HR 3% INCREASE/YR	\$55-75/HR \$55-75/HR BILINGUAL 3% INCREASE/YR
<b>TeachTown</b>		\$135/HR 2% INCREASE YR 2 ONLY				
<b>Therapy One</b>	\$75/HR \$85/HR BILINGUAL	\$30/HR \$40/HR BILINGUAL	\$45/HR RN \$35/HR LPN	\$30/HR CNA		
<b>*Therapy Rehabilitation Services, Inc.</b>	\$86/HR EVAL/ASSESS./CONSULT/TR AIN \$110/HR BILINGUAL EVAL/ASSESS./CONSULT/TRA IN *\$66/HR THERAPY \$85/HR BILINGUAL THERAPY 3% INCREASE YR 2-3 5% INCREASE YR 4-5					

Therapy Time LLC	\$70/HR\$79/HR BILINGUAL1% INCREASE/YR					
Therapy Travelers (3Chords Inc. dba)						
Vincent, Carl						

**C. ADDITIONAL DISTRICTS OPTING IN:**

	District	Annual \$
1	Apache USD	\$650,000.00
2	Avondale Elementary	\$25,000.00
3	Buckeye ESD	\$200,000.00
4	Buckeye Union HSD	\$50,000.00
5	Creighton ESD	\$800,000.00
6	Deer Valley USD	\$3,000,000.00
7	Dysart USD	\$200,000.00
8	Flagstaff USD	\$125,000.00
9	Fowler ESD	\$1,000,000.00
10	Gilbert Schools	\$800,000.00
11	Havasú	\$800,000.00
13	Liberty ESD	\$335,000.00
14	Littleton Elementary	\$1,500,000.00
15	Madison	\$75,000.00
16	Mesa USD	\$200,000.00
17	Paradise Valley USD	\$1,000,000.00
18	Peoria USD	\$100,000.00
19	Phoenix Union HSD	\$3,000,000.00
20	Scottsdale USD	\$300,000.00
21	Tempe SD	\$1,500,000.00
22	Tempe Union HSD	\$200,000.00
23	Tolleson Union HSD	\$500,000.00
24	Washington ESD	\$4,500,000.00
	<b>TOTAL</b>	<b>\$20,860,000.00</b>

Sincerely,

**Tracy Wieland,**

**Buyer**

**602-347-2674**

**602-347-3521 Fax**

**[Tracy.wieland@wesdschools.org](mailto:Tracy.wieland@wesdschools.org)**