



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
May 15, 2024



SUPPLEMENTAL

*Contact: Joh Sedtal 443-469-5864
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46-S. SERVICES CONTRACT
Department of Public Safety and Correctional Services

Contract ID: Pre-Trial Medical and Mental Health Care and Utilization Services; *BPM040428*
ADPICS No.: Q00B4600096

Contract Description: Medical and mental health care and utilization services for pre-trial detention facilities.

Award: Centurion of Maryland, LLC; Lutherville-Timonium, MD

Contract Term: 06/06/2024 - 06/05/2029 (w/one 2-year renewal option)

Amount: \$490,572,089 (Base Term)
\$233,203,473 (Renewal Option #1)
\$723,775,562 Total

Procurement Method: Competitive Sealed Proposals

Proposals:

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offer Rankings</i>	<i>Overall Rankings</i>
Centurion of Maryland, LLC; Lutherville-Timonium, MD	1	\$723,775,562 (2)	1
CHS TX, Inc. dba YesCare; Brentwood, TN	2	\$579,614,064 (1)	2

**Technical and financial proposals were weighted equally.*

Living Wage Eligible: Yes

MBE/VSBE Participation: 30% / 1.5%

Performance Security: Yes

Hiring Agreement Eligible: Yes

Incumbents: CHS TX, Inc. dba YesCare; Brentwood, TN (Medical); and
MHM Services, Inc. dba Centurion Group, Inc (Mental Health).;
Vienna, VA



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46-S. SERVICES CONTRACT (cont'd)

Requesting Agency Remarks: A notice of the availability of the Request for Proposals (RFP) was advertised on eMaryland Marketplace Advantage (eMMA) on October 23, 2023 notifying 1,212 vendors of the solicitation. The solicitation was also sent directly to seven prospective vendors. Three proposals were received on December 18, 2023 and two were determined to be reasonably susceptible of being selected for award. Centurion of Maryland, LLC was determined to be most advantageous to the State as its proposal was both ranked highest technically and highest overall.

A protest was received on April 16, 2024 and DPSCS denied it on May 3, 2024. The protest asserted that their proposal showed a superior technical proposal and a lower overall price and, therefore, should have been the recommended offeror. However, they did not provide substantiating evidence to demonstrate that an incorrect determination was made. They submitted a Supplemental Protest on May 7, 2024 alleging the Department's evaluation was flawed based on information they received in their debriefing on April 30, 2024. The Department denied this supplemental protest on May 9, 2024 as the supplemental protest was not timely and even if it had been, it was based on conjecture, not fact. The Department anticipates that this protest decision will be appealed to the Maryland State Board of Contract Appeals (MSBCA). In spite of this, the Department wishes to award this contract to Centurion of Maryland, LLC in the face of protest.

The recommended awardee, Centurion of Maryland, LLC (Centurion), provided the proposal with the superior technical ranking and best value to the State, despite being the more costly proposal. With Centurion's corporate headquarters located in Northern Virginia, their local office located in Lutherville, Maryland, and approximately 22% of its corporate staff residing in Maryland, the proposal forecasts that \$615,209,229 of the contract's value will be reinvested back into the Maryland economy. Additionally, Centurion's proposal indicates efforts to form recruitment partnerships within Maryland focusing on relationships with local universities to draw new talent into correctional healthcare.

The Department is requesting that the BPW approve the contract award notwithstanding the protest in order to protect substantial State interests. The substantial state interests include:

- The Department currently provides medical and mental health services through separate contracts, but there have been challenges with coordinating continuity of care for pre-trial detainees and incarcerated individuals between two separate vendors. The Department intends to award new contracts based on the population served, pre-trial and sentenced, rather than the type of medical care provided, medical and mental health, for the entire population. This will allow for a cohesive system that ensures that the quality of care remains consistent and uninterrupted for the pre-trial detainees and the Incarcerated Individuals across all of the Department's facilities.



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46-S. SERVICES CONTRACT (cont'd)

Agency Remarks (cont'd):

- The current medical and mental healthcare vendors provide services for the entire Department, but the Pre-Trial facilities have different operational and clinical needs from the Division of Correction (DOC) facilities. Separating the contracts by Pre-Trial and DOC allows the Department to provide an additional emphasis on the needs of the pre-trial detainees, providing the additional monitoring and administration that a standalone contract allows for.
- A timely and orderly transition to the new contractor is essential to meet the contract start date and ensure uninterrupted mental and medical healthcare services for the pre-trial detainees and the Maryland communities.
- The Department has already modified the existing medical healthcare contract to extend its term, which has increased the monthly costs without improving the quality of service.
- Under the proposed new contract, the Department anticipates an increased level of performance and quality of service. The Department cannot afford to delay the implementation of a medical and mental health care contract that will so significantly improve the lives of the pre-trial detainees under its charge.
- Several key economic benefits in the new contract include:
 - The MBE goal (30%) is 172.72% higher than the established contract goal on the current medical healthcare contract (11%) and 114.27% higher than the established contract goal on the current mental healthcare contract (14%). This equates to approximately \$217,132,668.60 that will go to certified MBE vendors.
 - The VSBE goal (1.5%) is 50% higher than both currently established medical healthcare and mental healthcare contract goals (1% on both contracts). This equates to approximately \$10,856,633.43 that will go to certified VSBE vendors.
- Centurion will make substantial enhancements to the Department's current healthcare infrastructure that will improve the Department's quality of care, service range and efficiency for our pre-trial detainees.
- By providing staffing with higher hourly rates, Centurion will attract more qualified professionals, solve ongoing vacancies issues, and provide a better quality of care to pre-trial detainees, while also ensuring that the Department is able to hold the vendor accountable for its performance of the contract.



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46-S. SERVICES CONTRACT (cont'd)

Agency Remarks (cont'd):

The Department is seeking approval of this contract award, notwithstanding the protest and supplemental protest, based on the substantial State interests to obtain a more comprehensive and robust contract in order to provide the pre-trial detainees under the Department’s care with better overall medical and mental healthcare services. The Department is confident that the protest will not be successful and will only result in the unnecessary delay of the much needed contract for medical and mental health care and utilization services.

Per COMAR 21.10.02.11.A(1), the BPW should find that execution of the contract without delay is necessary to protect substantial State interests, and authorize the recommended contract notwithstanding the protest.

<i>Fund Source:</i>	100% General Funds																		
<i>Approp. Code:</i>	<table border="0"> <tr> <td>\$ 7,358,391</td> <td>FY25</td> <td>Q000101</td> </tr> <tr> <td>\$24,334,858</td> <td>FY26</td> <td>Q000101</td> </tr> <tr> <td>\$25,064,904</td> <td>FY27</td> <td>Q000101</td> </tr> <tr> <td>\$25,816,851</td> <td>FY28</td> <td>Q000101</td> </tr> <tr> <td>\$26,591,357</td> <td>FY29</td> <td>Q000101</td> </tr> <tr> <td>\$27,389,097</td> <td>FY30</td> <td>Q000101</td> </tr> </table>	\$ 7,358,391	FY25	Q000101	\$24,334,858	FY26	Q000101	\$25,064,904	FY27	Q000101	\$25,816,851	FY28	Q000101	\$26,591,357	FY29	Q000101	\$27,389,097	FY30	Q000101
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\$27,389,097	FY30	Q000101																	
<i>Resident Business:</i>	Yes																		
<i>MD Tax Clearance:</i>	24-0325-0000																		

BOARD OF PUBLIC WORKS		THIS ITEM WAS:	
APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	