

**Office of Finance
Division of Procurement
MONTGOMERY COUNTY PUBLIC SCHOOLS
45 W. Gude Drive, Suite 3100
Rockville, Maryland 20850**

April 14, 2023

NOTICE TO OFFERORS

**The following are questions and responses regarding
RFP No. 4976.1,
Sports Medicine and Athletic Training Partnership in Montgomery County Public Schools**

Q1. Who is the incumbent?

A: This is a new RFP that replaces the existing RFP, which will be discontinued. Currently, MCPS utilizes 4 vendors to service the 25 high schools. MedStar services 12 schools, Pivot services 6 schools, ATI 5 schools, and Rehab 2 Perform 2 schools. The athletic trainers are contracted through the vendors and are employees of their respective companies. Under the new RFP, with Board of Education approval of the operating budget, MCPS will employ 25 full-time athletic trainers, who will be school system employees. Although there is no cost for the partnership, MCPS will pay at a negotiated rate per hour/per trainer for services provided at events that are not covered by MCPS-employed staff or the identified five rover positions provided by the partner organization.

Q2. Are there active contract staff currently working on this contract?

A: Yes – there are currently 17 athletic trainers working. 8 schools have vacancies and are receiving part-time coverage to the extent possible.

Q3. What is the bill rate of the current vendor?

A: Schools were initially awarded at \$40,000/each with the previous RFP. However, by the time the final two schools were awarded, the price increased to \$80,000/each for those two schools, in order to get them covered.

Q4. What was the annual spend on this contract in the past fiscal year?

A: The total allocated cost was \$1.2 million dollars; however, due to schools not having full-time athletic trainers and not receiving services at various points or for the whole year, this amount will be less. The actual spend will be known at the conclusion of the school year.

Q5. Are there any open/vacant positions?

A: Yes – the following 8 schools do not have full-time athletic trainers – Blair, Blake, Damascus, Magruder, Northwest, Poolesville, Quince Orchard, Watkins Mill

Q6. How soon do you expect the contract to start?

A: July 1, 2023

Q7. What were the total amount of hours utilized in the past fiscal year?

A: The actual number of hours will be known at the conclusion of the school year. 5 schools have not had an athletic trainer all school year – Blake, Magruder, Northwest, Poolesville, Watkins Mill. Einstein and Northwood started without an athletic trainer, but one was assigned in September. The Richard Montgomery and Rockville athletic trainers were hired late as well. Blair, Damascus, and Quince Orchard have all lost their athletic trainer during the course of the school year.

Angela McIntosh Davis, CPPB, Director, Division of Procurement

Please indicate your acceptance of this notice by signing below and returning with your RFP or under separate cover.

Accepted:

Name and Title

Company Name