Answers to Questions Regarding RFP 011-2022: Hematology/Oncology Locum Tenens

1. Are staffing firms able to submit a response to this RFP? Yes
2. Is Nassau Heath Care Corporation seeking per diem, local or travel staff to fill their needs? Vacation coverage, weekend call shifts, local is preferred
3. Is Nassau Heath Care Corporation satisfied with the current provider(s) of services? Somewhat. Current provider has limited provider availability
4. Are we required to submit pricing for all titles included in the RFP? Yes
5. How many vendors is Nassau Heath Care Corporation planning on awarding? 1
6. Has Nassau Heath Care Corporation contracted for temporary medical services in the past? Yes
7. If yes, what Nassau Heath Care Corporation charged per hour per title? Currently, we charge by shift - $3500/weekend call (8am-8am); $2500/weekday call (4pm-8am); $3500/weekday which includes clinic (8am-4pm) and call shift (4pm-8am).
8. Who were/are the previous incumbent(s)? Medicus
9. How many vendors does Nassau Heath Care Corporation currently work with for temporary medical staffing? The Oncology division currently works with 1 vendor.
10. Is this RFP seeking new firms to add on to the current vendor panel or bring in completely new vendors? New vendors
11. How many estimated staff are expected to be utilized for this RFP? As many as necessary.
12. What is the volume of providers needed for this assignment? Approx. # of shifts need filled per month? # of shifts will vary. Prefer 1-2 providers to maintain continuity of care, but will accept as many as necessary to cover open shifts.
13. What is the onboarding process and how long does it take? Interview, credentialing, basic orientation on first day. It can take 2-4 weeks.
14. What is the interview process? Interview with the Chief of HemOnc and the Chairman of the Dept. of Medicine if necessary. Interview can be done by phone or in person.
15. How long is this assignment? Ongoing
16. How many vendors is the RFP going to be awarded to? 1
17. Average patients per shift/day? 12-15 patients per shift/day
18. Average call back hours for the weekend call shifts? 1-3hrs
19. Type of EMR system? Sunrise
20. Will orientation before starting assignment be provided; if so, is this virtual or onsite? Brief orientation the first day onsite.
21. Is travel, lodging and MALP billable? No
22. Clarification on schedule: Are you looking for 1 provider to do the weekend call coverage and 1 provider for the vacation coverage? Or just 1 provider for both? Preferably 1 provider for both, but will consider multiple providers if necessary to cover all open shifts.
23. How far in advance will they let us know about vacation dates? At least 1 month
24. Only NY licensed candidates? Yes
25. Willing to Pay for travel and lodging? No
26. Local candidates only? Preferred
27. Board Certification: Double or triple boarded? Board Certified
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28. Is it a hematology heavy practice? Or how is it split between hematology and oncology patients?  
   About 60% Oncology and 40% Hematology

29. EMR system?  Sunrise

30. Support staff? What other staff will the locums be working with?  
   RNs, MA, clerical

31. Patient volume? And how many new consults per day/week?  
   12-15 patients/day.  5-8 new patients per week.

32. Credentialing timeframe?  3-4 weeks expedited

33. Are the physicians required to be COVID Vaccinated?  Yes

34. How many physicians currently service the contract?  1

35. Who is the current contract holder?  Medicus

36. What are the current incumbent bill rates?  
   $3500/weekend call (8am-8am);  
   $2500/weekday call (4pm-8am);  
   $3500/weekday which includes clinic (8am-4pm) and call shift (4pm-8am)

37. What was the current 2-year total Cost?  Last 18 months = $472,128

38. Why is this RFP being issued?  Looking to increase options and identify additional providers.

39. Are you satisfied with the current vendors?  If not, why not?  Somewhat.  Easy to work with, but limited availability.