



Bid Waiver Form

Short Description of Goods/Services	Rehabilitation Therapy
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Date	January 27, 2020
Department	Human Services
Name	Laura Geurink
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Phone	845-1224
Purchasing Agent	Carolyn Clow

Vendor Name	MJ Care
Vendor MUNIS #	20293
Requisition #	
Requisition Year	2021-2025
Total Cost	\$ 1,142,545 - estimated 5-year cost; 2020 estimated cost of \$228,509 per the established fee schedule.
Vendor Quote Attached	<input type="checkbox"/> Yes – Quote is required to be attached.

Provide a detailed description of the goods/services intended to be purchased:

MJ Care has been providing rehabilitative services to residents at Badger Prairie Health Care Center since 2011. This includes physical therapy, occupational therapy and speech therapy. These services ensure residents are able to improve or maintain functionality at the highest level possible. Wisconsin state statute DHS 132.64 requires this service be offered to our residents.



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Procurement Exception List	
<input type="checkbox"/>	Emergency Procurement
<input type="checkbox"/>	Only one vendor possesses the unique and singularly available ability to meet the Department's requirements
<input checked="" type="checkbox"/>	Unique and specific technical qualifications are required
<input type="checkbox"/>	A special adaptation for a special purpose is required
<input type="checkbox"/>	A unique or opportune buying condition exists

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception chosen:

MJ Care has become a part of BPHCC. The knowledge and familiarity with our residents is critical for success during therapy, especially with the behaviors our residents display. The education and training they offer our staff has been over and above the contract expectation at no charge. Their software has provided detailed billing and reporting that transfers seamlessly into our system. Having access to a Wisconsin based company has been invaluable with customer service as they have driven to our facility to help with any issues without hesitation.

Most importantly, the relationships that have been developed with MJ Care are extraordinary. The therapist/resident relationships are long term and have established trust with a population that doesn't easily do this. These clinicians have specialized skills for working with the psychological diagnoses that our residents have. They meet our residents' needs by working evenings, weekends and holidays. The staff have been stable and here consistently.

Through MJ Care, we benefit from many services for which they do not bill us. The lead therapist presents willingly at all staff meetings and trainings, including second and third shifts. They continue to offer free training/seminars for restorative nursing for example, which directly increases revenue. This also includes training staff on Medicare/Medicaid coding to maximize reimbursement. This amounts to \$20,000 in seminar/conference savings.

During this time, we have integrated our software systems in many aspects. We access and work closely for monthly billing services. They offer best practices suggestions based on their experience with similar facilities. These consultations amount to \$1,500 in savings. We have worked with them to create specific exports to upload our Payroll Based Journals as required by the CMS for quarterly reporting (which saves \$2,500 of time preparing and keying data).

Overall, MJ Care is an integral part of Badger Prairie. We value their services, both for the quality and sincerity in which it is offered. They continue to go over and above what we pay for with only the residents and staff in mind. The customer service is beyond expectation with any assistance just a phone call away. Starting over with a different company would add a burden for not only the well-being of the residents, but would challenge the staff with



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software and paperwork changes as well as increased costs for all of the training and coding we receive free of charge.

Bid Waiver Approval (Purchasing Use Only)

Under \$36,000 Controller Approval	Date
\$36,000 or over Personnel & Finance Committee Approval	Date