

May 16, 2013

Dennis E. Averkin
Procurement Director
Colleton County Government
Procurement Office, Room 208
31 Klein Street
Walterboro, SC 29488

Dear Mr. Averkin:

Southern Health Partners is honored to have been providing Inmate Medical Services since 1998 to the Colleton County Detention Center. We believe Southern Health Partners, Inc. continues to be the most qualified to manage the medical, mental health and dental care of inmates in the Colleton County and we look forward to continuing our partnership with the county.

As background, Southern Health Partners (SHP) has been working in South Carolina jails for thirteen years, and we work in several other states as well. The principal owners of SHP were senior managers at a similar correctional medical provider for several years before starting SHP 18 years ago. We have experience in jails and prison systems of all types across the country. Further, we have several managers who have extensive experience in law enforcement, jail operations, and county government. At present, SHP is contracting to manage medical care for inmates in more than 190 county detention and correctional facilities in 12 states. We currently have 21 County contracts in South Carolina.

We comply with individual state standards for jails, as well as use the standards of the National Commission on Correctional Health Care (NCCHC) as the basis for our policies, procedures and operations. We will also comply with regulations of the federal government and the State Pharmacy Board and DHEC for permits, oversight, and inspections as these apply to our program. We have been involved in South Carolina as a medical provider to inmates longer than any other company and we are very knowledgeable in meeting the unique requirements of the SCDHEC for controlled substances and SCLLR's Pharmacy Licensing Board for inspections.

While reviewing this proposal please keep the following in mind:

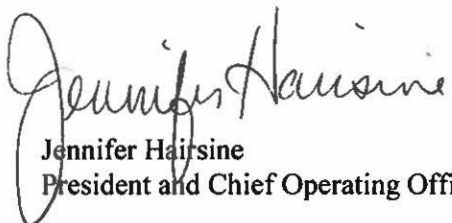
- We are offering two pricing options for the county's consideration. The first option pricing is based on all prescription medications which are included in the cost pool accounting feature. The second option includes most prescription medication in the base fees, while excluded medications (Prescription medications for HIV+/AIDS, renal failure, hepatitis, cancer, MD, MS, hemophilia, Crohn's disease and tissue/organ rejection) are included in the cost pool.
- While we believe most mental health needs of the facility can be managed by the nursing staff and medical director, we are providing the optional use of a Qualified Mental Health Provider. This person will be used only on an as needed basis as determined by our Medical Team Administrator and/or Medical Director. All costs associated with the Qualified Mental Health Provider being physically on-site will either be billed to the cost pool.

Please keep in mind our goal is to keep as much of the medical care delivery inside the jail as possible, thus avoiding transports and the associated risk. This also reduces the cost of outside providers.

In South Carolina it is a local decision as to whether the County will cover any or all of the cost of care outside the jail for pre-trial detainees. We will seek direction from the Sheriff and County as to payment aspects in this regard.

We look forward to your response to this request, and we stand ready to discuss the services outlined here for the County. It is our sincere hope to continue a contractual relationship with Colleton County with a comprehensive program and we are available at any time to discuss this in detail. Please feel free to contact me in by email at jennifer.hairsine@southernhealthpartners.com or by phone at (423) 553-5635 ext. 11. You may also contact Wes Williamson at (256) 490-4517.

Sincerely,



Jennifer Hairsine
President and Chief Operating Officer

Colleton County Procurement Office

PRICE BID RESPONSE FORM

Solicitation Number: **CCSO-05**
Closing Date/Time: **May 21, 2013 @ 3:00pm**
Location: **31 Klein St., Room 208, Walterboro, SC 29488**
Procurement: **Healthcare Services for Detention Center**

1.

	Option 1	Option 2
Year 1	211,200.00	225,200.00
Year 2	215,424.00	229,704.00
Year 3	219,732.48	234,298.08
Year 4	219,732.48	234,298.08

2. Cost Escalation Factor: Year 2: 2 % Year 3: 2 % Year 4: 0 %

3. If patient population exceeds 110 inmates, the excess over the average will be charged on a per diem rate of: \$ 1.05 for each inmate over 110.

Preferred Start Date: July 1, 2013

Details: We are offering two (2) pricing options for the
County's consideration. Please refer to the pricing
section of the proposal for more information.

Southern Health Partners
Company Name

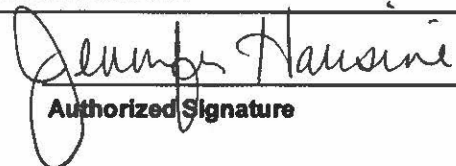

Authorized Signature

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I. SHP - The Story

Southern Health Partners, Inc. (SHP) was founded in 1994 for the purpose of providing medical care to inmates in county jails, primarily in the southeastern U.S. We have experienced steady controlled growth and we now serve more than 190 counties, in 12 states.



Mission Statement

To grow, through our experience, relationships, and reputation, and continue as the leader in providing affordable inmate healthcare to county jails.

SHP more than meets the qualifications of your RFP:

- Our business focuses solely on county and city correctional medical services.
- We believe that we have more county facilities under contract for comprehensive services than any other provider.
- Have customer contracted facilities ranging in size from 25 inmates to more than 800 inmates.
- Our professional liability insurance protection extends to the County as an additional insured. Our insurance, unlike some competitors' policies, also covers the corporate entity SHP, all our employees, and physicians (if the physician requests the coverage). We also have general liability and other coverage as detailed in this proposal.
- We comply with all South Carolina detention standards for adults and juveniles, for those services we are contracted to provide.
- Proven ability to start up difficult contracts on short notice.
- Exceptional HR support responsible for recruiting and training with regional management.
- Corporate office capabilities include both clinical and business experience. We not only have individuals from the medical and mental health fields, but legal, corrections, network development, community relations, and information technology. We collaborate with local specialty providers and utilize networks for subcontracted services as available and if needed.
- For our contracted facilities, SHP always provides on-site nurse staffing and a physician/and or physician extender always visits the facility on a regular basis. Our physician is on-call to the nurses at all times for phone consultations.
- We order all care, supplies, pharmaceuticals, and medical procedures.
- Controls on supplies and medications.
- Turn-key ordering, billing, and payment of care.
- 60-day no-fault termination provision for either party to the contract.
- SHP is a registered CEU provider for medical staff.
- Single point of accountability.
- Extensive Officer training is offered either on site or via WebEx recording.

Accomplishments

- Providing speakers and instructors upon request for medical training initiatives.
- Supporter of South Carolina Sheriffs' Association since 1997.
- Supporter of South Carolina Jail Administrators Association since 1997.
- Working with local health departments with regard to communicable and sexually transmitted disease testing and treatment.
- Working with food service providers to establish diet guidelines
- CEU certification for nurse training in all states
- Working with local pharmacies for back up and support services
- Coordinating with local mental healthcare providers for continuity
- Our charitable initiative known as "Stitches" seeks local involvement in projects
- Certified instructors for officer in-service training
- Successfully assists facilities in meeting Department of Justice Review and Consent Order Compliance
- 100% Compliance achieved in ICE Audits
- Facilities accredited by NCCHC and ACA.
- Certified Correctional Health Professional (CCHP) leaders with Operations Management Team
- Quick pay discounts negotiated on behalf of clients
- Achieving 35% or more discounts for ancillary services
- Established Successful correctional travel nurse program to support SHP Sites

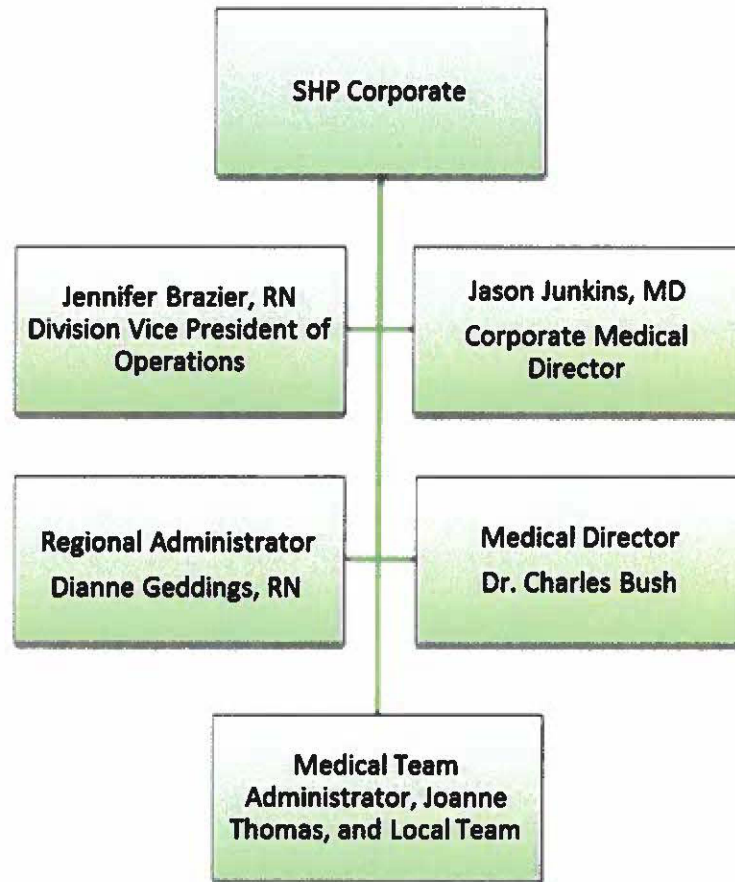
Our professional staff members and their ability to work in correctional settings is the core or backbone of our business. SHP has a unique group of operational leaders. We have well-qualified regional representatives reporting to one of three Division Vice Presidents. All of these managers are nurses and nearly all of them have developed and matured inside SHP. These regional representatives are physically located in the states they supervise and have the ability to quickly respond to individual needs of both the Medical Team Administrator (MTA) at the site and the Jail's administrative officers. They provide oversight and supervision, but also mentoring, guidance and influence for each MTA, not just during each initial start up and orientation, but throughout the life of the contract.

This combination of support and knowledge creates a bond which remains with the MTA when he/she is independently running your facility on a daily basis. Communication between each site and regional representative continues to build on those relationships and is a major factor in our success.

II. SHP - Corporate Office Organizational Structure

Organization

We believe a well-organized and motivated local management team, made up of a Division Vice President, Regional Administrator, Medical Team Administrator and a Medical Director (physician) is the best approach to manage the program at the site level. The SHP corporate staff supports each facility.



Leadership and Management

We believe our company is very qualified to provide the healthcare services required by Colleton County for the inmates. Our corporate expertise in the areas of healthcare program design, delivery and administration can best be demonstrated by the following sampling of work experiences and accomplishments achieved by members of our management team and owners.



JEFFREY A. REASONS – Owner/Director, Chief Executive Officer of Southern Health Partners, Inc. since its inception in 1994. Past-President and Chairman of Prison Health Services, Inc. (PHS) and Chief Executive Officer of the parent company, America Service Group Inc. (ASGR-nasdaq). Mr. Reasons adds over thirty (35) years' experience in all aspects of healthcare management to our company. Prior to joining PHS in 1986, Mr. Reasons worked nine (9) years for Hospital Corporation of America (HCA). Jeff is a graduate of the University of Tennessee at Martin and Rockhurst University (MBA).



JENNIFER I. HAIRSIINE – Owner/Director, President & Chief Operating Officer, Southern Health Partners, Inc. since 1996. Responsible for the management of all client contracts and programs, contract start-up activities, and all corporate administration, professional credentialing, quality assurance, and continuing education activities. Nine (9) years' experience with PHS before joining SHP. Jennifer is a Certified Correctional Health Professional (CCHP) and a member of the American Correctional Health Services Association (ACHSA).



WES WILLIAMSON – Executive VP, Southern Health Partners, Inc. since 2004. Wes proudly served the citizens of Etowah County, Alabama for fifteen (15) years as a member of the Etowah County Sheriff's Office. He reached the rank of Chief of Corrections and was the lead transition and training supervisor during the agency's transition into the first Direct Supervision Jail in the State of Alabama. Wes has taught corrections and law enforcement classes at the University of Alabama, Jacksonville State University and other regional training facilities. He received his Certified Jail Manager certificate from the American Jail Association in 2000. Wes is a proud veteran of the Alabama National Guard.



SUSAN E. BRYSON – Vice President, Chief Financial Officer, Southern Health Partners, Inc. Susan oversees all accounting, budgeting, and finance functions of the corporation. Former Chief Financial Officer for Fannin Regional Hospital in Blue Ridge, GA and Asst. CFO for Skyridge Medical Center in Cleveland, TN. She holds a B.S in Business Administration, and MBA from Kennesaw State University.



JASON C. JUNKINS, MD – Corporate Medical Director, Southern Health Partners, Inc., since September, 2012. Dr. Junkins obtained his Doctorate of Medicine from the University of Alabama School of Medicine in 2001. Following medical school, he completed a Residency in Internal Medicine/Pediatrics at the University of South Alabama Medical Center. Dr. Junkins is board certified in Internal Medicine, a fellow of The American College of Physicians, and continues to operate his private practice in Rainbow City, Alabama. His vast experience as a correctional medical director, private practitioner, and Medical Directorships has allowed him to assume the responsibility for medical leadership and direction to Southern Health Partners. Dr. Junkins is also actively involved in all policies and procedural updates and implementation that affect the delivery of healthcare in corrections.



KATIE UTZ – Vice President, Human Resources, Southern Health Partners, Inc. A former professional recruiter and office manager, Katie brings thirteen (13) years Human Resources/Recruiting experience to the Southern Health Partners management team. Some of her responsibilities include recruitment, credentialing, employee benefits management, training, staff development, and worker's compensation and accident prevention.



LACEY LAFUZE – Controller, Southern Health Partners, Inc. With over 9 years of financial management experience, Lacey oversees the Accounts Payable and Accounts Receivable Departments and assists with contract administration and site budgeting. Her education includes a Bachelor's degree in Accounting and Business Management; and Masters of Accounting and Financial Management.



JENNIFER BRAZIER – Division Vice President, Jennifer is a Registered Nurse and also holds a diploma in Surgical Technology. She has over ten (10) years of nursing experience with a background in surgery, med surgery, and critical care. Jennifer has been a correctional nurse for eight (8) years. She began her correctional nursing career as a staff nurse at a detention center in Kentucky where she began working with Southern Health Partners. Jennifer is currently pursuing her Master's degree in nursing and business management.



SHIRA A. CRITTENDON, JD – Risk Management Associate
Shira Crittendon has served as Southern Health Partners' General Counsel since 2002. She brings a wealth of expertise and experience in the area of general civil litigation with an emphasis in medical malpractice defense, federal civil rights defense, and business litigation. In addition to her litigation experience, Shira also serves Southern Health Partners in various aspects of litigation prevention and Risk Management. She has received an "AV" rating from Martindale-Hubbell, which is the highest peer-review rating available, and has also been selected as one of Georgia's Rising Star lawyers the past three years by Atlanta Magazine. Additionally, Shira was selected by the Georgia Supreme Court to serve as a Special Master, acting as a trial judge in attorney ethics cases. Shira also serves as an associate at Freeman Mathis & Gary, LLP.

III. SHP Healthcare Standards

We will work closely with Colleton County officials and staff to establish a program that provides quality healthcare at an affordable cost. In doing so, we will follow applicable jail standards including those of the National Commission on Correctional Healthcare (NCCHC) as well as ACA and specific state regulations. Among the many things that will be considered are:

Accredited Healthcare Program Design

Southern Health Partners policies and procedures follow the NCCHC *Standards for Health Services in Jails (2008)* and are the basis for designing the program for Colleton County. SHP continues to review each policy annually and remain compliant with the latest approved standards for healthcare in jails.

Experience in Similar Size Correctional Facilities

The principal owners and managers of SHP have extensive experience in providing healthcare to county jails ranging in size from 25 to 3,000 inmates. **Currently, our contracted facilities range in size from 25 to more than 800 inmates. We are currently serving 27 clients with facilities of 350 inmates or larger.**

References

See *confidential* reference listing of our South Carolina customers at the end of this proposal.

Management Availability and Responsiveness

At each facility, a member of our senior staff regularly meets with a County representative, the Jail Commander, or another representative on a regularly scheduled basis. We would plan for our regional representative to attend the monthly meetings with our MTA. At any other time, on short notice, we are always available to discuss any issues, serious problems, and/or concerns to ensure your satisfaction. Southern Health Partners will have an experienced licensed medical professional as our Medical Team Administrator on site who will manage the facilities' healthcare program (see the staffing section for more information). Our Regional Oversight Representatives consist of LPNs and RNs, to add support to our Medical Team Administrator.

Employee Benefits

Southern Health Partners offers competitive benefits in order to recruit and retain skilled employees. Our benefits include:

- Medical, Dental and Vision Insurance
- Life Insurance
- Dependent Life Insurance
- Short Term and Long Term Disability
- 401K Plan
- Section 125 Plan
- Paid Time Off/ Paid Holidays
- Training Reimbursement
- Employee Assistance Program
- Employee Scholarship Awards
- Direct Deposit
- Bereavement Leave
- Family Leave
- Parental Leave
- Medical Leave
- Jury Duty Leave
- Military Leave

Start-Up Plan

As the current health provider at the Colleton County Detention Center, a complete start-up plan is not necessary. Southern Health Partners will continue to provide training to and new hire positions as well as any new providers.

IV. SHP Program Support Services

We will ensure appropriate coordination with the jail's administration and SHP staff to maintain the quality of health services. We tailor our programs to the size of the facility and the desires of the jail managers as well as involved county government officials.

Liaison with Correctional Staff

For the healthcare delivery system to function most effectively, the healthcare staff and corrections staff must work together. SHP staff is sensitive to the security needs and overall operating policies of the institution. Your correctional staff act as an "early warning" network throughout the institution by assisting health services in identifying real or potential health problems. This cooperative working relationship between medical and corrections ensures medical problems are identified early, treated promptly, and then carefully monitored until recovery or resolution. At the same time, safety and security concerns are addressed.

Beyond the routine, day-to-day interaction between the health services staff and correctional officers, our site medical team administrator participates in, at least, monthly meetings with the administrative staff. These meetings provide an on-going opportunity for both parties to jointly evaluate and fine-tune the healthcare program and to discuss other health-related aspects of the institution's operations, such as safety and sanitation, disaster planning, classification, etc.

On request, the health services staff will attend any regularly scheduled or special meeting relative to health issues or other institutional policies and procedures.

SHP personnel will strive to perform their job within the current operation of the facility without disruption to existing schedules or procedures. Our current clients can attest to our success in maintaining excellent working relationships in the jails we serve.

Utilization Management (U.M.)

SHP operates contracts with a managed care ideology. We consider Utilization Management (U.M.) to be a vital and necessary component of every healthcare program we provide. SHP strives to ensure all care rendered is medically necessary and is provided safely in the least costly setting while maintaining the quality of care. We accomplish this with concurrent daily review of each admission and retroactive reviews of cases. This sharing of information, experience and expertise contribute to the best combination of available resources without jeopardizing patient safety and the quality of care while saving valuable officer time.

The goal of the U.M. Program is to provide necessary and appropriate healthcare in the most efficient manner. Regardless of the payer source, our commitment to monitoring these patients results in the best use of available resources. Our intent is to make sure we are limiting hospital stays to the shortest time before returning the inmate to the infirmary or other appropriate housing. The discharge planning begins on admission and with coordination often results in a combination of outpatient services or medication adjustment, allowing earlier return to the detention facility.

Cost Containment

In addition to our U.M. program, our cost containment efforts include several other programs which have resulted in substantial savings for both our clients and for SHP. In the following paragraphs, we briefly describe those other programs and activities that we routinely pursue, to assist in controlling healthcare costs.

On-Site Services - Several on-site services are performed to maintain cost effectiveness for the County both in management of the services as well as eliminating outside security issues. Lab and x-ray services are coordinated on-site with outside clinical providers. Medical staff can draw or collect specimens for lab testing on-site. A clinical provider will pick up those specimens which cannot be tested on-site, and provide the lab test results back to the medical staff via email, fax, or phone. For x-ray services, a clinical provider will be contracted to come to the medical unit and provide on-site x-rays to the patients as ordered by the Medical Director and medical staff. All test results are reported via email, fax, or phone. Other services may be identified for on-site use as additional providers are added to the program.

Service Reports - Our regular healthcare activity reports containing utilization statistics, trends and healthcare program results are a valuable tool for cost-containment efforts. In our experience, the MTA, once charged with the responsibility for reviewing these management reports with an eye to possible cost-containment has the opportunity to impact savings. Once discovered, such findings are communicated to all healthcare staff. Routine on-site reviews by SHP regional administrators also uncover areas for improving the program and more effective management of costs.

Sub-Contractors and Bulk Purchasing - We also control costs by negotiating tight, cost-effective agreements with our sub-contractors, vendors and suppliers. We have been able to deal with national suppliers and enter into bulk-purchasing agreements which allow us to acquire medical equipment, drugs, supplies and services at very competitive prices. Most purchasing of supplies is accomplished by using our approved national vendors. This system is designed to minimize our operating expenses and allow our on-site healthcare staff to review the payments for service delivery and supplies. Examples of our efforts are in discounts with current nationwide suppliers like Staples, FSI, Henry Schein and Benco Dental.

Medical Discount Negotiation - Southern Health Partners has an entire department of employees that work hard to ensure that the county is receiving the best possible price for health care services. We work with local medical providers to establish a discount program that will result in savings to the detention center, and ultimately the taxpayers of the community. Southern Health Partners does not mark-up any discounts to recoup administrative costs.

Insurance

Throughout the term of our contract with Colleton County, we will maintain insurance coverage by companies licensed to write business with an A.M. Best rating of “A” or higher, in full compliance with the terms of the RFP, as summarized below.

Please note SHP does not operate our corporation in LLC format, and we do not incorporate a separate company for each contract location in order to create liability protection, and indemnity limitations. We operate all contracts under our one corporate entity – Southern Health Partners, Inc.

Insurance Coverage	
Medical Professional Liability	\$1,000,000 per medical incident ✓ \$5,000,000 annual aggregate ✓ County named as an additional insured under policy
General Liability	\$1,000,000 ✓ per occurrence of bodily injury and property damage
Worker’s Compensation	\$1,000,000 per accident ✓
Automobile Insurance Coverage	\$1,000,000 ✓
Umbrella Liability Insurance	General Liability, Auto Liability, and Employer’s Liability Additional \$4,000,000 annual aggregate
Indemnity – Southern Health Partners shall indemnify and hold harmless Colleton County for medical services covered by this proposal and resulting contract.	

Management Information Reporting

Data collection begins whenever a service is rendered and accounts for all types of care statistics - physician, pharmacy, specialty consults, emergency room, hospitalization, radiology and others. A regular monthly report and quarterly report is generated and presented to the County as requested.

Grievance Process

We will work with the Jail Commander to implement and continue the formal grievance procedure that is used by inmates, staff and outside individuals. The actual process varies slightly depending upon who is initiating the complaint. All inmates will be advised of the procedures for obtaining medical services and how to initiate grievances regarding those services at the time of their incarceration.

Policies and Procedures

We have developed comprehensive, written policies and procedures to be approved by the County which detail how our program objectives and National standards are met. Our Policy and Procedures Manual is specific to each of the healthcare systems we operate. These policies and procedures will identify, but not be limited to: Intake Screening; Physical Examinations; Sick Call Services; Medication Administration; Emergency, Chronic, Mental Health and Dental Care.

Strategic Planning and Consultation

As part of our contract services, we are pleased to offer you our extensive experience in correctional healthcare, as well as the skills and talents of our diverse and highly credentialed staff. We can assist in strategic planning for the future needs of Colleton County. The following are several examples of how we might serve.

- New facility design and/or renovation of existing space.
- Developing and implementing healthcare programs for specialized populations, such as women, juveniles and mentally ill inmates.
- Preparing for and successfully obtaining accreditation (NCCHC and ACA) or state inspections.
- Risk reduction and liability management.
- Short-term and long-range planning.

While this list is not intended to be comprehensive, we believe the scope of our correctional healthcare experience -- in terms of our number of years in business, our nationwide operations, and the various types of facilities we serve -- makes us a unique resource.

Health Education – Inmates and Staff

SHP provides inmate health education which is accurate, practical, and relevant. A combination of individualized health counseling and opportunities for general information sessions have proven most effective in inmate population settings. Some of the subjects which are available with our program include:

- Personal hygiene
- Diet and nutrition
- Smoking cessation
- Drug and alcohol abuse
- Physical fitness
- Control of hypertension
- Stress management
- Communicable diseases
- Self-care for chronic disabilities or diseases
- Hygiene to avoid MRSA
- Flu prevention and vaccination

SHP has found that a cooperative and supportive jail administration and staff enhance the health education effort by demonstrating an awareness of and interest by reinforcing program objectives through positive example.

Whenever possible, SHP works with available community agencies such as the Red Cross, the American Heart Association, Cancer Society, and the American Lung Association and similar agencies to develop and carry out inmate health education programs.

In-Service Training

SHP believes that professionalism in nursing is enhanced through the continuous updating of knowledge and skills. We provide in-service programs for our on-site staff geared specifically to healthcare delivery in the correctional setting. These programs meet or exceed the requirements of NCCHC and ACA standards and are designed to promote the continued development of knowledge, skills and practices that are consistent with contemporary standards for nursing practice. The following are topics that SHP has offered:

- CPR including Automatic Defibrillator use
- Infection Control - Universal Precautions
- Physical Assessment
- Cardiac, Neurological, and Respiratory Systems
- Nursing Management
- Infectious diseases – A.I.D.S. and tuberculosis

SHP is an approved Nursing CEU provider licensed with the Alabama Board of Nursing, and these CEU units are honored by nurse licensing boards in all the states where we operate. We also have credentialed instructors to offer courses appropriate for Correctional Officers.

This series include topics such as:

- Intake Screening for Medical Issues
- Suicide Precautions and Preventions
- Response to an emergency or disaster conditions
- Signs and symptoms of mental illness
- Alcohol and Drug Withdrawal
- Chronic Illness Such as Diabetes and Epilepsy
- Transmission of HIV and other communicable diseases
- MRSA and Staph Infections

Web-Ex Training Services

In addition to onsite Officer Training courses, Southern Health Partners utilizes Cisco WebEx, a system that allows us to track and maintain online training programs. Online training has become a necessity when helping our customers deal with the challenges of scheduling flexibility for staff often working on all three shifts as well as the ability to record training for use on an ongoing basis when orienting new employees at your facility. WebEx allows participants to register their attendance individually and watch the full duration of training, tracking their attention and attendance electronically. Certificates of completion are available upon request. In many locations, we have been able to offer CE credits for this format of training with prior approval from the crediting institution for class content.

Quality Improvement Program

At SHP, we are committed to effectively monitoring the healthcare we provide and have dedicated appropriate resources to assist in achieving this goal. We actively involve our employees in the Quality Improvement Program through gathering information, evaluating care, and helping to solve problems.

This approach allows us to objectively assess and monitor the quality and appropriateness of patient care. Our Quality Improvement Program includes but is not limited to:

- Providing for the ongoing, objective and systematic monitoring and evaluation of each aspect of healthcare services in SHP facilities
- Monitoring clinical performances through peer review
- Resolving identified problems impacting on patient care
- Monitoring cost effectiveness of services delivered
- Evaluating medication usage
- Regular review of medical records for accuracy

We accomplish these objectives with the use of audit tools and medical chart reviews based on clinical indicators. Periodic meetings with the facility and SHP allow for these findings to be shared and the opportunity to provide feedback for change.

Risk Management

The Risk Management Department handles incident reports and legal matters. We also answer legal questions SHP staff may have, and provide training on legal compliance and risk reduction. We have an Open Door Policy, to all of our staff.

The process of Risk Management is designed to reduce or eliminate the risk of certain kinds of events happening or having an impact on our business. Risk Management is a process for identifying, assessing, and prioritizing risks of different kinds. Once the risks are identified, the Risk Management Department will create plans to minimize or eliminate the impact of negative events. These plans include training topics such as:

- Performing Quality Patient Care
- Follow through with Treatment Care Plans
- Good Documentation Skills
- Review of Previous incidents

Correctional nursing is a professional specialty area that is becoming recognized around the world. It offers the opportunity to practice nursing in a unique atmosphere with other multi-discipline health care providers. While correctional nurses may deal with the same issues as the public sector, they have the added responsibility and challenge of providing quality nursing care to an unpopular population.

SHP promotes patient safety through review of processes and symptoms regarding adverse and/or possible near-miss clinical events. In an effort to reduce risk and/or harm to patients, SHP encourages medical staff members to identify potential problems to the MTA and/or corporate Risk Manager through our incident reporting system.

All medical staff members are trained as to incident reporting upon their orientation. An open forum is encouraged to properly identify problems, risks and the potential for risks within the jail medical unit.

Critical Incident Stress Debriefing is a process that prevents or limits the development of post-traumatic stress in people exposed to critical incidents. Debriefings help people cope with, and recover from an incident's after effects. Nursing and officer staff need to understand they are not alone in their reactions to a distressing event, and this process provides them with an opportunity to discuss their thoughts and feelings. SHP encourages this process with our medical staff and jail officers.

For legal matters that may arise, Southern Health Partners has a licensed attorney who serves as our Risk Management Associate. The Risk Management Associate, along with our in-house risk management department staff, work closely with our insurer, the County, and our local counsel to manage claims and cases which may arise; to evaluate and address potential areas of future legal exposure; and to ensure our health services program is conducted and administered in a legally appropriate and defensible manner.

V. SHP Clinical Services

Although the services will be tailored to your facility and to operations procedures within it, the general nature of our services and the manner in which they are organized and delivered is as follows.

Receiving Screening

Upon the arrival of each inmate, a preliminary receiving screening will be performed by trained correctional officers. At a minimum, the intake assessment will include the following:

- Current illnesses and health problems including medications taken and special health requirements.
- Mental health problems, dental problems and allergies.
- Behavior observation, including state of consciousness, mental status, appearance, conduct, tremors, sweating.
- Inquiry into use of alcohol and other drugs, including types, methods, date/time last taken and problems arising out of use.
- Notation of body deformities and ease of movement.
- Observation of persistent cough or lethargy.
- Condition of skin including, trauma markings, bruises, lesions, jaundice, rashes and infestations and needle marks or other indications of drug abuse.
- Referral of the inmate for emergency health services or additional health services, as may be necessary.

Where needed, the appropriate level of treatment (i.e. treatment in-house by a member of the professional health services staff or referral to a hospital or other community-based health service) will be made after a thorough evaluation of the inmate's condition by the medical staff.

Once an inmate has been formally committed to the facility, and after any serious prior to booking injuries have been treated, SHP will assume financial responsibility for the inmate's medical care on-site at the jail, subject to any limitations on liability for coverage.

Recognizing the benefit of limited off-site referrals, exceptions may be where care usually rendered off-site can be brought into the facility. The cost of those services would be covered by the covered under the cost pool accounting process, since these are normally related to care provided off-site. For example: dialysis, chemo-therapy, portable x-ray, ultrasound, on-site specialty clinics, etc. Please refer to the pricing section of the proposal for more information.

Information regarding access to healthcare services is communicated orally and in writing to inmates upon their arrival at the correctional facility. SHP will use notices, printed in both English and Spanish. These will be posted in the intake area and in the Medical Department advising detainees how to access the healthcare delivery system, in addition to the verbal and written/documented notification which is provided at booking.

Comprehensive Appraisal and Physical Examination

A comprehensive medical history and physical examination will be performed on all inmates prior to the 14th day of incarceration. The health appraisal will include, as required or if clinically indicated, the following:

- Review of the preliminary health screening done at intake.
- Screening for airborne infectious conditions
- Height, weight, pulse, blood pressure and temperature.
- Mental health, dental and vision screenings
- Additional tests and examinations as appropriate.
- Initiation of therapy and immunizations as appropriate.
- Other requirements for NCCHC standards.

Inmates will receive subsequent physical examinations as indicated by their age and physical condition, but customarily annually.

If at the time of the physical, it is determined an inmate requires medical treatment, the inmate will be referred either for immediate medical treatment or to see the physician at the next scheduled sick call.

If the health assessment finds an inmate has a chronic health condition including but not limited to; AIDS, diabetes, epilepsy, cardiac, pregnancy or other; the physician will initiate a specialized treatment plan for the individual. This treatment plan will include information and direction for other medical staff, as well as pertinent information for correctional staff.

SHP has a language translation/interpreter service available to non-English speaking inmates (see special needs section of this proposal).

Daily Triage of Complaints

In order to ensure inmate health problems and requests are addressed promptly, appropriately and efficiently, SHP will use a structured triage procedure, proven effective in other correctional settings.

Our MTA and Medical Director (Physician) always oversee the triage system that is followed by all healthcare personnel. This ensures the inmates receive the appropriate level of care and their complaint is properly processed and resolved. Except for emergencies, inmates will access healthcare via the use of request forms. These requests are received and processed daily by the healthcare staff.

As a first step in the triage system, the inmate is seen by a member of the professional nursing staff and appropriate treatment is administered within the scope of the nurse's ability and license. Sick-call triage is held daily. For non-urgent complaints our nurses have up to 24 hours to see the inmate. Those inmates requiring a higher level of service will be referred to the physician or other appropriate professional practitioner in a timely manner.

If the physician or other practitioner determines the inmate's medical needs are more extensive or specialized, an appropriate referral to outside medical services will be made

Experience has shown an effective triage system can significantly reduce the volume of patients seen

by the physician or specialized practitioners. We believe the triage system makes the best use of professional time and is most cost-effective. At the same time, it provides an appropriate level of care and easy access to the healthcare system by the inmates. Our staff will complete the paperwork for the inmate co-pay process, but we will not store these records or collect any money or benefit from any collections.

Sick Call

Sick call is conducted daily on-site by medical staff. A physician, physician assistant, or nurse practitioner will be in the jail on the schedule described in the staffing section. Inmates to be seen by the physician will have been screened as part of the formal triage system.

We are aware an inmate's custody status can preclude attendance at sick call and, consequently, arrangements will be made to provide sick call services to segregated inmates within their housing area as necessary.

Appropriate documentation will be recorded and maintained for all inmates seen at sick call and incorporated into the inmate's permanent medical record. This ensures inmate health requests are promptly and properly handled, documented, and followed through to a satisfactory resolution.

Hospital Care

When it is medically necessary to transfer an inmate to a local acute care hospital for treatment, SHP will utilize the facilities and services of a hospital or hospitals which meet with the approval of the County. All hospital charges for both inpatient and outpatient care, as well as physician charges outside the jail will be covered under the cost pool accounting process. Please refer to the pricing section of the proposal for more information.

In order to help control expenses and utilization of costly inpatient hospital services, we will continually review the medical necessity for, and give prior approval to, all planned inpatient admissions. We will seek to have the inmate discharged as soon as his/her condition permits.

On-Site Specialty Services

Our program is structured to utilize the fewest number of outside medical resources as possible. Doing so reduces medical costs as well as expenses associated with transportation and security. We accomplish this through the extensive use of the triage system previously described and by making every effort to provide specialized consultative services on-site.

To minimize repeated outside visits, follow-up care for any off-site specialty service will be provided within the facility by SHP staff if possible. The physician will review the results of each outside consultation and will determine if continued treatment is required. Our structured triage system, referral control, on-site clinics and review of outside services will guarantee the fewest number of outside trips possible, and thus reduce the security risk and the additional cost associated with such trips.

Emergency Services

Our MTA and site physician will have twenty-four (24) hour on-call responsibility for any emergency that may arise, to respond by phone to work with our on-site staff or officers. Our on-duty medical staff will contact the emergency facility and verbally describe the symptoms and provide other details regarding the inmate's condition and medical history as necessary.

When emergency transportation is required, medical personnel will assist with the decision whether an ambulance or security van is required and coordinate appropriate transportation with the corrections administration and security staff.

Dental Care

SHP will screen all inmates as a part of the physical exam, and will triage all dental care requests by inmates prior to scheduling those inmates for treatment by the dentist. Dental care is prioritized. Our priority will be the alleviation of pain and the extraction of necessary teeth. Oral Hygiene and patient teaching are a part of every SHP dental program. The program will have the nurses and our physician to triage and refer inmates for any urgent dental work to a dentist.

Mental Health

Our program and pricing allows us to manage most mental health complaints inside the jail, including payment for psychotropic prescriptions as necessary.

SHP's base plan of mental health will arrange for the mental health services for inmates including:

- Effective crisis intervention
- Suicide prevention and screening
- Mental Health Assessments and evaluations
- Monitoring mental health medication
- Referrals as necessary
- Discharge planning

SHP uses a team approach starting with our nurses and our Medical Director. We act as a bridge in caring for those in our custody and assist with discharge planning as they transition back to the community with follow up and public health resources. We have included in this proposal the option for a Qualified Mental Health Provider. This staff person will work on an as needed basis determined by our Medical Team Administrator to help manage the mental health needs of the facility.

All inmates will be evaluated for mental health problems either through intake screening, during their history and physical, or by the inmate's own request through sick call. Inmates exhibiting problematic/questionable behavior may be seen sooner, and Inmates exhibiting severe psychiatric disturbances will be seen immediately. Our nurses will collect information and observations from correctional officers on the patient's behavior, as well as from any previous providers the patient had seen prior to incarceration. After the evaluation, the nurse will consult with the medical staff in regards to follow-up care and treatment issues.

Mentally Ill patients will be referred into the Chronic Care program in order to efficiently monitor the patient's progress as to the established treatment plan.

Psychotropic medications, when used, will be monitored closely for patient compliance as well as cost efficiency.

SHP will establish a written plan for identifying and responding to suicidal individuals within the facility. All SHP medical personnel and county correctional officers will be trained in suicide

prevention techniques. The plan established will incorporate recognizing and responding to suicidal individuals and the components will include but not be limited to: training, intake screening, monitoring, communication, intervention and critical incident debriefing.

Laboratory Services

SHP will use laboratory services for those procedures which cannot reasonably be conducted on-site. When using laboratory services, our healthcare personnel will draw specimens and prepare them for transport to the appropriate laboratory. All specimens will be collected in accordance with accepted laboratory standards and will be properly stored and labeled prior to being sent out for processing. The results of these tests can be quickly transmitted back to the site.

All results, when returned, are checked by a medical staff member. The results are communicated to our staff physician and then filed as part of the inmate's medical record. The physician is notified immediately by the medical staff of any abnormal lab value.

X-Ray Services

We plan to use a portable x-ray service to perform any required procedures inside the jail. This eliminates cost of transporting inmates and affords savings in officer time. Some procedures may need to be performed with equipment at a hospital or other radiology facility. All on-site x-ray costs will be covered under the cost pool accounting process. Please refer to the pricing section of the proposal for more information.

Medical Records

Any healthcare delivery system is only as good as the quality of its medical records. We also ensure that medical records are maintained in compliance with state regulations and consistent with community standards of practice. At a minimum, the following information is included in the medical record:

- Completed intake screening
- Completed health assessment
- Signed Lab, X-ray and specialty consultations
- Prescriptions administered/MAR form
- Other pertinent information needed

The following general policies and procedures concerning medical records will apply:

- All medical records will be kept locked and secured
- Information necessary for classification, security and control of inmates will be provided to the appropriate corrections personnel
- Inmates will not have access to medical records
- Each inmate will have a separate and complete medical record
- All records will be retained for a minimum of seven (7) years, or as long as legally required
- SHP will follow county recommendations for archival
- Medical summaries will be prepared and sent with inmates transferred to other facilities or jurisdictions

Pharmaceuticals and Medical Supplies

SHP has designed a program under the direction of our physician and pharmacy vendors for the

ordering, dispensing, and administering of prescription drugs for jails. We have developed a formulary of pharmaceuticals which is used in our facilities. The intent is to provide the safest, most efficacious and cost-effective medication appropriate to each individual's treatment. Our general guidelines for pharmaceuticals are:

- Prescriptions brought in by the inmate or their family will be reviewed by the SHP staff and continued or substituted with formulary medications as necessary by our physician
- Verification will be performed by the medical staff of an inmate's current medication(s)
- A minimum of psychotropic or narcotic medication is prescribed based on need
- No more than a single dose will be administered
- Refusals of medication by an inmate must be documented
- Counseling will be provided to the inmate as to the consequences of non-adherence of the prescribed medication
- Counseling efforts will be documented
- All pharmaceuticals, needles, syringes and any other medical instruments with a potential for misuse will be inventoried and stored under security conditions

SHP has partnered with various pharmacy providers to offer medication dispensing that is very effective in a jail setting. Together we are constantly searching for opportunities to improve medication delivery whether at the pharmacy, facility, or cell-side level. Listed below are examples of the value-added services provided by our vendor Clinical Solutions to clients.

Pharmacy Provider Advantages

- 24/7/365 clinical pharmacist access
- Same day or next day medication delivery
- Peel-off refill labels
- Unit dose delivery systems
- Customized ordering parameters
- Formulary enforcement
- Breakout billing for special populations
- Medication Cart loaner
- Fax machine loaner
- Preemptive package tracking
- Real time package status notification
- Pre-printed medication administration records
- Inventory oversight
- Backup pharmacy coordination
- Consulting pharmacist on-site audits
-

Our providers have a practice of proactive clinical pharmacy intervention. This involves prescribing through formulary limitations and disease-state management, and before the order is written. This greatly aids in drug selection and results in lower overall costs. For immediate needs, we always use a local pharmacy for stat medications and will assure that any medication will be available within 8 hours if needed.

Chronic Care Management and Special Needs Program

SHP will provide all special needs healthcare services required including, but not limited to, care for inmates who are chronically or terminally ill, physically handicapped, developmentally disabled or with special mental health needs or convalescing inmates. Individual treatment plans are developed for all special needs. Examples of chronic illness include HIV/AIDS, diabetes, hypertension, mental illness, pregnancy, asthma and epilepsy. The type of treatment will be determined by the needs of the individual inmate, but may include such things as medications, special diets, physical therapy, outside clinic visits, laboratory tests or dressing changes.

Each treatment plan will be initiated by the physician and will be detailed in the individual's medical record. Special diets will only be given if a medical need is confirmed, or if ordered by our physician, and we must have cooperation from the officers in assuring that these needs are met.

A list of inmates with special needs and medical treatments is kept updated. For example, blood sugar levels are obtained on all diabetics receiving insulin, Dilantin levels are monitored monthly on epileptic inmates, and blood pressure checks are performed on inmates receiving anti-hypertensive drugs.

All pregnant inmates are seen regularly to monitor health and safety of both mother and child.

Special mental health needs or a determination of a tendency towards suicide may result in the inmate requiring close supervision.

There may be language barriers in obtaining information from non-English speaking inmates. SHP has partnered with a nationwide company to provide translation services.

Infection Control and Environmental Health and Safety

SHP realizes all communicable diseases require special attention in inmate populations. We have developed an Infection Control Program that incorporates education, diagnosis and treatment. Diseases with particular significance include HIV, TB, Hepatitis and MRSA. If an inmate is diagnosed with a communicable disease, steps are taken towards isolation and/or treatment as indicated. More specifically, our Infection Control Program includes, but is not limited to:

- Surveillance procedures to detect inmates with infectious and communicable diseases
- Appropriate immunizations
- Decontamination of medical equipment
- Proper disposal of medically related sharps and bio-hazardous wastes.
- Strict adherence to universal precautions to limit exposure to blood-borne pathogens

SHP also assures we will provide a clean, safe and healthy environment in the medical unit and will work with the corrections administration to develop and implement a comprehensive environmental health program at the facility.

Annual screening for Tuberculosis will be provided for corrections officers if requested. Immunizations (hepatitis, flu etc.) can also be administered by SHP staff if the vaccine is supplied by the county.

VI. SHP Personnel Services and Staffing

Proposed Staffing for Colleton County Detention Center:

- **Joanne Thomas, Medical Team Administrator (MTA):** Our MTA, Joanne Thomas, is an on-site experienced manager with a background in medical and/or clinical management and will serve as the primary liaison between SHP and the Colleton County Sheriff's administrative staff. Ms. Thomas, an experienced licensed medical professional, will coordinate the delivery of health care services within the facility. She will work on average 36 hours during weekdays (excluding holidays and reasonable time off for illness and vacation).
- **Dr. Charles Bush MD, Medical Director (Physician):** Our Medical Director, Dr. Charles Bush, will be scheduled to visit the facility at least once a week. The primary purpose will be for sick call but also to provide ongoing guidance for chronic care. A Physician-Extender (mid-level practitioner), either a P.A. or Nurse Practitioner, may be used to supplement the services of the physician.

Dr. Bush will be expected to work two hours each week on-site in the direct care of inmates, or in reviewing the direct care provided by nurses. There will also be time required to respond to calls from nurses, and for administrative duties such as formulary review, protocols, quality assurance, and education and training.

- **Ancillary Staff:** Other than the Medical Director and MTA our staffing plan will allow for additional nurses and other ancillary/support staff to assure 12 hour per day, 7 day per week coverage. On the next page a more detailed look at FTE hours is proposed below. For purposes of this listing, an FTE represents 40 hours per week. Each member of our healthcare staff at the jail will be properly licensed and new employees will receive appropriate orientation and training before assuming duties within the jail.
- **Mental Health Staff Option:** We are including in our proposal the option for the use of a Qualified Mental Health Provider working in the jail on an as needed basis determined by our Medical Team Administrator and/or Medical Director. This staff person would evaluate medications, assess inmates for suicide prevention, counsel inmates as needed, and otherwise assist the nurse administrator with mental health care. The Qualified Mental Health Provider will be on-call to our nurses for patient consult and medication orders. These staff members will work in conjunction with each other to provide a comprehensive mental health program on-site.

Staffing Model – Colleton County Jail		
110 Inmates		
Position	Hours/Week	FTE
Professional Staff		
Medical Director	2	.05
Administrative Staff		
Medical Team Administrator	36	.09
Support Staff		
Staff Nurses LPN Day	36	.09
Staff Nurses LPN Weekend	12	0.3
Total	86	2.15

Professional Provider visit times and dates will be coordinated with Jail Management. Some of the Professional Provider time may be used for consults and administrative items such as phone calls with medical staff.



Equal Employment Opportunity

SHP is an Equal Opportunity Employer and follows established policy in all hiring and employment practices. It is the policy of SHP to comply with all local, county, state and federal laws prohibiting discrimination in employment and to make all personnel decisions without regard to race, color, religion, sex, age or national origin. SHP is committed to maintain places of employment that are safe, productive, and free from sexual harassment.

Licensure/Certification

All professional healthcare licenses are verified prior to the employment and will be kept on file and available for inspection.

Recruitment Practices

We seriously consider the need to retain current nursing staff and recruit locally when possible. We invite the county's input into the valuable work done by those currently employed at each facility and recognize the final selection for retention and or selection shall be subject to approval by the County.

Physicians and other practitioners are usually recruited through contacts with the local medical or dental society, and/or professional contacts within the community. Local autonomy in hiring will be maintained and corporate resources will be used for recruiting when necessary.

We have been fortunate to find medical professionals who are willing to practice good correctional managed care. These providers support the elimination of unnecessary trips outside the facility, as well as impact pharmacy costs.

SHP has been successful in nurse recruiting with a unique approach. We not only use word of mouth, but have found that offering PRN positions and training those interested in the corrections field provides for a variety of qualified staff and a pool from which to utilize those at other facilities both in training and in staffing.

SHP has trained travel nurses that are available to any new facility to provide support and staffing during the initial and start up orientation. This additional level of qualified individuals, along with the regional representatives, builds the work force of qualified nurses in local jails.

All site personnel are interviewed by the Medical Team Administrator (MTA) and/or Regional Representative. We also require an application form and evidence of a current license. Past work and educational histories are verified. Once recruited, the credentialing procedure and licenses are verified through the issuing professional board. The prospective employee will then be subjected to a background investigation conducted by the County in accordance with the County's existing policies and procedures. When actually hired, the employee must complete a job specific orientation program and security training.

In addition to credentialing information provided to us by the respective boards of medicine for licensed personnel, all SHP personnel are further subjected to individual screening search in the US Department of Justice National Sex Offender Public Website (NSOPW) registry. This registry is the only government system that exists to link public state, territory, and tribal sex offender registries allowing for a more comprehensive search tool and safety resource. These jurisdictions include the 50 states, U.S. Territories, the District of Columbia, and participating tribes. This national search further increases our ability to ensure patient safety and facility security from potential sexual predators who might seek employment.

Drug-Free Compliance

SHP performs a drug screen on 100% of new employees as a final condition to employment. In compliance with our national and multi-state drug free workplace certifications, all employees are subject to pre-employment, post-accident and random drug screening to ensure we maintain a drug-free workplace.

E-Verify

Southern Health Partners has maintained its utilization of the Department of Homeland Security's E-Verify program requirements for screening of all its employees since November 7, 2007. Compliance with DHS and SSA regulations ensures our ability to protect the rights of employees and avoid possible discrimination.

Employee Safety is of paramount importance at SHP. We take a great deal of pride in our employee safety program. This program was developed to reflect the unique needs of a correctional work environment and to maintain compliance with OSHA Standards and Training Guidelines. We continually work with our Loss Prevention Technical Consultant to improve our safety plan and offer continued training to each employee in order to prepare for and adapt to the unique challenges of each correctional facility.

Job Descriptions are available for review if requested, for each of the positions described in our staffing plan.

VII. GENERAL CONSIDERATIONS

The primary responsibility for inmate custody and security within the facility rests with the staff of the County. SHP shall have primary responsibility in all matters pertaining to medical, dental treatment, and care of inmates. Everyone who works in the facility has a responsibility for security. SHP shall be responsible for security of all material and equipment in our work area, which in the hands of an inmate, would be considered contraband and could present a danger to staff, other inmates, or to himself. On matters of mutual concern, County Staff shall support, assist and cooperate with SHP. An officer must be present when an inmate is with our medical staff and close security must be provided for our medical staff when in the housing areas. Matters involving safety of staff, inmates, and security of the facility shall remain with facility security management and County staff.

All decisions involving the exercise of medical and/or dental judgment will be the responsibility of SHP. However, we encourage the Jailer's staff to err on the side of caution in an Emergency, and we do not have to be consulted before calling for an ambulance or sending an inmate to the Emergency Department.

Healthcare services are intended only for those inmates in the actual physical custody of the facility. Inmates outside the facility who are not under guard or were hospitalized prior to commitment to the facility shall not be the responsibility of SHP.

SHP will not be responsible for providing elective medical care to inmates. For purposes of this Proposal "elective medical care" means medical care which, if not provided, would not, in the opinion of the SHP Medical Director, cause the inmate's health to deteriorate or cause definite harm to the inmate's well being.

SHP will provide healthcare services to pregnant and post-partum inmates, but healthcare services provided to an infant following birth will not be the responsibility of either SHP or the County.

For certain inmate medical situations which arise, and under agreement by the Jailer and SHP, the cost of additional nurse staffing hours on shifts not normally covered by SHP can be billed as an extra expense to the County.

We will require that an inmate co-pay system be in place for nurse sick-call visits, or that a co-pay system be installed within 30 days of the contract starting date.

We take no responsibility for the healthcare and treatment of officers of the jail, except for emergencies. We do offer to administer vaccines to officers of the jail if the serum is provided by the County. We also offer TB testing to officers at our expense.

We offer training for officers on various topics, at no charge to the County. All our training must be requested, and this training must be scheduled in advance.

SHP will be responsible for disposal of all hazardous waste resulting directly from our program, but not all of the waste from the jail.

VIII. PRICE PROPOSAL

Responsibility for costs and expenses of the program:

First, before we explain the pricing of the program, we will specify the responsibility of each of the two parties to the contract, as we understand them, with respect to covering various costs. The following tables outline the responsibility of costs for both options we are proposing.

Category of cost/expense	Party Responsible Option 1	Party Responsible Option 2
Nurse wages and benefits	SHP	SHP
Physician medical director on-site	SHP	SHP
Policies and Procedures development	SHP	SHP
Medical supplies	SHP	SHP
Minor equipment (over \$500 per single item or unit)	If SHP requests the equipment, SHP will pay. Otherwise, County pays.	If SHP requests the equipment, SHP will pay. Otherwise, County pays.
Repairs on existing equipment	Repairs to SHP equipment, SHP pays. Otherwise, County pays	Repairs to SHP equipment, SHP pays. Otherwise, County pays
Over-the-counter medications	SHP	SHP
Clinical lab procedures	SHP	SHP
Office supplies	SHP	SHP
Folders and forms	SHP	SHP
Travel expenses	SHP	SHP
Phone lines and phone calls	County	County
Publications and subscriptions	SHP	SHP
Any necessary licenses/permits	County	County
Medical hazardous waste disposal	SHP, using our provider	SHP, using our provider
Emergency kits and restocking	County	County
All required insurance as offered	SHP	SHP
Administrative services (cell phone, fax etc.)	SHP	SHP
Training for officers in the jail on various topics	SHP	SHP
All other specific on-site services	SHP (Renal Dialysis and other major chronic care in cost pool)	SHP (Renal Dialysis and other major chronic care is county's responsibility)
Off-site medical services	SHP to limits of Cost Pool	County
On-site mental health services	SHP	SHP
Off-site mental health services	SHP to limits of Cost Pool	County
X-ray services on-site	SHP to limits of Cost Pool	County
X-ray services off-site	SHP to limits of Cost Pool	County
Prescription medications excluding specific chronic care meds (see below)	SHP to limits of Cost Pool	SHP
Prescription medications for HIV+/AIDS, renal failure, hepatitis, cancer, MD, MS, hemophilia, Crohn's disease and tissue/organ rejection	SHP to limits of Cost Pool	SHP to limits of Cost Pool
Dental services	SHP to limits of Cost Pool	SHP to limits of Cost Pool



Price Summary – Option 1	
All RX in Cost Pool Average Daily Population 110	
Base Compensation	\$211,200
Monthly Installment	\$17,600
Per Diem Charge	\$1.05
Cost Pool (included in Base Compensation)	\$44,000
Future Year Increase – 2nd Year	2%
Future Year Increase – 3rd Year	2%
Future Year Increase – 4th Year	0%
Total Pricing for 1st Year	\$211,200

Price Summary – Option 2	
Routine RX, SHP's Responsibility Average Daily Population 110	
Base Compensation	\$225,000
Monthly Installment	\$18,750
Per Diem Charge	\$1.05
Cost Pool (included in Base Compensation)	\$44,000
Future Year Increase – 2nd Year	2%
Future Year Increase – 3rd Year	2%
Future Year Increase – 4th Year	0%
Total Pricing for 1st Year	\$225,000

EXPLANATION

Our pricing model allows our price to be set for three years in advance. Most of our contracts with the various county customers are designed to allow for comprehensive services, meaning SHP manages the usage and costs of all services outside the jail as well as inside the jail facility. We have attempted in this proposal to identify all of the services that we will provide and furthermore those for which we will ultimately pay, and those that will be covered by the County separately.

CONTRACTOR COMPENSATION

PROPOSAL – BASE PRICE OPTION 1:

Our proposed annualized base price to furnish these services is \$211,200.00 for the first year. The County will pay SHP the annualized base price in twelve (12) equal monthly installments of \$17,600.

PROPOSAL – BASE PRICE OPTION 2:

Our proposed annualized base price to furnish these services is \$225,000.00 for the first year. The County will pay SHP the annualized base price in twelve (12) equal monthly installments of \$18,750.

Payment and Invoicing

SHP will send an invoice to the County approximately thirty (30) days prior to the month in which services are to be provided. The County agrees to pay SHP by the tenth day of the month in which services are rendered.

Compensation for Increases in Inmate Population: This proposal is based upon an Average Daily Population (ADP) of up to 110 inmates. If for any month that month's average of daily inmate population counts exceeds the inmate population limit of 110, the County will pay a per diem (per inmate per day) amount of \$1.05 on the excess above the limit of 110. The additional compensation for the overage will be payable following the month of the occurrence upon submission of a separate invoice by SHP and verification by County. This additional charge is designed to address a temporary fluctuation above the anticipated maximum for which this proposed program is developed. The charges paid to SHP will cover those items that are affected by the temporary excess population such as wages, pharmaceuticals, supplies, insurance, etc. Longer term population changes beyond the average of 110 should lead to a renegotiation of contract terms.

COST POOL ACCOUNTING

The base price already includes a cost pool to cover the excluded drugs as well as the items listed on the previous page for which the County is designated as the payer. The total budgeted for the cost pool is \$44,000.00. If the total of \$44,000.00 is reached in any year, (12 months), the County will be responsible to cover 100% of the excess costs through a reimbursement procedure to SHP.

OPTIONAL MENTAL HEALTH COMPONENT

While we believe most mental health needs of the facility can be managed by the nursing staff and medical director, we are providing the optional use of a Qualified Mental Health Provider. This person will be used only on an as needed basis as determined by our Medical Team Administrator and/or the Medical Director. All costs associated with the Qualified Mental Health Provider being physically on-site will either be billed to the cost pool.

FUTURE YEARS' PRICING

If Colleton County elects to contract with SHP, we are willing to set a fixed price increase of 2% for each of the second and third years. This price increase will apply to the base fees and to the per diem for excess inmates. For the fourth year we will waive any increase. For years past the fourth year, we would plan to propose a price increase for the County's consideration in advance of the contract year end, and work toward a reasonable increase, as warranted.

TERMINATION OPTION:

In conjunction with this proposal, we would expect to have our standard contract terms which allow either party to the contract to terminate the relationship without cause, with a 60 day notice to the other party.

IX. SUMMARY

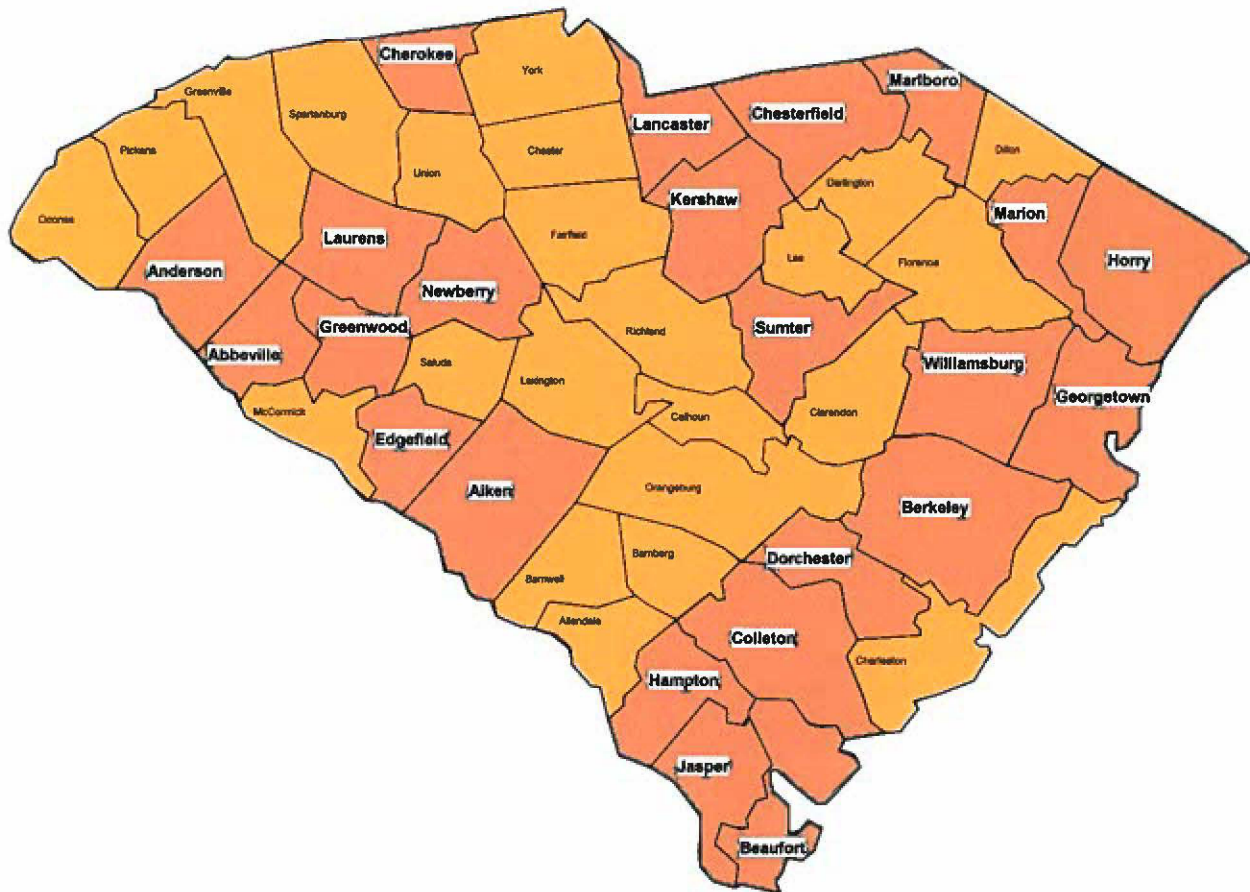
We believe an efficient and high quality healthcare program has been detailed in this proposal. SHP is prepared to discuss any aspects of the program, its cost, or alternatives with representatives of Colleton County at any time.

SHP is proud of the programs currently in place throughout 12 states in over 190 jail facilities. Our dedication, commitment, and diligence have us a proven leader in the correctional healthcare market.

We welcome the opportunity to continue the provision of inmate healthcare services at the Colleton County Detention Center.



South Carolina Counties Contracted with SHP



Confidential

Site Name	Contact	Notes
Aiken County Detention Center Aiken, SC Started: July 1, 2008 ADP: 375	Nick Gallam, Captain (803) 642-1761	
Dorchester County Detention Center St. George, SC Started: July 1, 2008 ADP: 270	T.A. Van Doran, Jail Administrator (843) 561-0268	
Hampton County Detention Center Varnville, SC Started: September 15, 2008 ADP: 50	Kelvin Jones, Director (803) 943-7551	
Edgefield County Detention Center Edgefield, SC Started: November 1, 2009 ADP: 60	Karen Jagers, Lieutenant (803) 637-4124	
Lancaster County Detention Center Lancaster, SC Started: August 1, 2010 ADP: 150	Deborah Horne, Jail Administrator (803) 283-2084	
Georgetown County Detention Center Georgetown, SC Started: August 14, 2010 ADP: 245	Michael Schwartz, Chief (843) 545-3423	
Laurens County Detention Center Laurens, SC Started: August 14, 2010 ADP: 230	Chris Hudson, Major (864) 683-4055	
Williamsburg County Detention Center Kingstree, SC Started: August 14, 2010 ADP: 120	Dwayne Wilson, Jail Administrator (843) 355-9329	
Greenwood County Detention Center Greenwood, SC Started: August 14, 2010 ADP: 180	Sharon Middleton, Major (864) 943-8063	
J. Reuben Long Detention Center (Horry County, SC) Conway, SC Started: October 2, 2011 ADP: 600	Tom Fox, Director (843) 915-5140	

Confidential

Site Name	Contact	Notes
Kershaw County Detention Center Camden, SC Started: February 2, 2012 ADP: 120	Peggy Spivey, Director (843) 425-1516	
Berkeley County Jail Moncks Corner, SC Started: July 1, 2012 ADP: 28	Kendra Moore, 1 st Sergeant (843) 723-3800, ext 4710	
Cherokee County Detention Center Gaffney, SC Started: August 1, 2012 ADP: 170	Robert Padgett, Major (864) 487-2529	
Anderson County Detention Center Anderson, SC Started: February 1, 2013 ADP: 375	Garry Bryant, Major (864) 260-4363	
Marion County Detention Center Mullins, SC Started: May 1, 2013 ADP: 80	Mark Richardson, Sheriff (843) 423-8216	

Colleton County Procurement Office
Solicitation Number: CCSO-05

CERTIFICATE OF FAMILIARITY

The undersigned, having fully familiarized him/her with the information contained within this entire solicitation and applicable amendments, submits the attached response, and other applicable information to the County, which I verify to be true and correct to the best of my knowledge. I further certify that this response is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies or equipment, and is in all respects, fair and without collusion or fraud. I agree to abide by all conditions set forth in this solicitation and certify that I have signature authority to bind the company listed herein.

MINORITY BUSINESS: Are you a minority business?

- ▶ Yes ___ (Women-owned / ___ Disadvantaged) If yes, please submit a copy of your certificate with your response.
- ▶ No X

MAILING ADDRESS

2030 Hamilton Place Blvd, 140
Mailing Address
Chattanooga, TN 37421
City, State, Zip
May 16, 2013
Date

Lacey LaFuze
Printed Name
Controller
Title
423-553-5635/423-553-5645
Telephone Number Fax Number

REMITTANCE ADDRESS

Southern Health Partners
Company Name
2030 Hamilton Place Blvd, 140
Address
Chattanooga, TN 37421
City, State, Zip
63-1130536
Federal Tax ID Number

Authorized Signature
lacey.lafuze@southernhealth
E-Mail Address partners.com
423-553-5635
Phone Number
SC Sales Tax Number

NOTE: The attached Certificate of Familiarity must be returned with proposal response
****ATTACH A W-9 FORM WITH YOUR PROPOSAL****

**Request for Taxpayer
Identification Number and Certification**

Give form to the requester.
Do not send to the IRS.

Name (as shown on your income tax return)
Southern Health Partners

Business name, if different from above

Check appropriate box: Individual/Sole proprietor Corporation Partnership
 Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ Exempt payee
 Other (see instructions) ▶

Address (number, street, and apt. or suite no.)
2030 Hamilton Place Blvd Ste 140

City, state, and ZIP code
Chattanooga TN 37421

Requester's name and address (optional)

List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note: If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number
or
103-1130536

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), an generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here Signature of U.S. person ▶ *[Signature]* Date ▶ **5/10/2013**

General Instructions
Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form
A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is foreign person, and pay the withholding tax. Therefore, if you are U.S. person that is a partner in a partnership conducting a trade business in the United States, provide Form W-9 to the partnership establish your U.S. status and avoid withholding on your share partnership income.

The person who gives Form W-9 to the partnership for purposes establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/13/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER BB&T - McPhail Bray Insurance P. O. Box 11148 5925 Carnegie Blvd Suite 400 Charlotte, NC 28220		CONTACT NAME: Barbara McGarrity PHONE (A/C No., Ext): 704 954-3036 FAX (A/C No.): 888-751-3197 E-MAIL ADDRESS: ccerteam@bbandt.com	
		INSURER(S) AFFORDING COVERAGE	
		INSURER A: Liberty Mutual Insurance Compan	23043
		INSURER B: Nautilus Insurance Company	17370
		INSURER C: Travelers Indemnity Company of	25682
		INSURER D:	
		INSURER E:	
		INSURER F:	

INSURED
 Southern Health Partners Inc.
 2030 Hamilton Place Blvd, Ste 140
 Chattanooga, TN 37421

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER POLICY: <input type="checkbox"/> PROX CAUSE <input type="checkbox"/> LOG					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Per occurrence) \$ MED EXP (Any auto period) \$ PERSONAL & ADVERTISING \$ GENERAL AGGREGATE \$ PRODUCTS - COMPLETED \$
C	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS NOT OWNED AUTOS <input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DEF <input type="checkbox"/> RETENTIONS		BA3227M66112SEL	05/06/2012	05/06/2013	COMBINED SINGLE LIMIT (Per occurrence) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ EACH OCCURRENCE \$ AGGREGATE \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below.	Y N/A	WC1291437888012	06/01/2012	06/01/2013	X WC STATE STATUTORY LIMITS <input type="checkbox"/> OTHER \$1,000,000 \$1,000,000 \$1,000,000
B	Medical Prof		PFP1000244P1	12/13/2012	12/13/2013	Each Medical Incident: \$1,000,000 See Remarks Section

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
**** Workers Comp Information ****
 Workers Compensation coverage applies for this certificate as the policy states for Sections 3A & 3c, but regardless does not apply for any of the following monopolistic states: ND, OH, WA, WY.
 Policy Provides Stop Gap Employers Liability for OH
**** Medical Professional Liability ****
 (See Attached Descriptions)

CERTIFICATE HOLDER Colleton County Jail 22 Klein Street Walterboro, SC 29488	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE: <i>Rubin C. Scales III</i>
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DESCRIPTIONS (Continued from Page 1)

Each Medical Incident - \$1,000,000; Policy Aggregate: \$5,000,000; SIR (Loss & Expense): \$100,000
Professional Liability coverage includes Civil Rights violations alleged pursuant to 42 USC 1983 et seq.
provided that alleged violations arise out of a medical incident.