



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PROCUREMENT SERVICES
 STATE OF MAINE

PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Department of Education, Office of School and Student Supports, Coordinated School Health		
Department Contract Administrator or Grant Coordinator:		Emily Poland		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$ up to 1,953,000	Advantage CT / RQS #:	20211025*1069	
CONTRACT	Proposed Start Date:	November 15, 2021	Proposed End Date:	June 30, 2023
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		AVEL, eCARE LLC Sioux Falls, SD		
Brief Description of Goods/Services/Grant:		Telehealth School Nursing Services		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)			
	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
x	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
X	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

Please respond to ALL of the questions in the following sections.

PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

As part of funding from the US CDC for COVID-19 Emergency Response, Public Health Crisis Response (CDC-RFA-TP18), Maine was awarded \$8,861,778 for a two-year period, starting July 1, 2021 through June 30, 2023. This grant requires at least 25% (approximately \$2.2 million) of the award will support school-based health programs, including nurses or other personnel. The Telehealth School Nursing model was chosen as a priority to expand the reach of school nursing services while recognizing that there is a shortage of nurses nationwide and simply creating more school nursing positions is not going to meet the immediate need for schools.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

Avel eCARE School Health assists schools by providing safe, cost-effective care for students via telemedicine. The advanced two-way video technology and specialized equipment connects students and school staff to an experienced registered nurse within 5 minutes. The Avel eCARE School Health nurses can care for students with unscheduled, urgent health care needs due to injury or illness, design school health programs and provide education to help maintain a safe environment and minimize health-related barriers to students' ability to learn, develop emergency health plans, guide care for students with chronic or complex health conditions such as asthma, diabetes, life-threatening allergies and seizures, provide back-up care when a school nurse isn't available on-site. Avel eCARE, based in Sioux Falls, S.D., is the most robust telemedicine network in the world offering comprehensive health care services 24/7 via high-definition, interactive video and sophisticated computer monitoring equipment.

They are the only provider that is available for school nursing services provided in this manner and have the capacity to expand into the State of Maine.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Based on an average salary of \$50,000 for a school nurse, not including the cost of benefits. The cost of implementing this program in an average size high school with 642 students as a school nurse extender would be approximately \$15,000. Telehealth services provide school nurse services where it is not possible or practical to have a school nurse in the building at all hours. Telehealth services, if adopted, will cost small schools less than hiring a school nurse. Nursing shortages make it hard for rural schools to recruit school nurses.

4. Describe the plan for future competition for the goods or services.

This contract is being developed due to the COVID19 emergency and the increased workload of school healthcare workers. If the workforce need continues and the participating schools desire to continue with this service, they will contract on their own in order to continue.

In the future, if the State of Maine needs to contract for similar services, we will research other service providers and if time allows, determine the provider based on an RFP process.

PART IV: VENDOR STATUS

Is the vendor currently working?

Yes

No

PART V: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

Yes – If Yes, please attach the approved Business Case(s).

No – If No, proceed to Part VI

PART VI: APPROVALS			
Signature of requesting Department's Commissioner (or designee):	By signing below, I signify that I approve of this procurement request.		
	<i>Pender Makin</i>		
Printed Name:	Pender Makin, Commissioner	Date:	12/2/2021
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small> <i>David Morris</i>		
	<small>2A644AF5681F482...</small>		
Printed Name:	David Morris	Date:	12/29/2021

Business Case Attachment:

ARPA: Telehealth services provide school nurse services where is it not possible or practical to have a school nurse in the building at all hours. Telehealth services, if adopted, will cost small schools less than hiring a school nurse. Nursing shortages make it hard for rural schools to recruit school nurses.


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Georgette Valliere
georgette.valliere@maine.gov
Carahsoft OBO Maine Department of Education
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