

Sitka Community Hospital RFP

City and Borough of Sitka, Alaska Assembly

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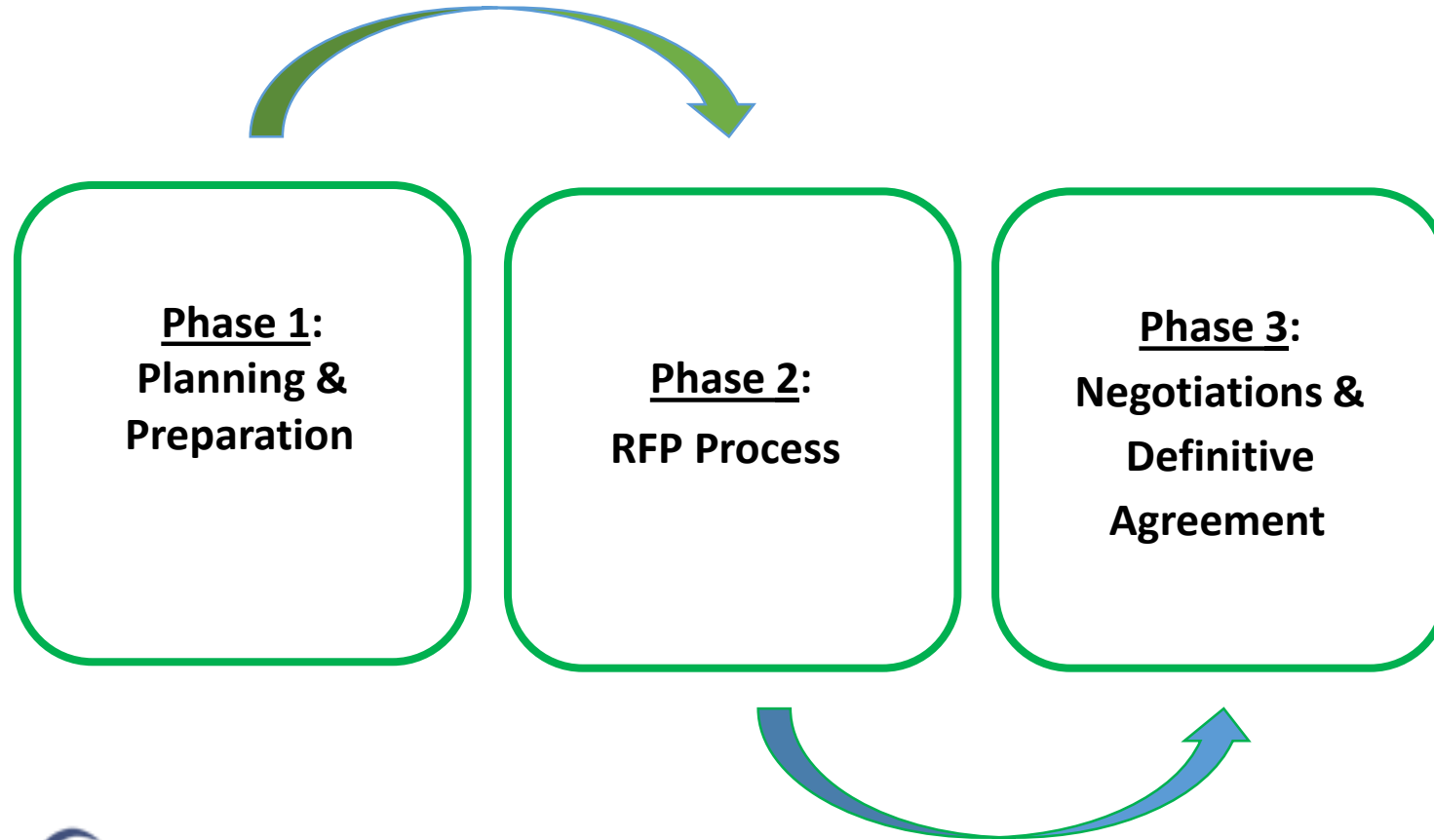
June 26, 2018



Background



Affiliation Process Phasing



Guiding Principles for Affiliation (culture & fit)

Principles to which CBS would adhere and would expect a potential partner to adhere to

1. Alignment of organizational missions and core values.
2. Compatibility of culture embracing quality and accountability.
3. Commitment to serving local community and providing access to appropriate care close to home.
4. Adoption of shared vision for the future.
5. Relationships characterized by trust, integrity, equity and collaborative spirit.



Guiding Principles for Affiliation (culture & fit)

Principles to which CBS would adhere and would expect a potential partner to adhere to

6. Transparency and open communication channels between all parties.
7. Willingness to engage mutually in transition/integration planning.



Prioritized Goals

Goal	Prioritization (# Dots)
Increase quality and scope of healthcare provided in Sitka	7 green
Mitigate current and future liabilities to CBS	7 green
Maintain/expand living wage employment opportunities	5 green
Provide access to capital for future needed improvements	4 green
Participate in governance of future affiliated entity	3 green
Elevate brand status and reputation within our community	0 dots
Be well positioned for success in an era of healthcare reform	1 red

RFP Process and Timeline



RFP Process and Timeline Goals

1. Transparency
2. Participative
3. Consistent, fair, reliable

RFP Competitive Bidding Process

Although remaining proposers have agreed to make their proposals available to the public, we continue to be subject to state of Alaska competitive bidding regulations and code provisions:

- Must be a fair and equitable process
- Must maintain confidentiality of competitive information
 - CBS staff and Assembly members are not to share information that might advantage or disadvantage any party.

We will continue to reinforce these legal requirements as we move forward with the process and will consult with legal counsel to gain necessary and appropriate clarification.

Consultants' Commitment

- Maintain objectivity and adhere to purpose and process adopted by CBS Assembly
- Evaluate and critically review RFP responses and updates against Assembly principles and objectives
- Increase overall level of communication/involvement with CBS Assembly and public
- Solicit input from Assembly members and provide responses/report back to Assembly
- Provide objective feedback to public comments and inquiry

RFP Process & Timeline

- RFP release date: March 30, 2018
 - Preliminary Intent to Respond: April 16, 2018
 - Due date for proposals: May 18, 2018
 - Notice date of selected proposers: June 6, 2018
 - Finalist site visits: July 11-12, 2018
 - Due date for expanded proposals: July 27, 2018
 - Finalist oral presentations: August 13, 2018
 - Town Hall meeting for community members: August 16, 2018
 - Selection date of preferred proposer: August 28, 2018
- } Completed

Finalist Site Visits: July 11-12, 2018

Purpose:

- Introduction and information-gathering for proposers
- Q&A session with SCH management
- Proposers to meet with consultants and CBS staff to debrief and answer questions on process

Participants:

- 3 organizations that have agreed to move to Phase 2
- SCH management and board representative(s)
- CBS consultants and staff

Process:

- Tour of hospital and clinic
- Meetings with management
- Debrief with consultants and CBS staff



Due Date for Expanded Proposals: July 27, 2018

Purpose:

- Respondents refine proposals based on information gathered from site visits
- Proposers to present “best and final offer” by July 27, 2018

Participants:

- Phase 2 proposers
- Consultants and CBS management
- CBS Assembly

Process:

- Consultants communicate w/proposing firms to answer any questions through proposal refinement process
- Proposing firms to revise and submit “best and final offer” (subject to further Phase 3 negotiations)
- Consultants to summarize and report proposal changes to CBS management and Assembly
- Assembly to discuss terms and conditions of final proposals

Finalist Oral Presentations: August 13, 2018

Purpose:

- Presentation by 3 proposers to CBS Assembly highlighting proposal terms and conditions
- Opportunity for Assembly members to ask questions of proposing firms

Participants:

- Proposing firms
- CBS Assembly (Work Session)
- Public (observer role – active participation in Town Hall to follow)

Process:

- Each proposing firm to present to CBS Assembly highlighting how their proposal responds to the goals and principles established by the Assembly
- Q & A time for CBS Assembly members to ask proposing firms clarifying questions
- Public comment

Town Hall Meeting for Community: August 16, 2018

Purpose:

- Gain public insight into proposing firms proposals

Participants:

- City of Sitka community members
- CBS management and consultants
- CBS Assembly
- External facilitator

Process:

- Facilitated session to gain community input on pros and cons of individual proposals
- Summarize and show side-by-side comparisons of proposals
- Consultants to gather community comments and observations
- Consultants to subsequently submit a report to CBS Assembly related to significant community observations



Selection Date of Preferred Proposer: August 28, 2018

Purpose:

- CBS Assembly to discuss final proposals and community observations
- CBS Assembly to select one proposer to move to Phase 3 negotiations

Participants:

- CBS Assembly
- Public (observer role)

Process:

- Prior to this meeting, CBS management and consultants to submit report to Assembly addressing any questions raised by the Assembly and responding to community comments and observations
- CBS Assembly to discuss all information presented and address overall responsiveness of proposals to Assembly goals and principles
- CBS Assembly to make decision on one proposer to move to Phase 3 negotiations

