

**Addendum #2**  
**RFP – Physical, Occupational and Speech Therapy Services**

Q: Is this for us to provide services at the school?

A: **Yes, the RFP is for a company to provide the PT, OT, and Speech services at our schools.**

Q: Is this a newly initiated project, or is it a continuation of an existing one?

A: **It is a continuation of services.**

Q: If it is ongoing, kindly provide the names of the current service providers/incumbent vendors?

A: **Soliant, H2Health & CORA**

Q: Could you provide details on the previous expenditure associated with this contract?

A: **Annual Expenditure \$255,000**

Q: Could you confirm if it is possible to obtain the proposals or pricing details of the incumbent vendors?

A: **Soliant: ST \$74.00 hr**

**H2Health PT \$66.59 PTA \$43.70 OT \$66.59 OTA \$43.70 ST \$68.67**

**CORA OT, PT, ST \$94.00**

Q: Are there any specific challenges or issues currently being faced with the existing vendors?

A: **There was difficulty with providing OT services at one of the private day schools for a short period of time; however, one of the other service providers stepped up and provided services.**

Q: Can you clarify the expected number of awards for this solicitation?

A: **There will be multiple awards. Salem City Schools will be unable to anticipate the number of awards since it depends on the vendors who submit proposals.**

Q: Is there any preference or priority given to local vendors for this contract?

A: **Yes**

Q: I am working on our RFP for Salem City Schools and am looking for guidance on the requirement of the SCC #. This information is not included on our Business License, but I do see an entity # that could be included in our submission.

A: **The SCC number is assigned by the Virginia State Corporation Commission and can be found by doing a Business Entity Search on the VA SCC site. (<https://cis.scc.virginia.gov/EntitySearch/Index>) where you type in your business name and it provides the # on the left side of the screen when it pulls up your business name.**