



**REQUEST FOR PROPOSALS #2023-049
Physical Therapy Services for USM
ADDENDUM #2
May 1, 2023**

CLARIFICATION

Updated Response Submission Deadline: May 12, 2023, 11:59 PM. This addendum is also being issued to provide more detailed answers to the questions below:

QUESTIONS

Q1: Will there be a renewal option and opt-out clause?

A1: The initial contract period is two (2) years. There will be provisions for five one-year extensions. The Termination language is outlined in Section 2 of the master agreement.

Q2: What components of the current PT services are working well for you?

A2: Having the PT in the building has allowed for better communication and collaboration between our Athletic Healthcare staff and the physical therapist. This has improved the quality of care for are athletes. Collaborating on pre-season screenings and identifying at risk athletes and being able to provide individualized warm-ups/exercises as also been great for our athletes. Having the PT work with our medical team to put the best plan together for the athlete is extremely helpful. Providing the AT for our staff is a big plus as well as the marketing that has taken place.

Q3: Are there seasonal changes in demand for PT services and if so, what times of the year are usually busier?

A3: August & December were our lowest months this academic year. Teams do not arrive on campus until around August 18th and many of our athletes are home for a period of time in December & part of January for winter break. Middle of May most of our athletes



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have gone home (some are local and would continue with PT here), we do still have some teams competing through May but typically the numbers drop off around this time. June and July would just be any local athletes we had referred during the school year that our continuing their treatment. Our staff is not on campus those months so typically there would not be new referrals at that time.

Q4: What are the anticipated total hours associated with prevention services, teaching and educational support each year?

A4: For the PT, this is somewhat up to the provider. We find the time for available space and they decide how often they can be on site.

Q5: Is there an expectation that the physical therapy service be physically present at sporting events and training sessions? If so what are sports, the anticipated number of events and estimated amount of time per semester / academic year?

A5: There is no expectation that they will be present at events. However, I know our athletes enjoy seeing the staff they work closely with supporting them so appearances would definitely be welcomed.

Q6: What is the expected level of assistance / amount of time associated with pre-participation physicals, baseline testing, return-to-play evaluation?

A6: There is no set requirement for these pieces. Help with pre-participation physicals would definitely be welcomed. This may also be a time we could look at to collaborate on athlete screenings. I would expect the PT to be part of the conversation for return to play decisions for athletes they have been seeing. This would be communication between the



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AT staff and PT. Typically if someone was ready to be discharged from PT but still needed a progressive return to play the AT would supervise those final return to play steps however it is great to be able to consult with the PT if there is a question or something comes up during the progression.

Q7: Will the rehabilitation services provider have the right to promote as the provider of rehabilitation services to USM?

A7: Yes.

Q8: What can we offer for an education standpoint to them as a “Bidder?”

A8: Collaboration with Athletic Trainers and Team Physicians. It has not been done for a few years but could look at having some joint continuing education opportunities.

Q9: How many IE's are you referring per week to current PT?

A9: This academic year (mid-August - March) we have had 56 new athlete referrals that have accounted for 675 total visits. I think that averages out to about 2 new referrals per week.

Q10: What marketing / promotional opportunities will be available to the service provider?

A10: There are multiple opportunities for marketing and promotion, the previous provider was heavily involved with signage and sponsorship of events and activities.

Q11: Will the school provide a room, equipment, supplies and maintenance necessary to conduct operations safely and adequately?



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A11: Space will be provided, and treatment tables will be in the room. In the past there had been more equipment in the room, however with the Athletic Training Program moving to the Portland campus there is currently less available. The space is near the Athletic Healthcare facility so for items such as heat/ice/game ready that athletes may use to start/end a session we have those available and help out of our facility. We would be able to provide some items (theraband, theratubing). Other equipment and supplies we would be open to discussion on what USM would provide and what the bidder would provide.