



Olympic Area Agency on Aging SMALL PURCHASE OF PROFESSIONAL SERVICES

Pharmacist Services:
Senior Drug Education Program Presentations
in
Clallam, Grays Harbor, Jefferson, & Pacific
Counties

Responses due: February 22, 2016 at 4:00 PM

The Olympic Area Agency on Aging (O3A) is seeking a licensed Pharmacist to develop and present up to nine community presentations at various locations in four counties in the State of Washington: Clallam, Grays Harbor, Jefferson, & Pacific Counties.

The Senior Drug Education Program (SDEP) presentations will be designed to improve the participants' competencies in the areas of medication safety, talking with health providers, and topic-specific information (e.g. addressing specific disease/condition medication therapies; vaccines; over-use of antibiotics; effect of medications in older adults, treatments for pain and psychoactive medications).

BACKGROUND:

Modern medicines have contributed to longer life spans, improved health and better quality of life. Medications are the most common treatment for many diseases and conditions seen in older people and persons with disabilities. Medicines now not only treat and cure diseases that were untreatable just a few years ago, they aid in the early diagnosis of disease; prevent life-threatening illnesses; relieve pain and suffering; and allow people with terminal illnesses to live more comfortably during their last days.

However, for older adults and people with disabilities, medications—prescription, over-the-counter, social drugs such as alcohol, and herbal remedies/alternative medicines—can be a double-edged sword. When not used appropriately, effectively and safely, medications can have devastating consequences.

The changes that occur with aging and disability make people more likely to suffer *medication-related problems*. About one quarter of all nursing home admissions are due at least in part to the inability to take medication correctly.¹

The Senior Drug Education Program (SDEP) is designed to address these challenges.



¹ <https://www.caregiver.org/caregivers-guide-medications-and-aging>

SERVICE DESCRIPTION:

The Awardee will provide Pharmacist Services as follows:

1. Development of Presentation and Conference Related Materials

- a. With the first 30 days after the award of the Contract, Awardee shall develop presentation materials designed to provide information in a group setting to older adults (age 60 and older) about how to manage their medications effectively, including, but not limited to:
 1. Medication safety (can include, but is not limited to, information on medication errors, potential side effects, interactions with other medications, herbs and over the counter medications).
 2. Patient rights and responsibilities. How to talk with health care providers, including physician, pharmacist and other members of the health care team; as well as family members, in order to enlist their support in effective management.
 3. Topic-specific information, e.g., addressing specific disease /condition medication therapies; vaccines; over-use of antibiotics; effect of medications in older adults, and pain and psycho-active medications.
 4. The goal is to have a customizable presentation that can be adapted for seasonal events and audience interests.
- b. Awardee shall provide a recommended list of take-home references and other content related conference materials to O3A.
- c. Awardee shall provide O3A with a draft schedule and tentative venues of the presentations; all written materials for the presentations including registration sign-in sheets which include demographic information required for O3A reporting requirements; announcements; flyers; and public announcements.
- d. Awardee shall work with O3A staff to schedule and publicize presentations; including developing information content for flyers and public service announcements.

2. Delivery of Presentations

- a. On or before December 31, 2016, Awardee shall deliver up to nine (9) Senior Drug Education-Medication Management Presentations (60 minutes each in length) for a target audience of 18 or more older adult participants at community, senior centers, or other public locations older adults frequent, selected from the following communities:
 1. Jefferson County: Port Townsend; Chimacum; Port Ludlow
 2. Clallam County: Port Angeles; Sequim; Forks
 3. Grays Harbor County: Aberdeen; Elma; Hoquiam
 4. Pacific County: Raymond; Ilwaco / Long Beach

3. Participant Consultations

- a. Awardee shall be available for limited follow up consultations with individual participants in attendance at each presentation at their request to assist them with a plan to manage their medications to the extent that contract funds allow, not to exceed \$300 total for follow up after each presentation, including:
 1. review of participant's prescribed and any over-the-counter medications, supplements and/or herbal remedies the client may be taking;
 2. identification of potential adverse drug interactions to the participant (may involve checking lab values);
 3. consultation with participant's primary care provider, and / or participant's other medical / health advisors as appropriate and necessary;
 4. assisting the participant and/ or the participant's caregivers to reconcile and manage medications to avoid or minimize untoward effects;
 5. if appropriate, communication with participant's care providers (if any), including family members, regarding the client's medications.

- b. The Awardee shall comply with standard of practice requirements under the Awardee license, and contact primary care providers for participant orders and directions per licensing protocol.

RATES:

O3A shall pay the Awardee upon the completion of each deliverable as follows:

Development of Presentation and Materials - \$1,500 (one time cost)

Completion of Each Presentation - \$680.00

Limited Consultations - \$21.25 per 15 minute unit

SERVICE REQUIREMENTS:

Proposals to be accepted as responsive must meet the following requirements:

Individual(s), private organization(s)/corporation(s), non-profit organization(s) and/or government entities that meet or have staff that meet the following requirements:

1. The Awardee shall be a Washington Department of Health licensed Pharmacist in good standing.

2. The Awardee must maintain professional liability insurance of at least \$1,000,000 per event.

INFORMATION AND INQUIRIES:

If you have any questions or need any additional information, you must contact Margaret H. Taylor, Program Manager (contact information below).

DUE DATE:

If you would like to apply for the contract, the emailed, faxed, mailed or hand-delivered, responses to the proposal questions must arrive at the following address or email inbox no later than **February 22, 2016 at 4:00 PM:**

Olympic Area Agency on Aging
Attn: Margaret H. Taylor
Program Manager
11700 Rhody Drive
Port Hadlock, WA 98339
taylomh@dshs.wa.gov
360-379-5064
Fax: 360-379-5074

PROPOSAL QUESTIONS:

To apply, please submit brief written responses to the following questions by the date and time specified above.

1. Provide your name, pharmacist license number, address, phone, fax, and email address.
2. Please describe your availability and willingness to meet the timelines for the deliverables. (pass/fail)

Scored Criteria:

3. Please describe your experience providing drug education for seniors? Please include a copy of your c.v. (50 points)
4. Please describe how you would approach developing the presentation for this senior drug education program. Please include short descriptions of topics you believe would be most important for seniors. (30 points)
5. Please describe your suggested approaches for marketing the presentations and ideas for possible venues in each of the four counties (Clallam, Grays Harbor, Jefferson and Pacific). (20 points)

The evaluators will score each response to each scored question based upon a five point score (poor (1), below average (2), average (3), above average (4) or excellent (5)). These initial scores will then be weighted to reflect the point value of the question. For example, on a question worth 10 total points, the multiplier would be 2 (10 points / 5 point scale = 2). So if a proposer received a score of 3 on the 10 total point question, the proposer's weighted score for that question would be 6 (3 points received x multiplier of 2). Each evaluator's weighted scores will be totaled for each proposer. Each evaluator will then rank the proposals based on the total points received from that evaluator. The proposal that has the highest average ranking from all of the evaluators will be awarded the contract. If negotiations fail, the proposer with the next highest average ranking will be awarded the contract, and so forth.

At any point, the evaluation committee may decide that a proposer's response to any one or

more of the questions is sufficiently inadequate so to disqualify the proposer from providing senior drug education through this program. The evaluation committee may reopen the solicitation, ask additional questions, or decide not to contract with any proposer that responded to the solicitation.

TERMS AND CONDITIONS:

O3A intends to award one contract for the services under this solicitation. If you are selected, O3A will prepare a contract for your services. If you would like to see a copy of the contract terms and conditions, please ask the contact person identified above to send it to you. It is anticipated that the award will be made prior to March 1, 2016.

It is expected that the Contract will be effective approximately March 7, 2016 through December 31, 2016. The contract resulting from this solicitation may be amended from time to time based on (1) resources available to O3A; (2) legislative or other changes in O3A's policy related to the services; and (3) deliverables and rates may be adjusted based on O3A's needs.

SELECTION PROCESS:

O3A reserves the right to award a contract based solely upon information submitted. O3A may choose to conduct interviews to provide clarification or answer questions O3A may have with respect to the written responses to this request. O3A reserves the right to withdraw, re-open, or otherwise amend the solicitation at any time, and to reject any or all proposals in whole or in part.