



SHERIFF KEITH BROOKS
WALTON COUNTY SHERIFF'S OFFICE
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July 31, 2025

To: Walton County Board of Commissioners

Reference: Inmate Medical Services Selection

Dear Commissioners,

On July 31, 2025, proposals were evaluated for the new jail Inmate Medical Service contract.

MedHealth, LLC was selected as the most favorable choice for the county.

Regards,

A handwritten signature in dark ink, appearing to be "KB", written over a horizontal line.

Sheriff Keith Brooks

5.0 - Pricing Proposal

MedHealth is pleased to provide this detailed pricing narrative. By way of background, the core principles we follow include:

- » Consistent delivery of efficient, evidence-based, constitutionally mandated healthcare;
- » Integrated, transparent partnership with our client to ensure responsiveness as needs change and situations arise; and
- » Ongoing education for our staff to ensure the best trained team of caregivers so we can maximize onsite care and minimize offsite transports.

Our profit margins are modest, as we focus the bulk of our fee on our caregiver rates to ensure our pay is competitive within the community. This allows us to attract quality caregivers who are dedicated to their profession. At MedHealth, we don't just fill vacancies. Hiring quality staff enables us to maximize onsite services and reduce offsite transports, thereby reducing the associated risks and costs. With quality staff receiving realistic pay, we have lower staff turnover, more comprehensive onsite care, and better integration with our security partner.

We know the cost of healthcare is expensive; therefore, after reviewing our pricing below, we encourage you to ask questions and engage us in detailed discussion. We will gladly explain our price in detail.

As you review our pricing, please note the following assumptions that serve as the basis for our pricing:

1. We will pay the cost for electronic medical records (EMR) and cloud storage. We will provide your designated staff with access, as needed, to review medical records in accordance with privacy laws.
2. We included professional liability limits of \$1million per claim / \$3 million, specific to the Walton County contract.
3. Our medical and psych nurse practitioners/physician assistants (NPs), HSA, and mental health professional will all take calls round the clock.
4. The NP hours may be provided onsite or via video/phone, depending on patient need.
5. We included an annual cap of \$500,000 for offsite services (e.g., hospitalization, specialty, etc.), pharmacy, and for equipment and supplies costing more than \$200 per unit/item. If these expenses are less than \$500,000 during any contract year, we will refund to you all savings. If the \$500,000 is exceeded during any contract year, we will pay the excess, and the county will reimburse us.
6. Per answers to questions, the county will maintain and replace the county medical and office equipment. MedHealth will inform the county of any need for maintenance service or replacement. MedHealth will maintain and replace all MedHealth equipment.
7. MedHealth's indemnity fully covers the acts and omissions arising from or relating directly to the acts and omissions of MedHealth staff and those working under MedHealth's direction.
8. Renewal periods will be subject to mutual agreement based on realistic inflationary rates in the Walton County area and increases passed on by MedHealth vendors (e.g., insurance).
9. We assume the county may terminate the contract with or without cause at any time and MedHealth may terminate with or without cause by providing no less than 120 days advance written notice.
10. As part of our commitment to reduce offsite transports and expenses, MedHealth will charge \$400 per return visit for NP to do suturing and address minor emergencies.
11. We assume MedHealth will bill a month in advance with payment due within 30 days, and monthly true-ups will be provided in arrears.

12. MedHealth will pay for medically generated biowaste removal.
13. MedHealth will pay for basic onsite X-ray and lab services.
14. Due to all the moving parts during a start-up, we assume a 90-day start-up grace period to fully staff up.
15. Our pricing assumes salaried staff (e.g., HSA) are not backfilled on holidays, but will be available by phone (or someone with equal qualifications).
16. We assume that the cost of facility accreditation (NCCHC or ACA) will be paid by the county.
17. We assume we can adjust staffing as needed to accommodate the ADP; however, if the ADP increases above 700, the per inmate per day price may not be sufficient to provide needed staff. If this happens the parties will meet to discuss and adjust pricing to provide sufficient staffing.
18. We have not included a MAT program in our base bid; however, we do show the additional staffing and additional per inmate per day (PIPD) price below. If you opt to include the MAT service (which the federal government under Joe Biden was enforcing but may change under Donald Trump) we would add the MAT PIPD to the base PIPD.

Staffing (at 550 ADP) and Year-One Price

Walton, GA 24 Hour Staffing 550 ADP										
Days										
Position	Mon	Tues	Weds	Thurs	Fri	Sat	Sun	TBS*	Hrs/Wk	FTE
RN - Health Services Administrator	8	8	8	8	8				40	1.00
DON	8	8	8	8	8				40	1.00
Medical Director								0.5	0.5	0.01
PA/NP								24	24	0.60
RN	12	12	12	12	12	12	12		84	2.10
LPN intake	12	12	12	12	12	12	12		84	2.10
LPN	24	24	24	24	24	24	24		168	4.20
Admin	8	8	8	8	8				40	1.00
Medical Records Clerk	8	8	8	8	8				40	1.00
Supervising Physician MH								0.5	0.5	0.01
Psychiatric NP								16	16	0.40
Mental Health Professional	12	12	12	12	12	12	12		84	2.10
Dental Assist								12	12	0.30
Dentist*								12	12	0.30
Total Hours / FTE - Day	92	92	92	92	92	60	60	65	645	16.125
Eve - 4-midnight										
Position	Mon	Tues	Weds	Thurs	Fri	Sat	Sun	TBS*	Hrs/Wk	FTE
RN	12	12	12	12	12	12	12		84	2.10
LPN intake	12	12	12	12	12	12	12		84	2.10
LPN	24	24	24	24	24	24	24		168	4.20
Total Hours / FTE -Nights	24	24	24	24	24	24	24		336	8.40
Total Hours Days and Nights	116	116	116	116	116	84	84	65	981	24.525

Year One Price - Per Inmate/Per Day: \$27.48

MAT Pricing

If the county elects to offer MAT services to inmates, the staffing and addition per inmate per day cost are provided below.

MAT PROGRAM - optional										
Position	Mon	Tues	Weds	Thurs	Fri	Sat	Sun	TBS*	Hrs/Wk	FTE
MAT RN Coordinator	8	8	8	8	8				40	1
MAT LPN	12	12	12	12	12	12	12		84	2.10
MAT Prescriber								8	8	0.20
MAT LMHP								20	20	0.50
Total Hours / FTE - MAT	20	20	20	20	20	12	12	28	152	3.80

Additional Price Year One - Per Inmate/Per Day: \$3.80

Proposal #2025-07 Walton County Public Safety Complex – Inmate Medical Services

DUE: Tuesday, July 22nd, 2025 by 10:00 a.m.

Per Inmate Cost: \$27.48

Contractor Affidavit attached: ✓

4 Copies of Proposal: ✓

References attached: ✓

Company Name and Address:

MedTrust, LLC dba MedHealth

1601 NW Expressway Suite 850

Oklahoma City, OK 73118

Ken Palombo - Chief Operating Officer

Authorized Representative
(Print)

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Authorized Representative
(Signature)