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Chairperson, Finance

John A. Pulomena
County Administrator

Joe Pruiti
Department Head
Chief Finance Officer

Alexandra Lopez QPA, RPPS
Qualified Purchasing Agent

DEPARTMENT OF FINANCE
Office of Purchasing

DATE: October 2, 2026

TO: Middlesex County Board of County Commissioners

FROM: Alexandra Lopez, QPA, RPPS, on behalf of Healthcare Services RFP Evaluation Committee

RE: RFP # CC-26-927 Competitive Contracting Proposals Healthcare Services As Required By The Middlesex County Department Of Public Safety, Office Of Adult Corrections And Youth Services (Competitive Contracting CC-26-927).

Award a competitive contract for Healthcare Services As Required By The Middlesex County Department Of Public Safety, Office Of Adult Corrections And Youth Services (Competitive Contracting CC-26-927).

Alexandra Lopez, QPA, RPPS served as facilitator of this solicitation

Evaluation Committee - The Evaluation Committee consisted of the following persons:

John Pulomena, County Administrator
Mark Cranston, Warden
Karen Taylor, Youth Services
Dr. Amanda Parsons, Consultant
Jay McManus, Consultant

Introduction

The Middlesex County Department of Public Safety & Health, Office of Adult Corrections and Youth Services is obligated to make comprehensive healthcare services available for juvenile residents and adult inmates. The County of Middlesex is seeking a capable and comprehensive healthcare provider to deliver health care services.

Summary Of Proposal Submissions - The County received responses from the following organization on August 25, 2026.

Naphcare	\$27,810,786.36
CFG Health	\$25,791,386.80
WTS Health	\$4,991,187.00

NAPHCARE

NaphCare is experienced with ACA enrollment, Waiver 1115 implementation, and cutting-edge billing and claims management services. They have implemented software that automatically searches for



patient insurance coverage information, which we use to establish the appropriate financial responsibility for offsite care. This automated process promotes billing accuracy, improves operational efficiency, and supports compliance with client-specific requirements.

They partner with local, state, and federal government agencies nationwide to provide proactive, patient-focused healthcare and innovative technology for almost 300,000 unique incarcerated individuals in more than 450 facilities across 49 states and Puerto Rico. Their innovative approach to correctional healthcare – including designing and implementing evidence-based clinical programs and advanced software solutions – addresses the specific challenges of your corrections environment.

NaphCare's proposed Total Lump Sum to administer the program Dec 2026 – Nov 2029 is:

Medical Costs - \$16,634,884.15
Behavioral Costs - \$7,424,761.79
Social Services Adults Costs - \$3,751,140.42
Total: \$27,810,786.36

CFG HEALTH

CFG has a long-standing commitment to public health collaboration in NJ. CFG fully supports the Prison Rape Elimination Act and maintains a strict zero-tolerance stance regarding sexual abuse and sexual harassment. CFG correctional healthcare programming is a “managed system,” not a collection of independent clinics. That means defined workflows, clear time standards, closed-loop follow-up, and documentation that holds firm under review, consistently across sites, shifts, and discipline.

CFG has been immersed in the correctional healthcare industry for 27 years, contracting with jails ranging in size from 50 beds to 4,500. CFG employs more than 1,600 healthcare professionals and brings extensive experience managing complex correctional healthcare systems across the Northeast, including long-standing partnerships with large county facilities.

CFG Health proposed Total Lump Sum to administer the program Dec 2026 – Nov 2029 is:

Medical Costs - \$16,759,530.44
Behavioral Costs - \$5,704,093.89
Social Services Adults Costs - \$3,327,762.47
Total: \$25,791,386.80

WTS HEALTH

Since their founding, WTS Health has evolved into a national healthcare organization specializing in correctional healthcare management, clinical staffing, and comprehensive healthcare operations. Their organization combines experienced clinical leadership, innovative healthcare delivery models, robust recruitment capabilities, and a commitment to operational excellence to support correctional facilities of varying sizes and complexities. Their mission—Caring. Serving. Changing Lives. —reflects their belief that every patient deserves compassionate, timely, and clinically appropriate care, regardless of the setting.

WTS Health also recognizes the County's expectation for accountability through performance monitoring and continuous improvement. Their quality management framework is designed to proactively identify clinical trends, monitor key performance indicators, implement corrective actions when appropriate, and reduce operational risk. Through executive leadership engagement, collaborative communication, and data-driven decision-making, we will provide Middlesex County with meaningful transparency into healthcare operations while continuously improving patient outcomes and operational performance.



WTS Health proposed Total Lump Sum to administer the program Dec 2026 – Nov 2029 is:

Medical Costs - \$1,663,729.00

Behavioral Costs - \$1,663,729.00

Social Services Adults Costs - \$1,663,729.00

Total: \$4,991,187.00.

County Counsel Review

Jennifer Chang, Esq., Deputy County Counsel, in her legal review, has advised of the following:

- **NAPCARE** – Approved.
- **CFG HEALTH** – Approved.
- **WTS HEALTH** – Rejected, failed to provide Bid Guarantee

Summary and Recommendation

Based on the attached scores, the committee recommends that the County awards contracts to Naphcare, in total amount of \$27,810,786.36. Naphcare has provided this service for the County in the past. They have sufficient organizational capacity to provide services to the Adult Corrections and Youth Services community.

Criteria for Award of Contract

The Office of County Counsel will convene a Proposal Review Committee consisting of members of the Council, and other appropriate individuals to review each proposal. Proposals will be rated in accordance with the narrative information provided as outlined in the Program Format and Review section of this solicitation. Applicants are eligible to receive a maximum point score of 100 points for the proposal content. The maximum point score for each Narrative section is provided in the Program Format and Review section of this solicitation. Proposals receiving an average numerical rating of 65 or less will not be considered for funding.

The following shall be used as criteria for evaluating requests for proposals under the competitive contracting process described in N.J.S.A. 40A:11-4.1 et seq. The proposer shall insure that its proposal contains information that will assist the Evaluation Committee in evaluating the proposal in light of the established criteria and the illustrative criteria factors listed below.

The following factors are to be considered in assigning a point scale to the criteria item.

1. . PROPOSER EXPERIENCE/TRACK RECORD – Max 10 points

- Experience providing healthcare services in a jail environment
- Experience providing healthcare services in correctional facilities with 800 or more inmates, or in health care settings of at least 5,000 patients with similar characteristics as the jail population
- Years in Business
- Contracts that were cancelled or not renewed within the past five (5) years
- Quality of proposed transition plan, including retention plan for key leadership and frontline staff
- References

2. QUALITY OF RESPONSES TO SCOPE OF WORK - Max 35 points



- Quality of response related to scope of service
- Quality of response related to CQI and data reporting
- Quality of responses related to Policies & Procedures
- To what extent has the proposer been able to minimize the need for offsite specialty care?
- Ability to meet staffing matrix

3. QUALIFICATIONS/EXPERIENCE OF KEY PERSONNEL -- Max 5 points

- Correctional healthcare & relevant experience of the Corporate Chief Medical Officer
- Correctional healthcare & relevant experience of the Corporate leader overseeing Behavioral Health
- Correctional healthcare & relevant experience of Regional Director and other organizational leadership that will be involved in the management of this contract.

4. LITIGATION/PENALTY HISTORY - Max 10 points

- Does the proposal include a list of all claims made, status and results of any litigation?
- To what extent has the proposer been found liable or agreed to a settlement for any correctional health care claims in excess of \$25,000 and/or subjected to any liquidated damages or penalties for contract non-compliances in other correctional healthcare contracts?

5. COST/COMPLETENESS OF PROPOSAL – Max 40 points

- Relative cost – how does the cost compare to other proposals?
- Full explanation – is the price and its component charges, fee, etc., adequately explained or documented?
- Are all required documents included with the proposal?
- Is the proposed fee all-inclusive of all requirements in the specifications?
- Does the vendor have a feasible proposal for securing cost-effective onsite specialty care and offsite care, including discounted rates and/or using a re-pricing company for outside medical services?

County Counsel Review

Jennifer Chang, Esq., Deputy County Counsel, in her legal review, has advised of the following:

NAPCARE – Approved.

CFG HEALTH – Approved.

WTS HEALTH – Rejected, failed to provide Bid Guarantee

The scores of the evaluators are shown below.

Evaluator	NAPHCARE, PC, NJ LLC	CFG HEALTH
1	9	6.2
2	26	21.6
3	4.8	2.8
4	6.8	4.6
5	33.2	26



Based on these scores, the committee recommends that the County awards the Healthcare Services For Adult Corrections and Youth Services to NAPHCARE, PC, NJ LLC corporate office located at 2090 Columbiana Road Suite 4000 Birmingham, AL 35216 at a total cost not to exceed \$27,810,786.36.

NAPHCARE, PC, NJ LLC did not offer a prompt payment discount.

The contract shall commence December 1, 2026 for a period of thirty-six (36) consecutive months. The County shall have the option to extend the contract for two (2) additional twelve (12) months at the original rates established in the Contract Terms & Pricing for Subsequent Years section, terms, and conditions, subject to the availability of funds and the approval of the Middlesex County Board of County Commissioners. Any services ordered or made within thirty (30) days after the Contract expires shall be under the same terms and conditions specified in the bid and contract prices submitted by the vendor, unless said vendor indicates, in writing, thirty (30) days prior to Contract Expiration, that it will not be bound by said terms, conditions and contract prices.

