

August 17, 2020

Ms. Dianna Gilliland, Primary Buyer
State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

RE: RFP 6322 Z1 Temporary Medical Staffing Services for the State of Nebraska, DHHS, NDCS, and NDVA

Dear Ms. Gilliland,

My name is Leo R. Blatz, R.N., M.S.N. I am the Chief Executive Officer of Worldwide Travel Staffing, Limited ("Worldwide"). Enclosed please find Worldwide's formal response to RFP 6322 Z1 for the provision of Temporary Medical Staffing Services for the State of Nebraska, DHHS, NDCS, and NDVA. Worldwide has received and acknowledges all addenda that have been issued for the RFP.

Since 1993, Worldwide has delivered quality healthcare professionals to state, federal government and private healthcare facilities throughout the world. Worldwide is a 100% female owned and operated New York State Corporation. The New York State Department of Economic Development, Division of Minority and Women's Business Development, recognizes Worldwide as a Women-Owned Business Enterprise. Worldwide has been certified by the Joint Commission as a Health Care Staffing Services agency since 2009. Worldwide has had zero deficiencies or requirements for improvement in five consecutive audits.

Worldwide has the qualifications and experience necessary to responsibly perform the services outlined in the RFP. Worldwide has extensive experience with the provision of state-wide temporary medical staffing services to correctional facilities, psychiatric facilities, alcohol and drug addiction treatment centers, veterans' care facilities, and various other public and private facilities identical to the locations outlined in the RFP. Worldwide has worked closely with the Nebraska Department of Health and Human Services since 2015. Worldwide provides medical staffing services to state-run facilities in Alaska, Arizona, California, Colorado, Delaware, Kansas, Kentucky, Minnesota, Mississippi, New York, Wisconsin, Wyoming and other locations throughout the United States. Worldwide looks forward to expanding upon the successful staffing partnership that has been established with the state of Nebraska, DHHS, by offering our staffing services to the state of Nebraska DCS and DVA.

I will be the authorized representative and primary contact throughout the duration of this contract. I will be available 24 hours a day, seven days a week to answer any questions or address any concerns that may arise. My contact information is as follows:

Worldwide Travel Staffing, Limited
2829 Sheridan Drive
Tonawanda, NY 14150

Toll free no. 866-633-3700 ext. 101
Toll free fax no. 877-375-2450
Email: LBlatz@WorldwideTravelStaffing.com

If you have any questions or desire any clarification for this response, please do not hesitate to contact me.

Sincerely,



Leo R. Blatz, R.N., M.S.N.
Chief Executive Officer



Corporate Overview

Bidder Identification and Information

Corporate Name: Worldwide Travel Staffing, Limited

Address of the Company's Headquarters: 2829 Sheridan Drive Tonawanda, NY 14150

Entity organization: "C" Corporation

State Incorporated: New York

Year Organized: 1993

Name and form of organization changes: Worldwide's name was changed from Medical Legal Solutions to Worldwide Travel Staffing, Limited on July 7, 2005.

Financial Statements

1. Enclosed please find a copy of Worldwide's most recent audited financial reports and statements.
2. Enclosed please find a copy of Worldwide's bank reference.
3. Worldwide does not have any judgements, pending or expected litigation, or other real or potential financial reversals, which might materially affect the viability or stability of the organization.
4. Worldwide understands the State may elect to use a third party to conduct credit checks as part of the corporate overview evaluation.

Change of Ownership

Change in ownership or control of the company is not anticipated during the twelve months following the proposal due date.

Office Location

Worldwide's office location responsible for performance pursuant to an award of a contract with the state of Nebraska is: 2829 Sheridan Drive Tonawanda, New York, 14150.

Relationship with the State

Worldwide has contracted with the State within the past five years.

In July of 2015, Worldwide obtained a contract with the Nebraska Division of Behavioral Health for the provision of temporary registered nurses at the Lincoln Regional Center. The contract was subsequently expanded in November of 2018 to include SSII staff and added the Norfolk Regional Center as an additional client. Worldwide has received positive feedback from DHHS administration. The contract numbers are as follows:

- 80758
- 86435
- 90529

Bidder's Employee Relations to the State

1. No Party named in Worldwide's proposal response is or was an employee of the State within the past twenty-four months.
2. No employee of any agency of the state of Nebraska is employed by Worldwide or is a Subcontractor to Worldwide, as of the due date for proposal submission.

Contract Performance

1. Worldwide has not had a contract terminated for default during the past five years.
2. During the past five years, Worldwide has not had a contract terminated for convenience, non-performance, non-allocation of funds, or any other reason.

Summary of Contractor's Corporate Experience

1. Lincoln Regional Center

In July of 2015, Worldwide obtained a contract with the Nebraska Division of Behavioral Health for the provision of temporary registered nurses at the Lincoln Regional Center. The contract was subsequently expanded in November of 2018 to include Psychiatric Technician staff.

- a. Time period of the project: 2015 to present
- b. Scheduled and actual completion dates: no planned completion dates
- c. Worldwide's responsibilities: temporary medical staffing
- d. Name of contact person:

Vicky Buchholz, ADON, RNBC
Current telephone number: 402-479-5178
Facsimile number: not available
Email address: Vicky.Buchholz@nebraska.gov

- e. Prime contractor or subcontractor: Worldwide is a prime contractor.
- f. A designated completion date has not been established.
- g. A planned budget has not been established. The current amount spent to date is \$3.725 M

2. Norfolk Regional Center

In July of 2015, Worldwide obtained a contract with the Nebraska Division of Behavioral Health for the provision of temporary registered nurses at the Lincoln Regional Center. The contract was subsequently expanded in November of 2018 to include Psychiatric Technician staff and added the Norfolk Regional Center as an additional client.

- a. Time period of the project: 2019 to present
- b. Scheduled and actual completion dates: no planned completion dates
- c. Worldwide's responsibilities: temporary medical staffing
- d. Name of contact person:

Bette Lingenfelter, Interim Director of Nursing
Current telephone number: 402-370-3309

Facsimile number: not available

Email address: Bette.Lingenfelter@nebraska.gov

- e. Prime contractor or subcontractor: Worldwide is a prime contractor.
- f. A designated completion date has not been established.
- g. A planned budget has not been established. The current amount spent to date is \$40,000.00

3. Central Regional Hospital

Worldwide has been providing qualified healthcare professionals to Central Regional Hospital since November of 2007. Worldwide provides mental health and medical nursing services to patients of all age ranges, pediatric through geriatric at Central Regional Hospital. Worldwide also provides staff to the Whitaker School, a Psychiatric Residential Treatment Center that is affiliated with Central Regional Hospital.

- a. The time period of the project: 2007 to present
- b. Scheduled and actual completion dates: 2007 – 2010, 2010 – 2012, 2025 – 2016, 2016 – 2021.
- c. Contractor's responsibilities: temporary medical staffing
- d. Name of contact person:

Debbie Laney, RN Acting Nurse Recruiter

Current telephone number: 919-764-7214

Facsimile number: not available

Email address: Deborah.laney@dhhs.nc.gov

- e. Prime contractor or subcontractor: Worldwide is a prime contractor.
- f. The current designated completion date is December 31, 2021.
- g. A planned budget has not been established. The current amount spent to date is \$54 M

Summary of Contractor's Proposed Personnel/Management Approach

Management Personnel & Resumes

Chief Executive Officer - Leo R. Blatz, R.N., M.S.N.

37 years of Corporate Executive Experience

Leo R. Blatz, R.N., M.S.N., will be the primary contact throughout the duration of this contract. Mr. Blatz will be available 24/7 for immediate response to any contract questions or emergency situations. Mr. Blatz began working with state and federal government contracts in 1987. During his 37-year healthcare staffing career, Mr. Blatz has overseen \$650M in contracts. Mr. Blatz has successfully negotiated and serviced contracts throughout the United States and 13 international locations.

Chief Operating Officer - Joseph B. Giaimo
22 years of Corporate Executive Experience

Joseph B. Giaimo supervises Worldwide's recruiters and their day-to-day recruitment of candidates to all client facilities. Mr. Giaimo is also responsible for the recruitment and reporting requirements associated with: Auburn Correctional Facility, Attica Correctional Facility, Five Points Correctional Facility, the Vermont Department of Mental Health, the New York State Office of General Services, the Texas Department of Criminal Justice, the North Carolina Department of Health and Human Services, numerous state hospital contracts and multiple large hospital associations.

Director of Government Contracting – Samuel J. Giordano III, M.B.A.
12 years of Healthcare Recruitment Experience

Sam Giordano personally oversees Worldwide's staffing operations with the Maryland Department of Health and Mental Hygiene, the West Virginia B.H.H.F., and the Wyoming Department of Health. Mr. Giordano also manages contracts with the North Dakota Department of Health and Human Services, the Alaska Department of Corrections and the Virginia Department of Behavioral Health and Developmental Services and others. Mr. Giordano collaborates with facility contacts to ensure qualified staff are available to satisfy facility staffing needs.

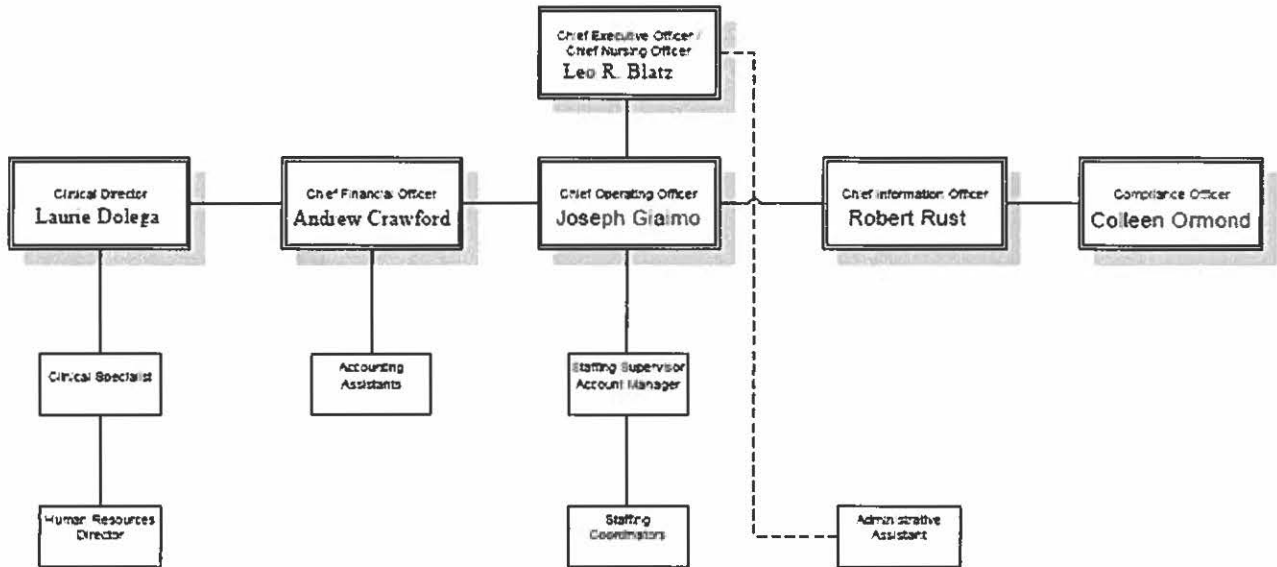
Mr. Giordano will continue to be the account manager to the State of Nebraska. Mr. Giordano's knowledge and experience with the nuances of medical staffing will ensure successful staffing to the State of Nebraska. Mr. Giordano's duties include but are not limited to:

- Communicating by email and telephone in response to staffing requests
- Being on-call 24/7 for staffing requests
- Providing individualized contact with the Staffing Offices
- Conducting interviews and credentialing of nursing staff
- Coordinating the submission of qualified candidates with the Staffing Offices
- Scheduling orientation shifts with the Staffing Offices
- Recruiting and credentialing initial and additional nursing and screening staff
- Conducting evaluations and on-going testing of the knowledge and skills of nursing staff
- Maintaining an ongoing relationship between the agency and State of Nebraska staff that is based on trust, confidentiality, objectivity and integrity.
- Working cooperatively with the staff of State of Nebraska and State of Nebraska business partners whenever required while performing the functions outlined in the bid and contract.
- Working cooperatively with the staff of other Proposer whenever required while performing the functions required by the bid and resulting contract.

Account Manager: Sam Giordano
Office Phone: 866-633-3700 extension 110
Cell Phone: 828-764-3057
Email Address: SGiordano@Worldwidetravelstaffing.com

Chief Executive Officer: Leo Blatz
Office Phone: 866-633-3700 extension 101
Cell Phone: 716-830-6683
Email Address: LBlatz@Worldwidetravelstaffing.com

Worldwide Travel Staffing, Ltd. Organizational Chart



LEO R. BLATZ, R.N., M.S.N.

2829 Sheridan Drive
Tonawanda, NY 14150

EDUCATION:

Degree: State University of New York at Buffalo
Buffalo, New York – 1983
Master of Science in Health Care Planning and Management
Additional courses taken from the M.B.A. program in both
accounting and finance. “Organizational Behavior” courses taken
from the School of Business at the Doctoral level

Degree: State University of New York at Buffalo
Buffalo, New York – 1982
Bachelor of Arts in Human Services and Psychology.

Degree: Millard Fillmore School of Nursing
Buffalo, New York- 1975
Registered Nurse

EXPERIENCE:

2005 – Present Worldwide Travel Staffing, Limited
2829 Sheridan Drive
Tonawanda, New York, 14150
Position: CEO

1984-2003 SHC Services, Inc.
Buffalo, New York
Position: Founder/CEO

SUMMARY OF SKILLS & EXPERIENCE:

- Expert witness for nursing and community health care standards
- Developed and managed contracts in 13 international locations for the recruitment and placement of nurses
- Development and administration of Managed Care contracts, health systems network, and case management programs
- Has overseen more than \$600M in travel nurse placements

(Skills and experience – page 2)

- Establishment of program protocols and development of programs to initiate early hospital discharge for psychiatric and rehab patients
- Well versed in establishing community home care programs, both private & hospital based. Placements have included surveillance in hospital and nursing home settings.
- NYS contracts held for the de-institutionalization of psychiatric patients. Set up referral systems and arranged counseling and respite care in the home.
- Assisted the government in the downscaling and closing of military base hospitals
- Establishment of hospital to community rehab programs for brain injury and neuro injury patients
- Development of wellness and health monitoring program for health insurance companies
- Development of HIV programs related to education and system support set ups for incarcerated inmates
- Adept in the administration of domestic and international contracts
- Skilled in turn around and implementation phasing of government contracts
- Management and ownership of community-based physician practices and services
- Headed several government health care contracts, insured smooth transition from previous contractor, and acted as first line liaison for the length of the contract
- Thorough knowledge of government reporting and compliance
- Accomplished in the mobilization and maintenance of large work forces
- Have maintained a full range of staff files and records
- Knowledgeable of OSHA requirements and Affirmative Action hiring procedures
- Experienced in the management and staffing of entire psychiatric units for correctional facilities

Leo Blatz – References:

- i. North Dakota State Hospital
Bobbie Miller
(701)253-3222
2605 Circle Dr
Jamestown, ND 58401
- ii. North Carolina DSOHF
Elizabeth O'Shea
828-257-6368
201 Tabernacle Rd
Black Mountain, NC 28711
- iii. Cherry Hospital
Angela Lizak
919-947-8307
1401 West Ash Street
Goldsboro NC 27530

Joseph B. Giaimo
207 Park Place
Grand Island, NY 14072
716-472-7376

September 2005 to Present

Worldwide Travel Staffing, Limited
Chief Operating Officer
Tonawanda, NY

- Hired specifically to oversee the travel nursing recruitment division
- Responsible for managing day to day operations in promoting travel nurses to accept assignments at varying hospitals
- Managed multiple contracts in 700 facilities in all 50 states. Notable contracts include the states of Alaska, California, Hawaii, Maine, Kentucky, New York, North Carolina, Vermont, Virginia, Wisconsin, and West Virginia
- Has overseen more than 13M hours in staffing totaling nearly \$350M in services

1998 to 2005

Supplemental Health Care Services, Inc. (SHC Services, Inc.)
Vice President of Operations
Tonawanda, NY

- Analyzed and oversaw fundamental contracts including Hawaii Hospital Systems, South Carolina Hospital Association, All About Staffing, Inc., Broadlane Mental Health Systems, New York State Office of Mental Health, and Department of Mental Health in Virginia, and California Department of Correctional Health Systems
- Responsible for training, motivating, and oversight managing of over 40 recruiters to place travel nurses at varying hospitals
- Implemented key processes
- Initiated SHC's process to become Joint Commission certified
- Supervised Recruiting Division, Housing, Compliance and Accounting
- Increased company revenue by over \$20 million in fiscal year 2004

Education

Daemen College, Amherst, NY
B.S. Degree in Business Administration - 1999
Specialization in Marketing, Promotional Strategies and Retail Management
Minor in Accounting

Joseph Giaimo – References:

- i. Dorothea Dix Psychiatric Center
Carolyn Dimek
(207) 941-4214
656 State St,
Bangor, ME 04401
- ii. Central Regional Hospital
Debbie Laney
919-764-7214
300 Veazey Rd,
Butner, NC 27509
- iii. Walter B. Jones Center
LuCinda McMillan
252-707-5057
2577 W 5th St,
Greenville, NC 27834

Samuel J. Giordano III

2829 Sheridan Drive, Tonawanda, NY 14150

EDUCATION

St. Bonaventure University:

Master's in Business Administration:

August 2012

Bachelor of Business Administration in Marketing:

May 2011

WORK EXPERIENCE

Worldwide Travel Staffing, Limited, Tonawanda, NY June 2012 - Present

Director of marketing and Communications/ Director of Government Contracting

- Opened staffing offices in Goldsboro and Morganton, NC
- Train and manage recruiter staff in NC and NY offices
- Implement and manage correctional, medical, mental health and oncology contracts
- Recruit, interview, hire, and manage nursing and allied health staff
- Create and execute marketing and business development communications
- Develop print and online promotional advertisements
- Oversee procurement projects for municipality, county, state and federal contracts

John W. Danforth Co.: Project Management

May 2010-January 2012

Project Assistant

- Worked on the multimillion-dollar projects at the Tonawanda, NY General Motors Power Train Plants and at the Kaleida Gates Vascular Institute
- Created post sale preventative maintenance and service packages and software
- Assisted in deciphering RFP plans and specifications
- Collaborated with estimators, engineers, project management, foremen, and vendors to assist in planning and execution of jobs from start to finish

Worldwide Travel Staffing, Limited, Tonawanda, NY

May 2008 – May 2012

Accounting/Marketing Assistant/ Contract Manager

- Developed advertisements for promotional use
- Developed bid responses
- Assisted with payable/receivable accounts, invoicing, staff recruitment packets

AWARDS

2011 Recipient of the Buffalo Niagara Sales & Marketing Executives Collegiate Student of the Year Award

Sam Giordano – References:

- i. Lincoln Regional Center
Vicky Buchholz
402-479-5178
801 W Prospector Pl,
Lincoln, NE 68522
- ii. William R. Sharpe, Jr. Hospital
Dwight Sawyers
304-269-1210 ext. 428
936 Sharpe Hospital Road
Weston, WV 26452
- iii. Deer's Head Hospital Center
Suann Noto
410-543-4106
351 Deers Head Hospital Rd,
Salisbury, MD 21802

Subcontractors

Worldwide does not intend to subcontract any part of its performance.

Cost Proposal

Enclosed please find Worldwide's Cost proposal to the state of Nebraska. The annual price increases will be 2% or the annual C.P.I. increase, whichever is more advantageous to the state. Worldwide's pricing is inclusive of the following items:

- F.I.C.A., F.U.I., General Liability Instance, Malpractice Insurance, Workman's Compensation, and Nebraska unemployment insurance.
- Fixed Cost and profit Markups (Ranges from 2.62% to 10.15%).
 - Please note that this percentage varies from position to position. For example, the cost of monthly health insurance for a physician would be a very small portion of the billing rate (typically less than 4%). However, the same mandatory insurance for a C.N.A. might comprise 35% of the billing rate.
- Fully employer-paid medical insurance, in full compliance with the Affordable Care Act
 - Platinum BlueCross BlueShield medical insurance with family coverage, including domestic and same sex partners
 - Fully employer-paid dental insurance
 - Fully employer-paid eyeglass insurance
 - Fully employer paid prescription and medication plans
- 401(k) retirement plan with immediate vesting, customizable investment options and a 6% company match.
- Attractive local and travel compensation packages
 - Weekly per diem lodging, meal and incidental expense reimbursements
 - Generous completion bonuses
 - Round trip travel reimbursements
 - Fully reimbursed North Carolina licensure fees and renewals
 - In-service, continuing education and training reimbursements
- Worldwide's Loyalty Rewards Program – scheduled bonuses awarded upon successful completion of assignment, with ongoing increased increments to promote longevity.
- Annual "birthday bucks" bonuses
- Start of assignment employee welcome "care packages"
- Referral Bonus Program – \$2,000 bonus per referral
- Performance, evaluation, and attendance bonuses