

On behalf of the Richland County Behavioral Health System I am submitting the following proposal. With the onset of COVID-19, the outpatient behavioral health (mental illness and addiction treatment) system has faced some significant challenges. How does one provide a face to face service while respecting distancing protocols? How does a practitioner use universal communication (i.e. verbal, facial reactions, unspoken words, body language, etc.) with limited visual options? How does one resume face to face meetings without increasing the anxiety and stress levels of those we serve?

The Federal and State Government have provided some relief by expanding the number and types of services that can be provided via teleservice. Unfortunately, most outpatient agencies were ill-equipped for good quality teleservice provision. Compound that with decreases in revenue due to people not wanting to come in for service and agencies had few options to increase their technical resources. Agencies did a great job of making do with what they had on hand and were able to get by. However, some of the equipment provides limited visual interaction through poor built in camera systems and outdated computers. We are also now facing a need to provide hybrid services, groups where some participants may be on site while others are online. A laptop is not adequate to provide full room coverage.

A third issue that has arisen has been Continuing Education for professionals. Pre-COVID the Richland County Mental Health and Recovery Services Board has prided itself on being able to provide Continuing Education locally at a rate of about 18-24 hours per year. Most behavioral health licenses and certification require 30 to 40 hours of CEUs every two years. This meant that a professional in our system could conceivably obtain all their required continuing education credits without the agency incurring the expense of out of town travel and accommodations. Also, many trainings are provided in half day increments allowing people to not have to take a full day off work to obtain training. Due to spacing issues and group size limits, we have not been able to provide the trainings as we would like. We have begun to upgrade the technical capabilities of our Large Board Room to provide better connectivity and interactive capabilities while still maintaining health regulations. We have been doing this a piece at a time due to the cost.

This proposal will assist the following agencies: Catalyst Life Services, Community Action for Capable Youth, Family Life Counseling, National Alliance on Mental Illness, Mansfield UMADAOP, Healing Hearts Counseling Center and Abraxas Ohio, all of which provide services to the community in an outpatient or community setting that has been significantly affected by COVID-19. All equipment will remain the property of the Richland County Mental Health and Recovery Services Board and a use agreement will be signed by all agencies, but the equipment will not become an agency asset. This proposal will also provide equipment for the Board's large conference room which will assist in professional training and, when restrictions are lifted, will be usable to other county agencies and other community organizations.

Proposal Equipment Breakdown:

Catalyst Life Services: 6 Stand-Alone Laptops and 6 BCC 950 Conference Camera

Community Action for Capable Youth: 2 Stand-Alone Laptops, 2 BCC 950 Conference Cameras and 1 Complete Mobile Set up.

Family Life Counseling: 4 Stand-Alone Laptops, 4 BCC 950 Conference Cameras and 2 Complete Mobile Setups.

National Alliance on Mental Illness: 1 Complete Mobile Setup

Mansfield UMADAOP: 4 Stand Alone-Laptops, 4 BCC 950 Conference Cameras and 2 Complete Mobile Setups.

Healing Hearts Counseling Center: 2 Stand-Alone Laptops, 2 BCC 950 Conference Cameras and 1 Complete Mobile Setup

Abraxas: 2 Stand-Alone Laptops, 2 BCC 950 Conference Cameras and 1 Complete Mobile Setup

Richland County MH&RS Board Conference Room Build Out: 1 Overhead Conference Camera, xx Ceiling Panel Microphones, xx Ceiling Panel Speakers.

Full Agency Tech Cost Sub Total: \$71, 021.92

The Stand-Alone Laptops Total of 20: \$35,560.00

The Laptops will be Dell Latitude 5510 (i5-10310U, 16 GB RAM, 512 GB SSD, 15.6" Displays, Bluetooth compatible, Windows 10 Pro: \$1,529.00

MSOffice Home and Business 2019: \$249.00

The Camera Total of 20: \$5,380.00

The Conference Cameras are Logitech BCC 950: \$269.00

The Complete Mobile Set up total of 8: \$24,031.92

Dell Latitude 5510: \$1529.00

MSOffice Home and Business 2019: 249.00

Logitech BCC 950: \$269.00

Dell Wireless Keyboard and Mouse Combination: \$37.00

Bretford Basic Flat Panel Cart (fits 42"-52" TV/Monitor): \$599.00

TCL 43" Class 4 Series LED 4K Roku TV: \$309.00

6' High Speed HDMI 2.0b Cable: \$11.99

Estimated Labor (55 Hours): \$6,050.00

Setup Laptops, assemble carts and install TVs, Cable Management, Etc.: \$110 per Hour

**Complete Conference Room Build Out (See attached Seitz Proposal #2) Sub Total:
\$23,965.00**

Full total of this proposal: \$94,986.92

On behalf of the Richland County Outpatient Behavioral Health System, I would like to thank the Board of Commissioners for their consideration of this proposal. We have worked diligently to keep services open and accessible to the public during this pandemic. We realize this current situation may continue for some time and we may need a period of transition once we are able to return to regular face to face services. This proposal will allow us to provide these services with attention to quality and efficiency.



Respectfully Submitted By: Joseph J. Trolan, MA, LPCC-S, LICDC-CS

Executive Director

Attached:

RCMHB PC Proposal

Video Conference Proposal



October 23, 2020
(Prices valid for 30 days)

RCMHB PC Refresh Proposal

Item	Qty.	Price Ea.	Total Price
Dell Latitude 5510 Laptop Computer - i5-10310U, 16Gb RAM, 512Gb SSD, 15.6" Display, 4 Cell 68Whr Battery - Wireless 6 and Bluetooth 5.1, Windows 10 Pro - 3 Yr Pro Support Plus Warranty w/Accident Coverage	28	\$ 1,529.00	\$42,812.00
MS Office Home & Business 2019 (1-time purchase)	28	\$ 249.00	\$6,972.00
Logitech BCC950 Conference Camera WebCam	28	\$ 269.00	\$7,532.00
Dell Wireless Keyboard (with number pad) & Mouse	8	\$ 37.00	\$ 296.00
Bretford Basics Flat Panel Cart (fits 42"-52" TV/Monitors)	8	\$ 599.00	\$4,792.00
TCL 43" Class 4 Series LED 4K Roku TV - includes a 5-year warranty	8	\$ 309.00	\$2,472.00
6' High Speed HDMI 2.0b Cable	8	\$ 11.99	\$ 95.92
Estimated Labor* - Setup laptops, install TV's on carts, cable management	55	\$ 110.00	<u>\$6,050.00</u>
Sub-Total			**\$71,021.92
Less 50% Down with Order			<u>- \$ 35,510.96</u>
Balance Due Upon Completion of Installation			\$35,510.96

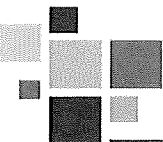
*** Taxes and shipping will be added if applicable*

** This time is an estimate based upon information provided from the client regarding project requirements. Actual time may change based upon unforeseeable hardware or software failures or from client specific software applications requiring 3rd party support. The final invoice will reflect the actual time spent.*

Joseph J. Trolian
Authorized Customer Signature: Joseph J. Trolian (Oct 28, 2020 11:09 EDT)

Michael Cole
Authorized Seitz Solutions Signature: Michael Cole (Oct 28, 2020 11:07 EDT)

Jennifer K. Seitz
Seitz Solutions Coordinator: Jennifer K. Seitz (Oct 28, 2020 12:23 EDT)





October 28, 2020 (quote valid for 30 days)

Richland County Mental Health Video Conferencing Proposal

Item	Qty.	Price Ea.	Total Price
Shure MXA910 Ceiling Array Microphone & P300 Processor	1	\$ 4,999.00	\$4,999.00
Shure MXN5W-C Networked Ceiling Speakers w/ mounts	9	\$ 399.00	\$3,591.00
Ubiquiti 24-port PoE Edgeswitch 500W	1	\$ 669.00	\$ 669.00
Atlona 8" Control Wall Touch Panel (alcove)	1	\$ 1,639.00	\$1,639.00
Atlona AT-VGW-HW-3 Hardware Gateway (up to 3 rooms)	1	\$ 999.00	\$ 999.00
Atlona HDVS-CAM PTZ Camera (wallmount)	1	\$ 949.00	\$ 949.00
Cat. 6 Shielded Plenum Ethernet Cable	700	\$ 0.39	\$ 273.00
Network Install Package (cables, boxes, termination)	1	\$ 50.00	\$ 50.00
Wallmount 9U Wallrack (located inside storage room)	1	\$ 219.00	\$ 219.00
Rackmount PDU	1	\$ 39.00	\$ 39.00
Rackmount 700VA UPS	1	\$ 249.00	\$ 249.00
Dell OptiPlex 5480 All-in-One Touch PC with mount (alcove)	1	\$ 1,599.00	\$1,599.00
Estimated Labor* - wiring 14 ethernet drops for speakers/mic/PC/touch panel	18	\$ 55.00	\$ 990.00
Estimated Labor* - consultation, design, setup & configuration of conferencing system - & user training and testing	70	\$ 110.00	\$7,700.00
Sub-Total			\$23,965.00
Less 50% Down with Order			\$ 11,982.50
Balance Due Upon Completion of Installation			\$11,982.50

* This time is an estimate based upon information provided from the client regarding project requirements. Actual time may change based upon unforeseeable hardware or software failures or from client specific software applications requiring 3rd party support. The final invoice will reflect the actual time spent.

Authorized Customer Signature: Joseph J Trolan
Joseph J Trolan (Oct 28, 2020 13:21 EDT)

Authorized Seitz Solutions Signature: Michael Cole
Michael Cole (Oct 28, 2020 13:19 EDT)

Seitz Solutions Coordinator: Jennifer K. Seitz
Jennifer K. Seitz (Oct 28, 2020 13:32 EDT)

