

RFP Addendum # 1

Request for Proposals for Behavioral Health Outreach Program

(Solicitation # 5500)

Date of Addendum # 1: June 17, 2021

The Request for Proposals (RFP) for the above named project is amended as noted in this Addendum. This Addendum consists of 3 pages.

This Addendum covers the following in relation to Request for Proposals solicitation # 5500:

- Clarifies applicant qualifications in the Scope of Work (see **Item 1** below);
- Adds clarification language to the commitment of the Race and Social Justice (RSJI) criterion (see Item 2 below);
- Replaces language in Evaluation Criterion # 5 (see Item 3 below);
- Lists questions asked and SHA's responses to those questions (see Item 4 below.) and
- Extends the Due Date for Submittals (see Item 5 below).

Item 1. In the Scope of Work for RFP # 5500, under the sub-section titled **Applicant Qualifications**, sub -sub-section 2. is hereby replaced with the following language:

2. Experience working with ethnically and racially diverse populations or a specified demographic subset that experiences health challenges and/or disparities based on current and historical systemic inequities, and demonstrating key cultural competencies and connection to (or ability to connect to) culturally relevant behavioral health services; experience working with populations with limited English skills and working with interpreters or other interpretive tools; and

Item 2. The following clarification language relates to **Criterion # 1 Race and Social Justice Initiative (RSJI)**:

Commitment to ensuring Race and Social Justice (RSJI) equity with the ability to ensure access to all program participants and conduct outreach across all presenting demographics in a culturally competent manner.

An applicant may submit a proposal to serve a specific demographic subset of all program participants. In that situation, the applicant's proposal should:

- Indicate how they - in the eventuality SHA recommends entering into two or more contracts - plan to partner with the additional proposer(s) to ensure all presenting demographics are served;
- contain a budget that reflects that the applicant is proposing serving a subset; and
- indicate willingness to enter contract negotiations with another applicant or applicants.

An applicant submitting a proposal to serve all presenting demographics shall understand, in the circumstance in which SHA recommends entering into two or more contracts, that they may be asked to enter into contract negotiations with SHA that reflect collaboration with other proposer(s).

Item 3. Replaces the first paragraph in Evaluation **Criterion # 5 – Determine Best-Fit Services** as follows:

Who would you hire and how would you train and support frontline BHOP staff to conduct effective outreach, assess a resident’s functional status and behaviors of concern and develop a plan for the individual resident? What steps would you take to assess a resident’s functional status and behaviors of concern and develop a plan for the individual resident? What experience does your organization have that demonstrates your effectiveness in working either with diverse communities, or with the specific demographic subset your proposal covers?

Item 4. The following is a list of questions received and SHA’s responses to those questions.

Question 1. In order to be considered for funding does a provider need to submit a proposal that addresses both populations: “pre-crisis” and “other referrals,” or would a proposal to address one of the target populations be considered?

SHA’s Response to Question 1.

SHA encourages the submittal of a variety of proposals. All proposals received by the deadline will be considered. As indicated in sections F. Selection Process and G. Contract Negotiations of the RFP, SHA may follow up with and/or contract with one or more providers. If multiple providers are selected, SHA and the selected providers will establish collaborative strategies for program operation.

Proposers are encouraged to review section E. Service Provider Evaluation Criteria, specific to each Criterion in section D. Information to be Provided in Your Proposal, and consider the potential implications of proposing only one of the target populations. . For example, Criterion 2 is aligned with the “pre-crisis” group and Criterion 3 with the “other referral” group. The point system indicates relative importance and will be used to evaluate the qualifications of each proposal.

Question 2. We are a small minority lead organization. We have experience in particular in working with a subset of the priority populations—specifically African immigrants and refugees and African American clients. Would SHA consider a proposal from a provider

to address a specific priority population, or are you looking for a provider-to-provider services to the entire population?

SHA's Response to Question 2.

SHA encourages the submittal of a variety of proposals. All proposals received by the deadline will be considered. As indicated in sections F. Selection Process and G. Contract Negotiations of the RFP, SHA may follow up with and/or contract with one or more providers. If multiple providers are selected, SHA and the selected providers will establish collaborative strategies for program operation.

SHA values culturally relevant services. Proposals that address a specific demographic must include each item in the Scope of Work in the program design. SHA will consider responses that show an effort to provide culturally responsive services and address the challenges of accessing culturally relevant services to specific demographic populations, especially populations that experience additional health disparities.

See also Items 1 & 2 above.

Question 3. Lastly, we have experience providing therapy as well as some experience with eviction prevention. We coordinate with other agencies to connect clients with Substance Abuse services, legal assistance, public benefits and health care. Will you consider proposals which connect SHA residents with these services, or are you only considering providers who can directly provide substance abuse services?

SHA's Response to Question 3.

Proposals should demonstrate strategies to connect SHA residents with unmet behavioral health needs which place them at risk of housing instability to appropriate behavioral health services and supports. Proposals should demonstrate strategies that will assist residents to establish or re-establish therapeutic relationships with behavioral health providers and services. Proposals that demonstrate collaboration, culturally responsive strategies of connecting residents to behavioral health services or providing such services directly will be considered.

The program's long-term sustainability can be supported by increasing residents' enrollment in available Medicaid programs and through locally funded behavioral health services. A successful proposal will indicate strategies to connect residents to eligible services of such programs. SHA will collaborate with the BHOP contractor in developing a long-term financial sustainability plan that will increase access to health care services for the target population of residents.

Applicants are encouraged to review the Evaluation Criteria, specific to each item in the Scope of Work area to consider the points per section. The point system indicates relative importance and will be used to evaluate the qualifications of each proposal.

Item 5. The Submittal Due Date for RFP 5500 is hereby extended to 12:00 pm on Friday, July 9, 2021.