



RFP #G099-0312-10
Mental Health and Mental Health Services Act (MHSA)
Innovation
Community Access to Resources and Education
Request for Proposals (RFP)

Written Response to Questions
March 30, 2010

1. **Do projects need to serve community members across Solano County or can they be specific to one city or section of the county?** Per page 7 of the RFP, "Applicants may choose to provide one or more of the programs/strategies described, either countywide or in specific geographic areas, or to a specific age group."
2. **Do projects need to target all of the target population groups listed in the RFP?** Per page 7 of the RFP, "Applicants may choose to provide one or more of the programs/strategies described, either countywide or in specific geographic areas, or to a specific age group."
3. **Do you intend to fund everything in the RFP for populations throughout the County?** The Review Panel will make recommendations on funding based on the Proposals received.
4. **Is the amount for the whole RFP?** The funding amount stated on page 1 is the maximum available funding for all of the services described.
5. **Do you have to state the subcontractor in the RFP?** Yes, subcontractors must be identified and complete Addendum VII.
6. **If one agency proposes the whole amount for services, will it be viable?** Per page 7 of the RFP, "Applicants may choose to provide one or more of the programs/strategies described, either countywide or in specific geographic areas, or to a specific age group." Applicants may propose a budget up to the maximum available funding indicated on page 1.
7. **The successful bidder would do the Medi-Cal study?** Yes, any successful Applicant(s) must complete a Medi-Cal study.
8. **On page 8, the RFP states, "The County SHALL NOT provide work space for the Contractor." Does this mean that under no circumstances, no County property would be used for services?** The County shall not provide a primary work space for successful Applicants. Specific services provided in partnership with the County may be provided on county property, as appropriate and preapproved by the County.

9. **Please clarify the statement at the end of section 2.01. Services will be limited to 3 years?** Yes, per the terms of the Innovation guidelines and the Solano County Innovation Plan, funding for services under this RFP will be for a maximum of three years. If successful, Solano County may deem it appropriate to fund project(s) with other funding sources after the three years.
10. **Do you want a new study/project every year after the 3 years?** At or near the completion of this Innovation Plan in three years, Solano will commence a community planning process to determine future Innovation projects.
11. **Can you explain the statement on page 11, “Community partners will not be charged fees for the support given?”** Community partners that Applicants are proposing to serve should not be billed for services that the Applicant is providing to the partner agency.
12. **If you were delivering Medi-Cal reimbursement services, could you seek reimbursement?** Applicants cannot bill Short-Doyle Medi-Cal in Year 1. Applicants may propose to seek reimbursement for Short Doyle Medi-Cal Services in Years 2 & 3 based on the outcomes of the required Medi-Cal study in Year 1.
13. **If we utilize an integrated model with a medical provider who already has the capacity to bill Medi-Cal, could they bill Medi-Cal for services they are providing? Would you want this information in the Medi-Cal study?** Community partners may bill Medi-Cal if they have the capacity to bill for those services. Applicants shall propose how this will be documented in the Medi-Cal study.
14. **Does the County have a bias to Applicants providing Medi-Cal billable services?** No.
15. **What’s the level of staff, do they need to be licensed?** Applicants shall propose the level of staff necessary to implement their program, including if these staff are licensed.
16. **Would we be able to take what we’re doing now and expand it or do we need to have new services?** Applicants may propose to expand services or implement new services, as long as the services fit under the Scope of Work identified in section 2.03 of this RFP. As stated on page 29 of the RFP, “No monies from this program may be used to supplant state, county or local general fund monies available to the agency for any purpose.”
17. **Could this project potentially increase capacity of services in reaching out to and identifying new populations?** Yes.
18. **Is there an expectation about number of people/organizations served?** Applicants shall propose the number of people/organizations served.
19. **Do you want the Applicant to deliver services or help the provider to provide services?** Applicants shall propose whether they will deliver services or help the provider to provide services, and Applicants may do a combination.
20. **Can you clarify the section on medication support on Page 12; does it include prescribing? Does it include administering medications? What is the minimum medication support that should be provided?** There is no minimum requirement for medication support indicated in the RFP. Applicants may propose whether medication

support includes prescribing and/or administering of medication. If Applicants are proposing to partner with primary care providers, they should propose how they will provide support to primary care providers around medication.

21. **Regarding the review panel's recommendations: will the review panel follow-up with an Applicant about recommendations/questions/comments?** This RFP does not provide for the Review Panel to contact an Applicant. Any further communication would be with Solano County staff.
22. **Is there any value to the lowest bidder or is the point value more important to awarding proposal?** Recommendations for funding will be based on points as described in Addendum I-B. Also, as stated on page 15, "The Solano County Purchasing and Contracting Policy Manual provides that both the lowest reasonable price and the technical superiority of the proposal (within a reasonable proximity to the other similar proposal costs) are taken into account in determining the award of contracts."
23. **Are you required to use these specific forms?** Yes, Applicants are required to use the forms in the Addendum unless otherwise specified.
24. **Can you make the Request for Proposal (RFP) available in MS Word?** The RFP is not available in MS Word. The Addenda which contains the forms that Applicants need to complete is available in MS Word on the Solano County Purchasing website.
25. **Did I read that we can participate in the Electronic Health Record (EHR) system?** As state on page 12, "Applicants will be required to utilize the Solano County Mental Health Electronic Health Records System, as appropriate."
26. **Will the EHR system include data management and reporting?** The EHR system is in the planning phase. Solano County intends to include data reporting capability in the project requirements, but the extent of the application of data reporting capability is not yet determined.
27. **Which forms can be four pages?** Addendum IV-B and Addendum IV-C may be up to four pages.
28. **Is there something in the RFP that encourages leveraged funds?** As stated on page 19 of the RFP, one ranking criteria for the budget section includes if "The Proposal is able to leverage other funding."
29. **Can you provide three pages of job descriptions and two pages of resumes?** Yes, you may provide up to 5 one-page job descriptions and resumes in any combination.
30. **Has the Solano County standard contract language changed recently?** The Solano County Standard Exhibits included in the RFP are the most recent versions.
31. **If we conduct an assessment and a client needs on-going mental health services, would we link the client to services or would the County link the client to services?** As stated on page 12, Applicants shall describe in their Proposal, "linkage of mental health consumers to appropriate community resources for ongoing support."

- 32. Can this RFP be combined with any parts of the Continuum of Care RFP?** Proposals for Innovation and the Continuum of Care must be received separately. Applicants may propose to leverage funding from other funding streams.
- 33. Could this funding be utilized to cover County Medical Services Program (CMSP) patients and the uninsured?** Applicants may propose to serve any underserved population.
- 34. Is case management an acceptable method for access and services?** Applicants may propose to utilize case management as an acceptable method for access and services.