

Question #	RFP Page #	RFP Section Number/Name	Questions	Procurement	Child Develop.Watch South	DDDS	DSAAPD	DSAMH
3	2, 3, 4, 5, 6	III. Mandatory Eligibility Requirements	The RFP states a Mandatory Eligibility Requirement. It is that the vendor shall submit "validated credentials packages for all" [name of all personnel identified in the proposal] "immediately upon the initiation of contract negotiations." Must a contractor provide these "validated packages" or evidence of its ability to produce these "packages" in its proposal in order to meet this mandatory requirement? Will a vendor be required to submit these credentials packages in order to conduct negotiations?		yes- thus we know there is a viable candidate available with early intervention experience; otherwise it could take months to find viable candidates in Kent/ Sussex Co.- CDW South	The vendor shall submit evidence of its ability to produce validated credentials packages for all staff that are selected to perform the outlined job descriptions. Validated credentials packages for all clinical professionals and/or therapists shall be submitted to the Division within 30 days of the contract execution	Validated packages do no need to be included in the proposal. Providers should demonstrate their ability to produce validated credential packages in their response. The vendor will be required to submit the packages in order to conduct negotiations.	DSAMH would request a "statement of compliance" that they would submit the necessary credentials at the time of interview/selection of candidates - not needed as part of the proposal submission

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4	2, 3, 4, 5, 6	III. Mandatory Eligibility Requirements	Will the State require individual providers assigned to the Stockley Center, Delaware Psychiatric Center, Delaware Hospital for the Chronically Ill, Governor Bacon Center, Emily P. Bissell Hospital, and the Child Development Watch South to become Medicaid participating providers? If so, does the State have a timeframe to comply with this requirement?		Child Development Watch - South does not require individual providers to become Medicaid participating providers.	The medical director, staff physician, and nurse practitioners must be Medicaid participating providers as in their role they will prescribe medications, treatments, testing, etc. that will be billed. All other licensed professionals must be eligible to become Medicaid participating providers, if requested in writing by Department and provided adequate time to do so with	All licensed professionals providing services to DSAAPD Long-Term Care (LTC) residents must be approved Medicaid providers prior to the contract start date.	Not for DSAMH. DSAMH will need to have authorization to bill under our umbrella for eligible "positions"

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5	3, 4, 5, 6	III. Mandatory Eligibility Requirements	The RFP states that it is expected that the contractor will maintain compliance with the Accreditation Council outcome measures and processes. Please confirm that the "Accreditation Council" is the Council on Quality and Leadership. If not, please provide the name of the organization providing the outcome measures and related processes.		Child Development Watch - South is not familiar with the Accreditation Council.	Yes, it is the Council on Quality and Leadership.	The answer to this question is not known by DSAAPD. Defers to DDDS for a final answer.	Does not apply to DSAMH

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6	4	III. Mandatory Eligibility Requirements	The RFP states that the Respiratory Therapist contractor shall be a Medicaid participating provider. There is, however, no taxonomy code associated with this position and therefore they cannot be enrolled as a Medicaid participating provider. Will this requirement be waived for this position?		Child Development Watch - South does not have a need for respiratory therapy services.	The respiratory therapist are not required to be a Medicaid participating provider.	No, the requirement will not be waived. DSAAPD will coordinate with Medicaid to have a taxonomy added for Respiratory Therapist.	Not for DSAMH. DSAMH will need to have authorization to bill under our umbrella for eligible "positions"

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7	15	Section IV. Professional Services RFP Administrative Information B. RFP Submissions, #17	The RFP states that “the State of Delaware may award a contract for a particular professional service to two or more vendors if the agency head makes the determination that such an award is in the best interest of the State”. Does DHSS intend/prefer to seek a single vendor to provide these services or does it intend to make multiple awards?	The intent is to multi-award for these services.				

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8	17	Section IV. Professional Services RFP Administrative Information C. RFP Evaluation Process #2 Proposal Selection Criteria	Please clarify the evaluation criteria: "Potential income projection, substantiated by prior project management of similar scope and content." Please provide the means by which the Evaluation Committee will score this requirement.	Evidence of the bidders' prior experience and success in providing staffing of this type and magnitude, preferably in public/ government entities, should be provided as part of each proposal.				

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9	17	Section IV. Professional Services RFP Administrative Information C. RFP Evaluation Process #2 Proposal Selection Criteria	Please explain how proposals that respond to a portion of the available positions will be scored against proposals that are inclusive of all available positions and locations? How will the State determine which proposal is the lowest bidder? How will the State determine which proposal is the highest scorer?	Proposals are not scored in comparison with other proposals. The lowest bid is not a criteria for selection. The highest scores will be determined based on individual review of a proposal against the scoring criteria.				

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10	21-22	Section IV. Contract Terms & Conditions Paragraph 7c ACA Safe Harbor	Please specify where on Attachment 15 (Cost Spreadsheet) contractors are to indicate the "Additional Fee Charge" for the health benefit insurance requirement of the ACA. Will contractors be required to submit a second Cost Spreadsheet with the Additional Fee included?	This cost will be born by the bidders. Your rates should reflect these benefits, if applicable. Bid rates should be a comprehensive, all-inclusive, hourly rate for services.				

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11	21-22	Section IV. Contract Terms & Conditions Paragraph 7c ACA Safe Harbor	Could the State please provide more clarification regarding the requirements of this section? Specifically, if an employer offers full time employees an ACA compliant and affordable health plan, would this section be applicable and would the contractor be required to identify the "Additional Fee" in Attachment 15 (Cost Spreadsheet)?	This cost will be born by the bidders. Your rates should reflect these benefits, if applicable. Bid rates should be a comprehensive, all-inclusive, hourly rate for services.				

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12	27	Section IV. Contract Terms & Conditions, Paragrah 7.r. Personnel, Equipment & Services #2	The RFP states that "All of the equipment and services required hereunder shall be provided by or performed by the Vendor or under its direct supervision." Please confirm that all required equipment will be provided by the State of Delaware to be used under provider staff supervision. If all required equipment will not be provided by the State of Delaware, please list the equipment by type and locations of equipment that must be provided by the Vendor.		All required equipment will be provided by Child Development Watch - South.	All required equipment will be provided by the state and used by the contactor's staff under the supervision of the department staff.	This Request for Proposals seeks professional services only.	N/A

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17	89	Appendix F. Requirements for DSAAPD, Paragraph B Definitions	Does Delaware DSAAPD anticipate purchasing and installing Telehealth and Telemedicine audio, visual, and other electronic equipment and facilities at the Delaware Hospital for the Chronically Ill, Governor Bacon Health Center, and Emily P. Bissell Hospital? If so, when does DSAAPD anticipate the installation of this equipment?	N/A	N/A	N/A	Telemedicine equipment is currently available in all DSAAAPD long-term care facilities. Expanded access to and increased utilization of telemedicine is anticipated on a timeline to be determined.	N/A

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18	91	Appendix F. Requirements for DSAAPD, II. Scope of Services	The RFP lists providers of complementary and alternative medicine as examples of medical professionals and services to be included in the proposal. Does DSAAPD anticipate that the resulting Professional Healthcare Services contract include specialty consultants, as well as on-site clinicians in the three facilities?	N/A	N/A	N/A	Specific provider types listed in the Request for Proposals are illustrative, not exhaustive. Bidders should address availability of all services needed to meet the holistic needs of DSAAPD's LTC facility residents.	N/A

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19	N/A	Appendices B, C, D, E. and Attachment 15	In Attachment 15 (Cost Spreadsheet), contractors are required to list the monthly and annual hours for each position. Please provide the number of FTE's, or expected number of service hours annually for all positions specified in the solicitation.		Physical Therapist - 516 hours Speech Language Pathologist - 2 positions - 3,000 hours combined Early Childhood Educator - 5 positions - 7,416.50 hours combined	Physician Services - 1 medical director up to a maximum of 1720 hours, 1 part time staff physician up to a maximum of 900 hours, 2 nurse practitioners up to a maximum of 3440 hours.OT Services - 2 or 3 positions up to a maximum of 3800 services.PT Services - 2 or 3 positions up to a maximum of 3800 hours. Speech Therapy Services - 1 position up to a maximum of 1800 hours.Dietician & Dietary Mgmt Services - 1 position up to a maximum of 1600 hours.Respiratory Services - 2 positions up to a maximum of 3680 hours (consider full time equivalent), multiple positions up to a maximum of 2320 hours.	Proposals should include specifics related to FTE's, service hours and cost by discipline based on the DSAAPD LTC resident population described in the Request for Proposals.	The need for FTE's will change over the life of the contract

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20	N/A	Attachment 15- Cost spreadsheet	Please provide the number of inservice hours required annually. Please clarify whether the inservice days will be paid for by the State for all positions in the solicitation.		Child Development Watch - South does not require inservice hours.	Any mandatory inservices required by the facility will be paid time by the state. The contractor shall be responsible for providing and/or providing access to specialized in service training and continuing education for its staff.	Proposals should include specifics related to the number, type and cost of inservice hours by discipline based on the resident population described in the Request for Proposals.	This will vary dependent upon the "assignment". Delaware Psychiatric Center would have a higher number of inservice hours which are specifically tied to the classification hired.
21	N/A	N/A	Is there a possibility for set-asides?	No. The State endeavors to have diverse suppliers and the contract will be multi-awarded.				

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22	N/A	N/A	Is the prime vendor responsible for all components?	The vendor can focus on one area or many depending on the vendor's area of expertise.				
23	N/A	N/A	Can the vendor bill insurance?	It depends on the position. For some positions, the vendor might be able to bill Medicaid. This is a diverse contract and subject to change.				
24	N/A	N/A	Will the State handle billing?	It depends on the Division. In some cases, the vendor may be responsible for billing.				
25	N/A	N/A	Can bidders receive a copy of the pre-bid attendance sheet?	The attendance sheet will be posted on the bids website.				

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26	N/A	N/A	I understand for physician services we can bill insurance for face-to-face visits, however can we clarify what the hourly rates listed are in reference to?	Some Divisions require providers to bill insurance directly, other Divisions may have needs for physician services on an hourly basis. We need to know that hourly rate to assess the cost effectiveness of your service delivery.				

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27	N/A	N/A	How many facilities are included in the RFP, where are they located and what is their average census?	Please note that this information is subject to change for all Divisions.	CDW South has 623 active cases total at these locations: Milford Walnut Street Building, 18 N. Walnut Street, Milford, DE 19963, Shiple State Service Center 350 Virigina Avenue Seaford, DE 19973, Easter Seals 22317 Dupont Blvd. Georgetown, DE 19947, Division of Public health 449 N. Dupont Higway, Dover, DE 19904	The census is 52. Location is the Stockley Center 26531 Patriots Way Georgetown, DE 19947	Please reference the RFP document, Page 87, Appendix F- Requirements for the Division of Aging and Adults with Physical Disabilities, Introduction, Paragraphs 3 and 4	Th census is approximately 115. The location is Delaware Psychiatric Center, 1901 N. Dupont Highway, New Castle, DE 19720

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