

Alameda County Behavioral Health

RFP No. 22-04 Addendum No. 1

ALAMEDA COUNTY BEHAVIORAL HEALTH

ADDENDUM No. 1

to

**RFP No. 22-04 School-Based Behavioral Health (SBBH) Services for Charter Schools and
Oakland Unified School District**

**Specification Clarification/ Modification and Recap of the Bidder's Conferences held on
Friday July 15, 2022 and Monday July 18, 2022**

This County of Alameda, General Services Agency (GSA), RFP/Q Addendum has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County's Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFP/Q Addendum will also be posted on the GSA Contracting Opportunities website located at

https://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp

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The following Sections have been modified to read as shown below. Changes made to the original RFP document are in **bold** print and **highlighted**, and deletions made have a ~~strike through~~.

CLARIFICATIONS & CORRECTIONS/CHANGES THAT PERTAIN TO...
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I. RFP

- II. B. Calendar of Events on page 20: Oral Interviews Category 2 Date updated

Event	Date/Location
Request for Proposals (RFP) Issued	Friday July 1, 2022
Bidder's Written Questions Due	By 5:00 pm on the day of 2 nd Bidder's Conference – ACBH strongly encourages Bidders to submit written questions earlier.
1 st Bidders' Conference	Friday July 15, 2022 10:00 am – 11:30 am Online Webinar: https://meet.goto.com/MH_Fiscal_Team/biddersconf22-04sbbhforcharterschoolsando
2 nd Bidders' Conference	Monday July 18, 2022 2:00 pm – 3:30 pm Online Webinar: https://meet.goto.com/MH_Fiscal_Team/biddersconf22-04sbbhforcharterschools
Addendum Issued	Monday July 25, 2022
Proposals Due	Thursday August 18, 2022 by 2:00pm
Review/Evaluation Period	Thursday August 18, 2022 – Tuesday October 4, 2022
Oral Interviews (as needed)	Category 1: Monday October 3, 2022 Friday September 30, 2022 Category 2: Tuesday October 4, 2022 Friday September 30, 2022
Award Recommendation Letters Issued	Tuesday October 11, 2022
Board Agenda Date	June 2023
Contract Start Date	July 1, 2023

II. **Budget Template**

The Budget Template has been deleted and replaced with RFP No. 22-04 SBBH Services at Charter Schools and OUSD Budget Template Revised.

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RESPONSES TO BIDDERS QUESTIONS

General

Q1) Please provide a list of the agencies that are currently covering the schools.

A1)

Category 1: Charter Schools Programs		
Program Name	Charter School/s	Current Provider/s
Alameda Charter School Program	Academy of Alameda	A Better Way
Aspire Charter School Program	Aspire Triumph Technology Academy (K-5 th Grade)	Seneca Family of Agencies
Lighthouse Charter School Program	Lighthouse Community Charter (Lower School: K-5 th Grades and Upper School: 6 th -12 th Grades)	Seneca Family of Agencies
Education for Change TK-8 th Grades Program	Achieve Academy (K-5 th Grades) and	East Bay Agency for Children
	Lazear Charter Academy (TK-8)	Seneca Family of Agencies
Education for Change K-5 th Grades Program	Cox Academy (PreK-5 th Grades) and	Seneca Family of Agencies
	Learning Without Limits (K-5 th Grades)	Fred Finch Youth Center

Category 2: OUSD Programs		
Program Name	School Name	Current Provider/s
OUSD North and Central Elementary Program	Piedmont Ave. Elementary	A Better Way
	and Allendale Elementary	Lincoln
OUSD East Region Elementary Group 1	Franklin Elementary	STARS
	and Oakland Academy of Knowledge	Lincoln
OUSD Maddison Park Program	Maddison Park Academy (Lower Grades: K-5 th and Upper Grades: 6 th -12 th Grades)	Fred Finch Youth Center
OUSD East Region Program Group 2	Markham Elementary	East Bay Agency for Children
	and Burckhalter Elementary	Seneca Family of Agencies

Q2) Can you please speak to how the groupings within each category were established? What was the rationale for grouping some schools together with others that may or may not be geographically near each other?

A2) School sites were grouped according to location, enrollment size, and also grade levels.

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- Q3)** How were award amounts determined? Is there a possibility of changes in the future?
A3) **Programs were funded using program allocations from existing contracts. Some programs have amended allocations due to changes in school enrollment. ACBH at this time can make no comment on any future possible funding changes that may or may not be associated with the programs in the procurement process. Bidders recommended for award will need to adhere to the funding as outlined in the RFP and subsequent awarded contract/s.**
- Q4)** How were \$\$\$ (funding) amounts determined for each category? How will \$400k cover two schools?
A4) **See response to Q3 above. Bidders shall propose how they intend to deliver services within the maximum funding allocations for the program/s applying for.**
- Q5)** Why are the contract amounts difference between charters and OUSD schools with similar number of students and FRL%? It seems like students with the same level of need should have access to the same resources, regardless of where they attend school?
A5) **The Charter Schools are funded at their current allocations per the current contracts with ACBH. OUSD schools are also funded at their current ACBH contract allocations with some adjustments. Students with Medi-Cal and in need of specialty mental health services, may contact the Alameda County Behavioral Health ACCESS line for appropriate mental health referrals if the onsite service providers are at service capacity.**
- Q6)** What do school partners know about how the RFP is structured and how these groupings have been established? Are they aware that this structure of this RFP may limit their capacity to collaborate with an existing provider or disrupt successful relationships with providers with longstanding connections within the school community?
A6) **School district partners are aware of the groupings and the school groupings have been shared with the charter school and districts partners with no objections.**
- Q7)** When does the County expect to rebid the remaining schools?
A7) **ACBH is in the process of planning future SBBH procurements. We anticipate additional procurements for school-based programs in fiscal year 2023-2024 and beyond.**
- Q8)** Could you share the list of all participants in this conference by email to all of us?
A8) **The Addendum will include all who participated in both Bidder's conferences.**

SBBH Services and Priority Populations

- Q9)** Do the population demographics in the RFP reflect the changes in enrollment based on recent school closures?
A9) **The demographics for each school are reflective of the school data from 2020-2021 school year and may not include all additional information from school closures.**
- Q10)** Are we able to charge fees for service under this contract?
A10) **SBBH services generate revenue from Medi-Cal reimbursable services. There are no other funding types applicable to these services. Medi-Cal is billed at an hourly rate per service category up to the County maximum rate.**

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Q11) Are you only looking for in-person counselors or is there any room for a virtual mental health care company to support on campus or in school counseling?

A11) Per I. F. 2. Service Delivery Approach on page 15: "the primary service modality is face to face services. Bidders shall propose how they intend to deliver SBBH services." However, virtual services may be utilized as needed depending on the needs of the students and families.

Q12) How many providers are we expected to have?

A12) Bidders are required to have at least one LPHA per Section I. F.3. Planned Staffing and Organizational Capacity on page 17, "Bidders may propose licensed and/or unlicensed clinical staff; however, services must include a licensed clinical supervisor per clinical services and documentation standards." LPHA's include Clinical Social Workers, Marriage and Family Therapists, Clinical Psychologists, and other LPHA designated classifications. These staff may be fully licensed, waived, or in the process of earning their hours for license.

There must be a licensed person reviewing and approving clinical documentation. Additional staff may include other classifications like peer specialists, family/parent partners, mental health rehabilitation specialists and other appropriately licensed or credentialed staff. Please review the ACBH scope of practice grid included in the RFP and below: [ACBHCS Guidelines Scope Practice Credentialing Provide Specialty MH Services.pdf](#). Bidders are to suggest their staffing plan based on the program model they propose.

Q13) Are there any pre-established contracts required or will part of the ramp up period allow us to form these?

A13) There are no pre-existing contracts required. Upon recommendation to award, per section I. F. 4. Forming Partnerships and Collaboration on page 18, Awarded contractors may need to "work with the school sites to establish confidential spaces to deliver services with SBBH staff are onsite." School site partners may require service agreements to solidify their relationship between the provider and the school/s to allow access to the school site and students on campus.

Q14) The (previous) RFP says "Awarded Contractor/s will be expected to maintain a minimum caseload of 15 students, with 20 unduplicated clients annually." This year's RFP doesn't mention caseload at all. Is there a minimum caseload requirement?

A14) There are no case load requirements for this RFP. There are also no standard requirements for annual clients served.

Bid Submission

Q15) Is email the only way to deliver the proposals? Is it possible to deliver in person?

A15) Yes, per section II.E. Submittal of Proposals/ Bids on page 21: "All proposals must be received electronically by ACBH no later than 2:00 pm on the due date and location specified on the RFP cover and Calendar of Events in this RFP."

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Q16) Will there be a confirmation of proposal receipt?

A16) Yes. ACBH will send an email to confirm bid/s have been received.

Q17) Can we include additional attachments other than the org chart?

A17) No, per Section II. F. Response Format/ Proposal Responses on page 23:

“Proposals shall be complete, substantiated, concise and specific to the information requested. Any superfluous and unrequested material submitted with the bid will be removed and will not be viewed by the Evaluation Panel. Any material deviation from the requirements may be cause for rejection of the proposal, as determined at ACBH’ sole discretion.”

Q18) To confirm, we *don't need to attach evidence of Medi-Cal certification, correct?

A18) Per I.D. Bidder Minimum Qualifications on page 6, Bidders must successfully demonstrate how they meet minimum qualifications. However, attachments are not requested as evidence.

Q19) The primary question is whether bidders must either be a SLEB or they must subcontract out 20% of the services to a SLEB, in order to even submit a bid. That seems to contradict the auditor’s SLEB requirements, which exempt nonprofit CBOs, see below. *The following entities are exempt from the Small and Emerging Local Business (SLEB) requirements as described above and are not required to subcontract with a SLEB:*

- *non-profit community-based organizations (CBO) that are providing services on behalf of the County directly to County clients/residents*
- *non-profit churches or non-profit religious organizations (NPO);*
- *public schools; and universities; and*
- *government agencies.*

The attached RFP-related form does not provide a place to note exemption. Its unclear if the intention is to enable additional RFP points for SLEBs and CBO / SLEB partnerships or if all non-SLEB CBOs are excluded from applying for the RFP if they cannot lock in a SLEB (I believe most of the current SBS providers are not SLEBS).

A19) Bidders who meet SLEB exemption should check the second box on the SLEB Partnering Information Sheet and state their exemption on the text field. If the Bidder is unable to meet the SLEB requirements, please use Exhibit D. Per Table 3 of the RFP on page 40 and Exhibit A: *“Bidder Information and Acceptance, bidders that are SLEB certified will receive an additional 10 percent on top of their score (5% for SLEB and 5% for being local).”*

Q20) How do we show that we are SLEB exempt as a CBO?

A20) Please see response to Q20) above.

Q21) For the local preference requirement, a lease is one document that is requested. Do you want the entire lease which could be more than 30 pages, or just the main pages that indicate the address and term with dates?

A21) Per Exhibit A 10. On page 5 60, Bidders requesting an additional 5% bid preference points:

Bidder is LOCAL to Alameda County and is requesting 5% bid preference, and has attached the following documentation to this Exhibit: “Copy of a verifiable

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business license, issued by the County of Alameda or a City within the County; and • Proof of six (6) months business residency, identifying the name of the bidder and the local address. Utility bills, deed of trusts or lease agreements, etc., are acceptable verification documents to prove residency.” Please provide the main pages of the lease that indicate the address and term with dates.

Q22) We have 6 current references as we are in contract now. What is considered a former reference?

A22) Former references may include funders, contractors, collaborators, and/or service providers that your agency has worked with in the past.

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Company Name and Address	Representative Name	Contact Information
Alameda County Behavioral Health Care Services 2000 Embarcadero Cove, Suite 400 Oakland, CA 94606-5235	Lisa Carlisle	Phone: (510) 567-8171
		E-Mail: lisa.carlisle@acgov.org
		SLEB Certified: Yes <input type="checkbox"/>
Alameda County Behavioral Health Care Services 1900 Embarcadero Cove, Suite 205 Oakland, CA 94606-5235	Rachel Garcia	Phone: (510) 383-1744
		E-Mail: rachel.garcia2@acgov.org
		SLEB Certified: Yes <input type="checkbox"/>
Alameda County Behavioral Health Care Services 1900 Embarcadero Cove, Suite 205 Oakland, CA 94606-5235	Michiko Ronné	Phone: (510) 383-2874
		E-Mail: michiko.ronne@acgov.org
		SLEB Certified: Yes <input type="checkbox"/>
Alameda County Behavioral Health Care Services 1900 Embarcadero Cove, Suite 205 Oakland, CA 94606-5235Services	Ariana Frazier	Phone:
		E-Mail: ariana.frazier@acgov.org
		SLEB Certified: Yes <input type="checkbox"/>
Alameda County Behavioral Health Care Services 1900 Embarcadero Cove, Suite 205 Oakland, CA 94606-5235Services	Rosalinda Gomez Gonzalez	Phone:
		E-Mail: rosalinda.gomez@acgov.org
		SLEB Certified: Yes <input type="checkbox"/>

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Company Name and Address	Representative Name	Contact Information
EBAC	Roger Ailshie	Phone:
		E-Mail: roger.ailshie@ebac.org
		SLEB Certified: Yes <input type="checkbox"/>
EBAC	Cory Stewart	Phone:
		E-Mail: cory.ervin-stewart@ebac.org
		SLEB Certified: Yes <input type="checkbox"/>
EBAC	Sally Waltz	Phone:
		E-Mail: sally@ebac.org
		SLEB Certified: Yes <input type="checkbox"/>
Seneca Family of Agencies	Robin Detterman	Phone:
		E-Mail: robin_detterman@senecacenter.com
		SLEB Certified: Yes <input type="checkbox"/>
STARS Community Services	Anne Clifford	Phone:
		E-Mail: anneclifford88@gmail.com
		SLEB Certified: Yes <input type="checkbox"/>

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STARS Community Services	Jeanie Lynch	Phone:
		E-Mail: Jlynch@starsinc.com
		SLEB Certified: Yes <input type="checkbox"/>
TrueCare24	Bimohit Bawa	Phone:
		E-Mail: bimohit@TrueCare24.com
		SLEB Certified: Yes <input type="checkbox"/>
TrueCare24	Saleem Mobhani	Phone:
		E-Mail: saleem@TrueCare24.com
		SLEB Certified: Yes <input type="checkbox"/>
Lincoln Families	Jessica Ekstrom	Phone:
		E-Mail: jessicaekstrom@lincolnfamilies.org
		SLEB Certified: Yes <input type="checkbox"/>
Felton Institute	Nita Kirby	Phone:
		E-Mail: grants@felton.org
		SLEB Certified: Yes <input type="checkbox"/>

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Stars Community Services	Veronique Lee	Phone:
		E-Mail: vlee@starsinc.com
		SLEB Certified: Yes <input type="checkbox"/>
Seneca Family of Agencies	Kyla Lew	Phone:
		E-Mail: kyla_lew@senecacenter.org
		SLEB Certified: Yes <input type="checkbox"/>
Felton Institute	Alisa Thorsen - Grant Writer	Phone:
		E-Mail: athorsen@felton.org
		SLEB Certified: Yes <input type="checkbox"/>
Alameda Family Services	Kale Jenks	Phone:
		E-Mail: kjenks@alamedafs.org
		SLEB Certified: Yes <input type="checkbox"/>
EBAC	Sandra Portasio	Phone:
		E-Mail: sandra.portasio@ebac.org
		SLEB Certified: Yes <input type="checkbox"/>

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Company Name and Address	Representative Name	Contact Information
Wellness Equity Alliance	Samantha Carpenter	Phone:
		E-Mail: samantha@wellnessequityalliance.com
		SLEB Certified: Yes <input type="checkbox"/>
Unknown	Katherine Schwartz	Phone:
		E-Mail:
		SLEB Certified: Yes <input type="checkbox"/>
Alternative Family Services	Beverly Johnson	Phone:
		E-Mail: BJohnson@AFS4kids.org
		SLEB Certified: Yes <input type="checkbox"/>
Alternative Family Services	Tricca Leverenz	Phone:
		E-Mail: tleverenz@AFS4kids.org
		SLEB Certified: Yes <input type="checkbox"/>