COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 901904

### for

AB109 Direct Services:

Cognitive Behavioral Intervention Services, Incentives, and Innovation Program (CBI3)

**Networking/Bidders Conference Held on February 25, 2021**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) 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&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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All the questions are a direct copy and paste from questions e-mailed by Bidders. In the answers of these questions, the County of Alameda shall be noted as “County”. The *Questions & Answers* are the final stance of the County. Bidders must consider this document in preparation of their bid response.

**Clarification Statement(s)**

1. **The Community Corrections Partnership-Executive Committee (CCP-EC) did approve an allocation of $1,000,000 (over two years) for this AB 109 funded project. Bidders’ Grand Total County Request (please see REVISED Budget Form) shall not exceed $1,000,000—but it can be less. *Cost* will still be a factor in the evaluation of bid responses, and the evaluation for *Cost* has been revised (please see Addendum 4).**

**Questions & Answers**

1. Is this program a new initiative, or is there an incumbent provider already providing these services?
   1. **This is a new initiative. As such, there is no incumbent.**

1. If the vendor chooses to use ACPD office space, is there a cost associated with using County space? If so, what is the cost?
   1. **If Bidders choose to use Alameda County Probation Department (ACPD) office space, there is no associated cost to do so. The Awarded Bidder will be welcome to use space at ACPD’s *Center Of Reentry Excellence* (CORE) to run programming at no cost. As stated on page 13 of the RFP, Section E (SPECIFIC PROGRAM REQUIREMENTS), Item 7.b.:**

***(b) If the Bidder does not have its own facilities in North and/or South County, space will be provided by ACPD.***

***(1) The North County space will be located at the ACPD’s offices at 400 Broadway Street in Oakland, while South County space will be located at the Alameda County Probation Department at 24085 Amador Street #400 in Hayward.***

**However, it is expected that the Contractor will have its own, permanent office space (i.e., main office/headquarters). Also, it will be the Contractor’s responsibility to confirm space availability with the CORE in advance as to not disrupt any ongoing programs.**

1. While we have many former programs (i.e., contracts that ended), we still have ongoing relationships with the funders of those former programs because we have multiple contracts in the counties where we operate. If we cannot meet the criteria for providing a Former Reference (stated during the bidders’ conference as meaning having no current contractual relationship at all with a funder), is it acceptable to state this and provide another Current Reference?
   1. **Please see the revised language in Addendum No. 4 for this RFP, which can be found on the County’s website:**

[**https://www.acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractingdetail.jsp?BID\_ID=2334**](https://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractingdetail.jsp?BID_ID=2334)**.**

**For ease of convenience, the revised language is also provided below:**

*References must be for the Bidder or lead prime Bidder (not for collaborating partners or subcontractors). A current reference is an entity that the Bidder currently has contractual obligations with****;*** *~~while~~ a former reference is an entity with which the Bidder* ***had a contract, but that specific contract has ended and there are no further contractual obligations for that specific contract*** *~~has no current contractual obligations~~. The County is not looking for references from program participants.*

**It is possible for an entity to be both a current and a former reference. In regards to the question about Former References, the Bidder should provide reference information (e.g., contact person, services provided, service dates, etc.) for the services provided under a contract that has ended.**

1. Can the County please provide a projection of how many clients this program will be expected to serve at a given time, when fully implemented?
   1. **As stated on Page 8 of the RFP, Section C (SCOPE), Item 5:**

***Target Population: Currently, there are approximately 7,912 adults on Probation in Alameda County. Age demographics, sentence lengths, and a number of key variables are summarized in the ACPD’s 2½-year report available at*** [***https://probation.acgov.org/probation-assets/files/ACPD%20Alco%20Report.pdf***](https://probation.acgov.org/probation-assets/files/ACPD%20Alco%20Report.pdf)***.***

**Within the last six months (August 2020 – January 2021), ACPD received 868 new clients. The current COVID-19 pandemic may have afffected this number. Current data shows that there are 5,762 clients on supervision who are eligible for AB109-funded services. Of those, as many as 1,100 individuals are assessed as having a high probability of needing a Cognitive Behavioral Intervention services. This number could change at any time, and the Bidder’s budget should reflect their capacity to provide services.**

1. Can the County please provide as much demographic information as possible about the program participants? Age, gender, race/ethnicity, language(s) spoken, geographic location, and housing status are all requested, if available.
   1. **The demographic the Contractor serves will largely depend upon the types of services the Contractor provides. However, page 86 of ACPD’s 2½-year report (link provided on Page 8 of the RFP and also in A4 above) reflects the AB 109 Clients by Race and Gender in June of 2019. An additional resource for data can be found on the Alameda County Open Data website:** [**data.acgov.org**](file:///C:\Users\matolber\AppData\Local\Microsoft\Windows\INetCache\Content.Outlook\C9XG9062\data.acgov.org)**.**
2. Because of Covid-19, is ACPD currently serving its clients in-person (either in the field or in the office), or remotely via teleconference? If service is currently a blend of the two formats, can you provide an approximate percentage of clients who have the technology/capacity to participate by teleconference?
   1. **ACPD is serving clients in person and remotely via teleconference. The County is unable to provide information relative to the percentage of clients that have the capacity to participate via teleconference.**
3. On page 6 of the RFP, in section B. Background, it states, “Bidders will be asked and scored on their use of innovation in the delivery of a CBI and incentive program.” On page 9 of the RFP, in section D. Bidder Minimum Qualifications, it states, “Propose and/or demonstrate innovative CBI program and service models and/or deliver and/or implementation of incentive program”. “…on their use of innovation” and “demonstrate innovative CBI program…” may imply that proposers should propose innovations that they have previously implemented. Does this mean that proposers should have already implemented their suggested innovation(s) beforehand, prior to this bid? Or is the County truly looking for a novel approach that has not yet been tried prior to this bid?
   1. **The County is looking for innovative ideas relating to the delivery of CBI and/or an incentive program, whether they are existing or novel approaches. The County will require the Bidder to describe how these innovations will work with the target population.**

1. On page 8 of the RFP, in section C. Scope, subsection 5. Target Population, it states, “Currently, there are approximately 7,912 adults on Probation in Alameda County.” Of this total, how many are considered moderate- to high-risk individuals? In other words, how many will be eligible for this program? Also, please note that the ACPD’s 2½-year report does not appear to provide a demographic (age, gender, ethnicity) breakdown of the adult population. In case we missed this, please indicate the page that includes this information.
   1. **Please see the response in A5 above.**

1. On page 10 of the RFP, in section E. Specific Program Requirements, subsection 2. Referral Process, the eligibility requirements are referenced but not defined for this program. Can the County please confirm if the Bidder will define the eligibility requirements for their proposed program? Or will the County?
   1. **The County will refer eligible clients for enrollment into the Contractor’s program; however, it is incumbent upon the Contractor to conduct its assessment based on the Contractor’s eligibility standards for its unique and innovative programs.**

1. Please provide further information about the expectation that rewards and sanctions be provided at a 4:1 ratio (RFP pages 13-14).
   1. **Research indicates that reinforcements for positive behavior are a better motivator for changing behavior than solely utilizing sanctions to address poor behavior. Implementation of the 4:1 ratio includes providing four affirmations/reinforcers for every correction or sanction. This includes the use of verbal feedback, programmatic elements, and concrete services.**

1. On page 14 of the RFP, in section G. Program Framework Requirements, subsection 1. Cultural Awareness and Sensitivity, it states, “Contractors shall have the cultural competency required to successfully serve the target population.” Please provide demographic data for target population of this program so that proposers can properly address the Cultural Awareness and Sensitivity requirement.
   1. **On page 86 of ACPD’s 2½-year report (link provided on Page 8 of the RFP) reflects the AB 109 Clients by Race and Gender in June of 2019. An additional resource for data can be found on the Alameda County Open Data website:** [**data.acgov.org**](file:///C:\Users\matolber\AppData\Local\Microsoft\Windows\INetCache\Content.Outlook\C9XG9062\data.acgov.org)**.**
2. On page 16 of the RFP, in section H. 4. Address Participant’s Greatest Criminogenic Needs, it states, “The greatest emphasis must be placed on addressing those needs that are most closely associated with criminal behavior.” Can the Contractor refer participants of this program to other programs offered by the Contractor that address their criminogenic needs (e.g., SUD treatment)?
   1. **Contractors must work with the supervising Deputy Probation Officer (DPO) to coordinate referrals into other programs. PLEASE NOTE: Services that are not specified in this RFP are not eligible for billing under any contract resulting from this RFP.**

1. Will the Contractor be responsible for any case management activities, in order to address identified needs of the participants? Or does ACPD hold sole responsibility and authority for referring clients to resources, services, and supports that will meet those needs? If the Contractor identifies that a client’s risks/needs warrant referral to a community-based resource/service, is there a mechanism for the Contractor staff to notify the client’s DPO of this risk/need?
   1. **Please refer to A12 above. Case management services would be limited to that which is necessary to implement or provide the services outlined in this RFP. Contractors shall utilize the Tyler Supervision Provider Portal to communicate with the DPO and coordinate referrals to other services.**
2. The Bid Response Packet provides “suggested length” for each section of the proposal narrative. Does this mean there are no fixed page limits (i.e., a response will not be penalized if it is a few lines longer than the suggested length)?
   1. **Suggested Length in Exhibit A – Bid Response Packet is not fixed. Bidders will not be penalized if their response is a few lines longer than a *Suggested Length*.**
3. Do you anticipate extending the bid due date?
   1. **All revisions to the Bid Due Date will be noted in the addenda. For the most current revised Bid Due Date, please see Addendum No. 4 for this RFP, which can be found on the County’s website:**

[**https://www.acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractingdetail.jsp?BID\_ID=2334**](https://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractingdetail.jsp?BID_ID=2334)**.**

1. What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?
   1. **All information concerning how the County “will identify the winning bid” can be found in the RFP and related bid documents.**
2. Was this bid posted to the nationwide free bid notification website at [www.mygovwatch.com/free](http://www.mygovwatch.com/free)?
   1. **No.**
3. Other than your own website, where was this bid posted?
   1. **The Alameda County Adult Reentry/Realignment Announcements and Events – March 2021 email was sent to 1,475 subscribers.**

VENDOR LIST

**RFP No. 901904 – AB109 Direct Services: CBI3**

This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program: <http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm>.

This RFP is being issued to all vendors on the Vendor Bid List; the following revised vendor list includes contact information for each vendor attendee at the Networking/Bidders Conferences.

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| **Business Name** | **Name** | **Phone** | **Address** | **City** | **ST** | **Email** |
| Ambrose Industries | Chester Sokowski | 856-573-0918 |  |  |  | chester.sokowski@ambroseindustries.net |
| Bay Area Cognitive Behavioral Therapy Center |  | 415-941-5373 | 4283 Piedmont Ave, #A2 | Oakland | CA | info@bayareacbtcenter.com |
| Bay Area Trauma Recovery Clinical Services | Jocelyn Sze, PhD | 510-660-1493 | 3220 A Sacramento St | Berkeley | CA | sze@cbtsanfrancisco.com |
| Center for Cognitive Therapy |  | 510-652-4455 | 5435 College Ave | Oakland | CA | mat@sfbacct.com |
| Cognitive Behavior Therapy & Mindfulness Center |  | 925-400-9604 | 548 Market St, PMB 99338 | SF | CA | dr@cbthealth.com |
| Foresight |  | 510-764-3787 | 2855 Telegraph Ave, #515 | Berkeley | CA | info@foresightmentalhealth.com |
| Kadiant |  | 866-523-4268 | 155 Grand Ave, #500 | Oakland | CA | info@kadiant.com |
| Oakland Cognitive Behavior Therapy Center | Jacqueline B. Persons, PhD | 510-662-8405 | 5625 College Ave, #215 | Oakland | CA | persons@oaklandcbt.com |
| People of Enough | Brando Menjivar | 510-575-9476 | 2315 Lincoln Ave Alameda | Alameda | CA | brando@peopleofenough.com |
| The Wright Institute | Terri Huh | 510-841-9230 | 1918 University Ave, #2B | Berkeley | CA | thuh@wi.edu |