**COUNTY OF ALAMEDA**

**HEALTH CARE SERVICES AGENCY (HCSA)**

Summary of Questions and Answers Submitted

**For RFP No. HCSA-901323 for**

**Street Health Services for Unsheltered Homeless Individuals**

**Networking/Bidders Conferences held on June 20 & 21, 2023**

**Notice to Bidders**

This County of Alameda, HCSA Questions & Answers (Q&A) Document has been electronically issued to potential bidders via e-mail based on the bidders conference sign-in sheets or from other sources. This Q&A Document will also be posted on the General Services Agency (GSA) Contracting Opportunities website located at <https://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp>

**Q1:** **Will an attendee list/bidders list be shared later?**

*A1: Per the Calendar of Events on page 2 of the RFP, the List of Attendees for both Bidders Conferences was published to the GSA Contracting Opportunities website on June 23, 2023 as part of the listing for this RFP:* [*https://gsa.acgov.org/do-business-with-us/contracting-opportunities/current-bid/?bidid=2711*](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/current-bid/?bidid=2711)*.*

**Q2: Acquiring workforce between Sept 1 and Jan 1 may pose a challenge. Is there a ramp up time?**

*A2: The anticipated ramp up period will be approximately three months.*

**Q3.a:** **What assumptions/guidelines should bidders use when projecting Medi-Cal revenue?**

*A3.a: Medi-Cal revenue will be dependent on contracts and agreements between the contractor and the Managed Care Plan and contractor payments from the State. Contractor may take the following information into consideration:*

* *State pricing guidance and current Alameda County contacts for Enhanced Care Management (PEPM and outreach);*
* The Street Health Team is expected to provide case management services to a minimum of 40 people at any given time; and
* *Medi-Cal revenue will be dependent on contracts and agreements between the contractor and the Managed Care Plan and contractor payments from the State.*

**Q3.b: WhatPMPM** *[per member per month]* **rate should we expect for ECM enrolled patients?**

*A3.b: See Answer A3.a above.*

**Q3.c: Is there an expectation re: minimum number of patients who would be enrolled each month?**

*A3.c: Each Street Health Team is expected to provide case management services to a minimum of 40 people at any given time.*

**Q3.d: Will we be reimbursed for outreach as well and, if yes, at what rate?**

*A3.d: Medi-Cal revenue will be dependent on contracts and agreements between the contractor and the Managed Care Plan and contractor payments from the State. Contract. MCPs do currently pay a street health outreach rate for ECM. It is also expected that a portion of the costs will be covered by the County contract.*

**Q3.e: Should we include reimbursement for primary care medical and mental health services as well (for FQHCs, our PPS** *[prospective payment system]* **rate)?**

*A3.e: Yes. Bidders may detail all anticipated revenues within the Budget Narrative section of the RFP bid submission.*

**Q4:** **Please confirm that documentation of minimum qualifications only needs to be completed once for bidders submitting for multiple zones.**

*A4: Correct.*

*For bidders submitting for multiple zones, the following sections must be completed separately for each zone being bid upon on:*

*1. Budget Form;*

*2. Budget Narrative; and*

*3. Description Of Proposed Services*

**Q5:** **Is the Table of Key Personnel submitted for each zone, or only once for all zones?**

*A5: The Table of Key Personnel section only needs to be completed once, and should address all zones included in the bidder’s proposal.*

*Names of Key Personnel must be included in the narrative; however, they may also be identified in the budget, or identification may be made by position title or program.*

**Q6: Is a narrative expected in the Bidder's Minimum Qualifications section of the RFP, or is it just a checklist? There doesn't appear to be a question in this section, but max length is listed as "None."?**

*A6: Yes, a narrative is expected. There is no length maximum or minimum for this section of the Bid Response Packet.*

*Bidders should complete the checklist contained in the Minimum Qualifications section of the Bid Response Packet, and may provide additional narrative to substantiate the explicit demonstration of how they meet the minimum qualifications stated in RFP Section I.D., BIDDER QUALIFICATIONS.*

**Q7:** **Will this slide show be made available?**

*A7: No; the Bidders Conference slide show presentation will not be made available.*

*Bidders should reference RFP No. HCSA 901323, which is the source document for the slides. The RFP document and all associated documents related to this procurement may be accessed via the GSA Contracting Opportunities website:* [*https://gsa.acgov.org/do-business-with-us/contracting-opportunities/current-bid/?bidid=2711*](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/current-bid/?bidid=2711)