

Mental Health Outpatient Services - 19149

Request For Proposal

Question & Answer

1. Can we have copies of the slides presented during the bidder's conference on 6/19/19?
 - a. Slides presented during the bidder's conference are unavailable for public dispersion. There is no new information presented in the bidder's conference slides; please refer to the RFP and this Q&A.
2. Will we be able to see an example of a previously funded RFP, i.e. sample proposal?
 - a. No. Previously funded RFPs are the applicant's proprietary information and therefore cannot be shared with the public. Sample proposals are not available for review.
3. Should the provider be both licensed and operational or will it be OK to have just a license to meet requirements by September?
 - a. It is expected that a timeline be included in the proposal which speaks to the ability to have the program operational, i.e. ability to provide full array of required services, by September 16, 2019. Therefore, the provider is expected to be licensed and operational by September 16, 2019.
4. When are services expected to start?
 - a. Applicants should include a timeline showing how they are able to make services start by 9/16/19. The programs should have an active license and 'open doors' to provide services to members no later than 9/16/19.
5. If we believe we will be unable to open our program by 9/16/19, can we still apply?
 - a. CBH is looking for a program that can open and operate no later than 9/16/19.
6. In becoming a state licensed facility – for whomever procures this, is it realistic to have the start date that's required?
 - a. Though this timeline is expedited, CBH is interested in applicants who are able to meet the target open date of 9/16/19.
7. If there is a delay with the State providing the license - will the expectation of being operational by 9/16 be pushed back?
 - a. Please present a timeline that matches our target date of operation (9/16/19).
8. When is the award notification date?
 - a. August 5, 2019
9. Is it expected for this program to be an enhanced MHOP?
 - a. No. Please refer to the RFP for a description of the type of service.
10. Is this procurement for the one zip code only, or others?
 - a. Please provide rationale if in close proximity to 19149.
11. If the provider in transition decides to sell their program and remain open, will this RFP then become null and void?
 - a. This RFP seeks to expand mental health outpatient services in the 19149 zip code due to the possible transition of an existing in-network provider, as well as the increase in

member need in this area. Regardless of what happens with the existing in-network provider, CBH plans to move forward with expansion of services in this zip code.

12. Regarding the large outpatient provider, is it possible the building they are in would be available to rent or vacating the premises?
 - a. CBH is unable to comment or speak to this.
13. Does the clinic have to be in zip 19149?
 - a. CBH has identified 19149 as a target area. If applicants are located outside of this area, but in close proximity to 19149 (i.e. an adjoining zip code), whether it is due to mass transit routes or geographic location, please provide a rationale for why the location outside of 19149 is appropriate and able to meet the need identified in this RFP.
14. If a provider is willing to relocate to 19149, but does not currently have site control in 19149, are they able to apply?
 - a. This RFP is seeking a provider with the ability to obtain site control in 19149 by operational date of 9/16/19. Interested applicants who do not currently have site control in the target area, but are interested in relocating to meet the needs of this RFP are encouraged to include a detailed timeline of obtaining site control, and prospective sites as well as their accompanying zoning qualifications.
15. Can this clinic follow the Penn model of service?
 - a. Yes, if the model of service follows state and federal guidelines and meets requirements of mental health outpatient.
16. Only for adults or children and fam?
 - a. This RFP is to serve CBH members regardless of age, but with the hope that chosen providers would be able to serve both adults and children/families.
17. Can a program licensed for drug and alcohol through DDAP apply to this RFP?
 - a. No. Programs must have OMHSAS required license for mental health outpatient to apply for this RFP.
18. Will there be start-up costs for new service to assist with staffing, training, and building repairs?
 - a. No. There is no available start-up money for this program.
19. Is payment structure value-based or fee for service?
 - a. The initial payment structure will be to utilize the standard CBH rates within the existing fee-for-service structure. Since value-based payment is a priority of CBH and OMHSAS in coming years, future value-based funding approaches may be considered in future years of operation.
20. There was a recent increase of 5% for providers who have not had an increase in last 6 years – would that apply in this procurement?
 - a. A new provider will be eligible for the new rate range.
21. How many people are being served by large provider who may be transitioning?
 - a. Approximately 3,000 CBH-enrolled members annually are being served by this large provider located in 19149.
22. Cap on amount of CBH members to be seen at current location?
 - a. There is not a current formal numeric cap on the number of members who can be seen at existing, standard OP providers in the CBH network. Rather, this is less formally dictated by the respective building's certificate of occupancy and hours of operation,

and the provider's managerial and clinical supervisory support available to maintain quality clinical care.

23. If an agency is for-profit, is there a different proposal process to follow?

- a. The review process is the same regardless of the profit status of the organization. Please refer to the RFP for application requirements for for-profit organizations. No bonus points will be awarded to non-profit organizations.

24. Can providers collaborate on a proposal to share services?

- a. Since this proposal is for a single license type (Mental Health Outpatient), there should be one designated provider which would both hold that license and with whom CBH would potentially be contracting.