

**New York State Department of Health**  
**RFP #18713: Vital Providers Strategic Planning Assistance**

*Questions and Answers Posted 3/5/2021*

<b>Question #</b>	<b>Corresponding RFP Section</b>	<b>Question</b>	<b>Answer</b>
1.	General	Was my organization's previous proposal open and reviewed?	This question is not relevant to respond to.
2.	General	Will the proposals that were submitted under the canceled procurement still be subject to New York State's Freedom of Information Law (FOIL)?	Pursuant to the Freedom of Information Law (FOIL) (Article 6, Public Officers Law §§84-90), all records in the possession of the Department of Health are subject to disclosure to the extent they do not fall under one of the exceptions enumerated at §87(2) of the statute. The determination as to whether a record is disclosable will be made upon review of the records identified as potentially responsive to a FOIL request.
3.	General	What vendors have worked on the VAP program already?  What were the outcomes of these projects?	iPRO, Price Waterhouse Cooper (PWC), Alvarez and Marsales, and KPMG have all worked on the VAP program.  Each VAP award reflects an individualized project towards the overall goals of the VAP program which are improved facility financial viability, meeting community service needs, improving the quality of care, and increasing health equity. The outcomes reflect individualized projects to accomplish these goals.
4.	General	Can the State share a list of organizations that submitted questions for this RFP?	This question is not relevant to respond to.
5.	General	Will the State share a list of organizations that submitted responses for this RFP?	The bid tabulation will be posted to the NY State Contract Reporter (NYSCR) website.
6.	Section 2.1: Introductory Background (Page 3 of RFP)	In addition to reporting federal reporting, does the State request Contractor assistance with any State Plan Amendments in the future regarding the VAP program?	The Department of Health will develop and submit State Plan Amendments and may request technical information or status updates in order

Question #	Corresponding RFP Section	Question	Answer
			to submit such requests. The information expected to be utilized is described in sections 4.1 (Tasks/Deliverables) and 4.3 (Reporting).
7.	Section 2.1: Introductory Background (Page 3 of RFP)	We understand the State has been assigning a strategic planner (SP) to work with providers receiving VAP Awards and/or facilities deemed to need assistance to operate in a financially efficient manner. Can the State provide budgets for the SP for the past three years?	No.
8.	Section 4.1: Task/Deliverables (Pages 5-8 of RFP)	Is there an expectation that the vendor will have to travel on-site to providers to assist them with the TMRAA?	There is no specific requirement for on-site meetings with providers.
9.	Section 4.1: Task/Deliverables (Pages 5-8 of RFP)	What are the differentiating factors between VAP providers who are subject to a two-year award cycle vs. those subject to a three-year award cycle?	Awards issued to DOH providers, including CAH and ECP awards, are historically issued on a two-year award timeline. Awards issued to OMH providers have historically been issued on a three-year cycle.
10.	Section 4.1: Task/Deliverables (Pages 5-8 of RFP)	How will the State triage providers into intensive assistance?  What is the vendor's role in this process?	It is expected that the contractor will work with all VAP awardees to develop initial TMRAA's as described in section 4.1. During the course of this development, through discussion with the Department of Health, if additional needs beyond standard initial TMRAA development become obvious (e.g., the provider is not able to complete the TMRAA to the satisfaction of the Department in a timely manner), then intensive assistance may be requested.
11.	Section 4.1: Task/Deliverables (Pages 5-8 of RFP)	Please clarify the scope of support services the Contractor will provide to VAP providers regarding TMRAA development and implementation? (i.e., is the Contractor responsible for data analysis and recommending project scope, drafting project scope, support implementation efforts, etc.)  How does development and implementation support differ between standard and intensive assistance?	'Standard' assistance is generally expected to consist of review, approval, and occasional technical support related to VAP projects and TMRAAs. "Intensive' assistance includes the aspects of 'Standard' assistance with added responsibilities of assisting in the completion/development of the TMRAA including, but not limited to recommending project scope, supporting implementation efforts, and identifying existing strengths and needs of the provider.
12.	Section 4.2: Staffing (Page 8 of RFP)	Does the state anticipate that the same team that is responsible for reviewing the TMRAA documents and	The State has not specified a requirement for separation of duties.

Question #	Corresponding RFP Section	Question	Answer
		making recommendations to the Department is also providing the technical assistance to the providers or is there an expectation for separation of duties between the review and technical assistance teams?	
13.	Section 4.1: Task/Deliverables (Pages 5-8 of RFP) and Section 4.3: Reporting (Pages 8-9 of RFP)	Could you please expand on the listed Reporting Requirements in sections 4.1 and 4.3 and provide a more detailed list of deliverables required to be submitted on a weekly, monthly, quarterly, and annual basis to oversight authorities and any other key stakeholders?	See sections 4.1 and 4.3 for Reporting Requirements.
14.	Section 6.0: Proposal Content (Pages 18-22 of RFP)	Given the unique nature of COVID-19 and the remote work environment, is use of electronic signature acceptable?	No. Bidders must print, sign and scan documents requiring signatures.
15.	Section 6.2.D: Technical Proposal (Pages 20-22 of RFP), Subsection D, bullet b	Does the State have minimum qualifications or certifications for proposed staff (PMP, etc.)?	No, beyond that described in the RFP.
16.	Section 8.3: Technical Evaluation (Page 23 of RFP)	What elements are considered in the technical evaluation (e.g., past performance, staffing, etc.)?	Specific elements that should be included in a Bidder's Technical Proposal are identified in Section 6.2: Technical Proposal of the RFP.
17.	Attachment B: Cost Proposal	Can you please clarify the explanation on the cost proposal, "Bidders are required to submit a price per deliverable per provider in Column D of the Attachment B Cost Proposal" (6.3)? Is the price per deliverable per provider across the total # of cycles ((# of hours worked per provider per cycle x \$/hour) x (# of Providers) x (# of Cycles)) or is the price per deliverable per provider per 1 two-year cycle ((# of hours worked per provider per cycle x \$/hour) x (# of Providers))?	The Price Per Deliverable Per Provider price is defined as the price paid to the Contractor upon the completion of ALL deliverables/tasks associated with each unique category of work (Initial TMRAA Review/Quarterly Reports and Support Services/Final Report) provided, for each individual VAP Provider. This is a composite/all-inclusive price.
18.	Attachment 9: References	Can current or former NYS clients be used as one of the references to fulfill the requirement for three references?	Yes.