Licensed Residential Bidders Meeting

1. As far as the financials, we can provide them from our bank, but we have not been able to do a formal audit due to being a start-up organization. Will that be held against us?
   1. Being a brand-new entity is okay and will not prohibit you from applying. Please provide whatever financials you can. If you are operating in another county as another entity, you should note that as evidence of services in the past under your overall organization. If you have never provided this level of care, you can outline that as well as the startup timing and what may have inhibited you being able to onboard persons served.
2. What does the persons served on the board question mean?
   1. Simply whether you currently have any individuals that are being or have been served on your board of directors/advisory board.
3. How detailed does the credit history need to be?
   1. If you are contracted with other PIHPs you could use the financials you submit to them annually. If you are not contracted with other PIHPs, you should use whatever you have currently as the organizations credit history. For newer organizations it would be understandable if there were to be less of a credit history.
4. Can I use our tax documents as the financial documents that we submit?
   1. Yes. Whatever you do have regarding tax documentation and financial audits you do have, please submit. If there has been a lack of need to provide these documents to any agencies you may be contracted with currently or in the past, you can use the narrative portion of the proposal to highlight that.
5. How would a nonprofit be ranked vs. a limited liability corporation?
   1. It would not affect how your organization is scored. MCCMH is not invested in how your organization is incorporated when it comes to contracting and RFP selection.
6. Would you want all our NPI and Tax ID codes for all the services we provide?
   1. We are not interested in contracting for any services beyond specialized licensed residential services as it relates to this RFP. We would need the W9 from your organization.
7. Do you need the SAM document from the federal government?
   1. No.
8. Is there anything we should make you aware of if we had a past Wayne County contract?
   1. You are not required to disclose past contracts with other PIHPs for agencies, organizations, or entities not responding to this RFP. However, it would be prudent to alert MCCMH of any prior issues or contract terminations you may have had with other PIHPs in the past.
9. I am having a difficult time getting liability insurance for a home that is not operational now; is that something that could be brought forth later?
   1. Yes. We have accepted proposals in the past that have done this.
10. Proposed service rates, what should we base it on.
    1. In the past, residential providers have given us examples based on staffing pattern(s). We do modify rates with high needs individuals. We are looking for average rates. You are welcome to submit multiple rates for different staffing patterns.
11. Should we include a description of what type of home we are proposing?
    1. Yes. MCCMH would be interested in an outline and description of what the home does and how they are specialized. DD/Medically fragile/etc.
12. Are the credit report and the audited financial statement one-in-the-same?
    1. Typically, organizations will submit them together because it comes from a comprehensive audit. These are not the same documents.
13. Should professional liability insurance be submitted as well?
    1. It is not something that is required in the instructions of this RFP, due to the nature of specialized residential services. However, if you have professional liability insurance, you are welcome to submit that.
14. What is the scoring system?
    1. The procurement committee uses a scoring range of 0-5 when rating the proposals. 0 would indicate something missing completely while a score of 5 would indicate that a bidder went above and beyond in producing evidence of what was asked. A score of 3 is standard.