

ABA Bidder's Meeting 4.21.22

Q: Financial statement for past two years? Is that for the company or individuals?

A: MCCMH is seeking submission of an audited financial report. Our contract requirement is that the audit is completed by a CPA. If you do not have this, please submit what you can provide by way of financials. Additionally, if you've been through a Medicaid verification audit, please submit the most recent audit results.

Q: What if your organization has not been operational for 5 years?

A: Inform MCCMH if this in your narrative.

Q: What do you mean by bidder's credit history and report.

A: MCCMH is seeking the organizations credit history, not that of an employee or Board.

Q: Which accreditations do you accept?

A: Please submit any accreditation that your organization holds.

Q: What does MCCMH mean by principal staff?

A: CEO, COO, CFO, etc... Those executives and/or officers that are leading the organization and overseeing the potential contract with MCCMH.

Q: Does Key Admin Staff include BCBAs?

A: No, MCCMH is not looking for resumes on any staff other than the principal staff.

Q: What are you looking for with a corporate compliance plan?

A: PIHP contracted providers are required to have a compliance plan. MCCMH is seeking a copy of your plan or related policies.

Q: MCCMH mentions in the RFP, that one should be able to demonstrate a history of working with populations such as persons diagnosed with severe mental illness, dually diagnosed/substance abuse disorders, is this a requirement for the bid?

A: The populations mentioned in the RFP are the target population served by MCCMH. MCCMH is seeking providers who are willing to work with these populations as well as understand the needs of such populations.

Q: Would clinic-based services be approved, would services in school settings be approved?

A: Clinic based, and home-based ABA services are both appropriate for persons receiving services outlined in this RFP. MCCMH is interested in a Macomb based clinic for persons served. Services should not be provided in the school unless their IEP and ABA goals require this. Services should not overlap, and school districts required to provide the necessary services for their students.

Q: Scope of services describes that this is what you want from us?

A: The scope of services should be documented and outlined in the treatment plan.

Q: We could open an office, but it would depend on if we got a contract. Can we say that in the RFP?

A: Yes. Please provide your plan to start services as well as modifications your agency would make/consider during the duration of the contract period.

Q: I'd like to get a better idea of what's needed in Macomb right now. Question was posed specifically for what time of day appointments are needed.

A: MCCMH is seeking providers that can provide evening and weekend hours.

Q: What EMR do you use?

A: The MCCMH EMR is a PCE product which is the same EMR used by all other PIHP's

Q: Do I need a firewall?

A: No. That's controlled through out system.

Q: Does PCE integrate with Epic?

A: No, only with other PCE systems.

Q: Is there a cost/pricing template vendors must follow for the proposal? If not, is there a preferred pricing structure?

A: MCCMH has standard rates for our ABA providers. Rates can be shared with bidders who attended the Bidders meeting by way of emailing your organizations.

Q: You need evenings and weekends. We don't have an office right now but do plan on it. Should we say that in the proposal – but we can offer evenings and weekends?

A: MCCMH would like bidders to provide a program implementation outline for how your agency will deliver services for MCCMH.

Q: These hours are more challenging to staff; is there a timeline that the agencies must adhere to for fully staffing cases?

A: MCCMH would like bidders to provide a program implementation outline for how your agency will deliver services for MCCMH. There is not a specific timeline, however our area of interest is the evening and weekend hours.

Q: Do you work closely with your providers; is there good communication between you and your agencies and primary case holder?

A: MCCMH holds strong partnerships with our provider network. ABA providers will have our Autism Administrator and a Contract Manager for support who will both assist with the primary case holder and agency.

Q: Are there regions of Macomb that need services more?

A: MCCMH is seeking services for all areas of the County. Warren/Sterling Heights areas are areas that are the largest populations served currently.

Q: Do you allow providers to go into the schools?

A: The only time it is appropriate for ABA services to be delivered in a school is when the IEP outlines this need. If someone is in school, it's the school's responsibility to serve those individuals. We need to serve people outside school hours.

Q: A lot of patients are waiting for testing Does MCCMH have enough testing centers in Macomb?

A: Yes. MCCMH diagnostic providers will have conducted the testing prior to the referral to the ABA provider occurring.

Q: How do families reach out to you for the autism dx?

A: The primary case holders work with the family as to the necessary treatment and testing of all persons served.

Q: Does MCCMH have a plan for distribution of cases for ABA providers to be able to sustain the staffing? A high referral of evening cases might not be sustainable if there are 20+ ABA companies partnered with Macomb.

A: MCCMH will ensure consideration is given as to referrals to allow new providers to start up programs.

Q: Once contracted, the contract refers to a financial audit needed every year broken down by payor. Can we have an example of this and what is the reason for this?

A: What we're looking for is an annual financial audit conducted by a CPA i.e. an accredited person or agency outside of your organization.

Q: We have existing service space in Troy. Can we use that service location to serve people?

A: Yes. However, there should be a plan to open something in Macomb proper. Being outside of the county will also limit your referrals based on basic geography due to the needs of families.

Q: At what point can we terminate services based on noncompliance.

A: All the clinics should have an attendance policy which should be discussed with families as part of their intake with your organization. This is an area that is also monitored by MDHHS.

Q: Do you have providers with transportation for clients. It's done in other areas/PIHP's, with agencies that offer this as part of their service array.

A: No.

Q: Can ABA use Logisticare?

A: No. Logisticare care is only permitted when utilized to see a medical doctor.

Q: We use central reach for putting our data will we be able to use it for your company?

A: MCCMH will allow ABA providers to utilize your clinical documents. We do require all providers upload the clinical documents into our EMR.

Q: The Provider Profile Application requests a Training Transcript. Given we are, at present, an out of state provider, will a document detailing our agency's understanding of the MCCMH training requirements and training plan as part of the program development be sufficient?

A: Yes. Please provide a narrative as to the implementation process for your organization.

Q: Is it sufficient to provide the criminal background check in the format our agency completes and receives them?

A: Yes. Should MCCMH have further questions, upon review of your submission, we will reach out.

Q: Confirming we are structuring the format of our submission on the document titled "MACOMB COUNTY COMMUNITY MENTAL HEALTH (MCCMH)REQUEST FOR PROPOSALS (RFP)INSTRUCTION SHEET"

A: That is correct.

Q: In addition to the cases requiring evening and weekend hours, which we are confident we can provide, are there daytime cases available?

A: Yes. Please note, the majority are the evening and weekend hours currently.

Q: We do not run entity credit reports. Will a letter of recommendation from our banker be sufficient?

A: No.

Q: What source would you like the credit report from?

A: Please provide in the way you receive the credit report.

Q: Can a letter of reference come from a state social worker?

A: Yes.

Q: Staff background checks from ICHAT?

A: Yes, that would be acceptable.

Q: Corporate compliance plan; would this be the same as "Policies and Procedures"?

A: No. MCCMH is seeking your actual compliance plan. You may also submit policies and procedures if you would like.

Q: If this is my first RFP for anything in the mental health specialty, do I still have a chance?

A: Each bid will be reviewed and scored according to what MCCMH is seeking as outlined in our RFP.

Attendees

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