



Vendor Discussions

AB Staffing Solutions

NO RFP PDF

Tim Zoltowski, Oct 10, 2022 8:23 AM PDT

Where can we download the RFP file? The only downloadable file is "Conflict of Interest Policy"

Both the RFP and Conflict of Interest are available for download on our Bonfire Portal here: [California Mental Health Services - RFP - Recruitment Agency for Behavioral Health Staffing Needs \(bonfirehub.com\)](https://bonfirehub.com)

And on our CalMHSA Bids and Opportunities website page: [California Mental Health Services Authority | Bids and Contracting Opportunities \(calmhsa.org\)](https://calmhsa.org)

Aya Healthcare, Inc

Facilities covered under contract

Tyler Benowitz, Oct 11, 2022 12:53 PM PDT

Will this contract supersede any that currently exist for us, with the participating facilities under CalMHSA?

No, this contract will not supersede any current ongoing contracts.

Tyler Benowitz, Oct 11, 2022 1:27 PM PDT

Is the government seeking the awarded vendor to provide direct services or is the gov't seeking for the vendor to recruit on behalf of the government?

CalMHSA (Joint Powers Authority) is seeking a vendor(s) to provide recruitment services on behalf of California **County** Behavioral Health agencies.

Tyler Benowitz, Oct 18, 2022 9:48 AM PDT



Can you please provide a list of all facilities that may be covered in this RFP?

CalMHSA does not currently have a specific list, however its important that the proposer has the ability to scale up and provide services to all 58 counties if needed.

Facilities

Tyler Benowitz, Oct 11, 2022 12:54 PM PDT

Can the government please provide a list of current facilities listed under the CalMHSA contract?

CalMHSA has contracts with 58 California Counties.

Facilities

Tyler Benowitz, Oct 11, 2022 12:55 PM PDT

If we hold existing contracts with current facilities under this contract, can those be excluded from this contract?

Any contracts with current **Counties**, are not subject to this RFP, therefore excluded.

Contract

Tyler Benowitz, Oct 11, 2022 12:55 PM PDT

Is there a contract number associated with this solicitation?

There is no contract number associated with this solicitation, as this is not a Federal Grant.

Tyler Benowitz, Oct 18, 2022 9:53 AM PDT

Can you please provide terms and conditions?



Vendors that are selected for this project will receive a formal agreement from CalMHSA for review.

Contract

Tyler Benowitz, Oct 11, 2022 12:57 PM PDT

Who is the current incumbent(s) on this contract?

The current incumbents for this project are California **County** Behavioral Health Agencies.

Contract Value

Tyler Benowitz, Oct 11, 2022 12:58 PM PDT

What is the estimated contract value for this solicitation?

CalMHSA does not have a defined estimate for this solicitation due to the significant need across the state. Therefore, due to the potential size of territory to be covered, partnerships are accepted.

Awards

Tyler Benowitz, Oct 11, 2022 12:58 PM PDT

Will this be single or multiple awards?

CalMHSA is looking to cover the state therefore multiple awards may be necessary, but subject to proposer capacity.

Contract



Tyler Benowitz, Oct 11, 2022 1:00 PM PDT

Is the goal for this solicitation to consolidate existing commercial contract into one?

No.

Tyler Benowitz, Oct 18, 2022 9:52 AM PDT

What is the duration of this contract? Please state dates the contract will cover, including base and option years.

This will be a multi-year contract, subject to vendor providing services with successful outcomes after the first six months.

Solicitation Documents

Tyler Benowitz, Oct 11, 2022 1:01 PM PDT

Within the solicitation document its requested that we provide a timeline for completing work. Can you please further define what is needed for this section? Additional information and specifications of what is needed, please.

CalMHSA is requesting proposers to develop a plan and timeline for how they will assign a project manager for each county, assess county staffing needs, initial recruitment and placement with each county.

Solicitation Documents

Tyler Benowitz, Oct 11, 2022 1:02 PM PDT

Documents request a budget. Can you please provide the number of staff and hours that will be required total for this contract so that we may make an estimate?

CalMHSA does not have any set requirements regarding staff or hours however we that proposer develop a budget in large scale as we are seeking coverage statewide.

Tyler Benowitz, Oct 18, 2022 12:23 PM PDT



Can you please clarify if this is an RFP or RFI? Documents state it is an RFP however there is much information missing for this to be an RFP. Please advise.

This is a Request for Proposal, however CalMHSA is not obligated to contract with a vendor after the RFP closes.

Response

Tyler Benowitz, Oct 11, 2022 1:03 PM PDT

Should the response documents be single or double-spaced? Any additional specifications on the response that are needed?

Submission materials should be prepared in the file formats listed under Requested Information for this opportunity in the Bonfire Portal. All PDFs documents must be formatted in Times New Roman, 12 pt. font, double spaced, unless otherwise indicated in the Requested Information. The maximum upload file size is 1000 MB. Documents should not be embedded within uploaded files, as the embedded files will not be accessible or evaluated.

Tyler Benowitz, Oct 19, 2022 12:07 PM PDT

Does the budget/pricing count against our page count?

Yes, this is to be included in the page count.

Tyler Benowitz, Oct 19, 2022 12:07 PM PDT

Will the copy of the COI count against our page count?

No, the Conflict of Interest will not count against the page count.

Tyler Benowitz, Oct 19, 2022 12:16 PM PDT

Will our references and/or our subcontractor's references count against our page count?

No, the References and/or Subcontractor's References will not count against the page count.



Scope of Work

Tyler Benowitz, Oct 11, 2022 1:09 PM PDT

Specific types of staff are requested. Can you please provide estimated schedules, hours worked per week for each specialty, number and types of candidates needed at each facility, and if schedules will be full time, part time, or PRN?

CalMHSA does not have this information determined at this time, however we ask that proposers develop a response in large scale as this is a statewide effort.

Career Staff Unlimited

Length of Assignment(S)

Zachary Montiel, Oct 18, 2022 9:44 AM PDT

Per Section 1 - RFP Summary - I understand CalMHSA is not required to commit to any service, but generally will CALMHSA be looking for 4-13 week contracts, PRN, or last minute call-outs.

CalMHSA is looking for permanent, full-time staff and part-time.

Case Load Questions

Zachary Montiel, Oct 18, 2022 9:48 AM PDT

for Section 2 - Scope of Work, #1-Nurses how many patients would a RN, LPN or LVN be expected to care for during a given assignment?

CalMHSA does not have this information determined at this time, however we ask that proposers develop a response in large scale as this is a statewide effort.

Budget



Zachary Montiel, Oct 18, 2022 9:55 AM PDT

is there an estimated budget/length of contract for this rfp?

CalMHSA does not have a defined estimate budget however expect this to be a multi-year contract.

Solicitation

Zachary Montiel, Oct 18, 2022 9:57 AM PDT

is this a new solicitation?

Yes, this is a new solicitation.

Purchase Order

Zachary Montiel, Oct 18, 2022 10:02 AM PDT

for the placement of staff listed in Section 2 - Project Scope of Work - if a county is in need of staff will the individual county be requesting staff via a purchase order? How soon will a vendor be required to have staff placed upon receiving a purchase order?

No. CalMHSA will be managing the awarded contract and staffing needs will be requested by counties via the vendor representative assigned to that county.

Payment/Invoice Terms

Zachary Montiel, Oct 18, 2022 10:03 AM PDT

How often will a vendor be allowed to issue an invoice? could you provide the payment terms the master agreement for providing services statewide would be? net-30 or 45?

CalMHSA contract for this project is based on a net 45.



sub-contracting

Zachary Montiel, Oct 18, 2022 10:04 AM PDT

is sub-contracting required?

No, sub-contracting is not required but allowed.

Hudson Outsourcing

RFP Document

Shawn Gihl, Oct 10, 2022 8:03 AM PDT

I do not see the downloadable RFP Document. Can you please post it?

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Syra Health

(Syra Health) CalMHSA Questions

Sequoia Elliott, Oct 19, 2022 9:48 AM PDT

Submitted By: Syra Health POC: Deepika Vuppalanchi Phone: 317-939-4669 Address: 1119 Keystone Way N #201, Carmel, IN 46032 Website: www.syrahealth.com 1119 Keystone Way N #201, Carmel, IN 46032 Issuing Agency: The California Mental Health Services Authority (CalMHSA) Behavioral Health Staffing Needs Questions Due Date: 10/19/2022 Please accept the following questions regarding the RFP for Behavioral Health Staffing Needs. Syra Health looks forward to submitting a proposal to CalMHSA. 1). RFP Section 3 indicates the background of the organization can only be 5 pages maximum. Are the following requirements included in the maximum 5 pages? Or can they be indicated in an annex as attachments? - c. Respondent must submit Three (3) signed letters of support, including references from organizations with whom the



Respondent has contractual or other business relationships who can substantiate the Respondent's capacity to provide such services as described in the Scope of Work (SOW). - e. Provide documentation standards. - f. Provide proof of medical compliance. - h. A proposed total budget for the scope of work. 2). Are there incumbents? If so, can we have information on the current incumbent(s) agency? 3). RFP Section 2 lists clinical titles needed to fulfill this requirement. The RFP states that the list is not limited to the titles listed. Can you provide the additional clinical titles that may be needed? Thank you and we look forward to hearing your responses to the above questions.

- 1) The budget is included in your page maximum, the COI, Reference letters, and proof of medical compliance is not.
- 2) The current incumbents are California County Behavioral Health Agencies.
- 3) At this time, CalMHSA does not have additional titles, but this may be further discussed with the selected vendor.

Traditions Behavioral Health

(No Subject)

Bryan Cali, Oct 18, 2022 7:37 PM PDT

Are there specific staffing needs that any of the counties have that you can share so that we can put a timeline, budget, and work plan together as requested in the RFP?

CalMHSA does not have this information determined at this time, however we ask that proposers develop a response in large scale as this is a statewide effort.

(No Subject)

Bryan Cali, Oct 18, 2022 7:37 PM PDT

The RFP asks for a proposed budget and timeline but does not provide what these would be related to. What is the scope of work you are asking us to propose on?

CalMHSA does not have this information determined at this time, however we ask that proposers develop a response in large scale as this is a statewide effort.



Wynden Stark LLC dba GQR Global Markets

Range of mental health providers

Frank Grecco, Oct 18, 2022 1:22 PM PDT

Must the respondent provide all types of mental health providers listed in order to submit a bid?

The respondent must be able to meet all the staffing requirements listed in the Scope of Work.

Scoring criteria

Frank Grecco, Oct 18, 2022 2:33 PM PDT

What criteria will be evaluated in awarding a contract and how many contracts will be awarded?

CalMHSA will evaluate based on score and other criteria demonstrating the proposer's ability to comply with all the requested areas listed in the RFP. It is undetermined how many contracts will be awarded.

Financial documents provided

Frank Grecco, Oct 18, 2022 2:35 PM PDT

Are requested financial statements marked and treated as confidential by CalMHSA?

Please note the Public Records section of the RFP," CalMHSA is subject to the Ralph M. Brown Act and the California Public Records Act. All proposals received for this RFP are ultimately subject to public review; however, during the competitive bid process, all proposals will be kept confidential. Upon award and execution of the contract by awardee(s), all proposals and supplemental information will be subject to public review, with the exception of those elements of a proposal which contain elements that are clearly marked as confidential or trade secrets. Any such designation should be accompanied by a brief explanation of the reason the information is non-public and protected from disclosure under California law. CalMHSA reserves the right to disregard such designations if they have been applied indiscriminately to non-protected information, and in no event shall CalMHSA, its agents, representatives, consultants, Directors, or Officers be liable to a responding party for the intentional or inadvertent disclosure of all or a portion of a proposal submitted under this RFP, regardless of whether it was marked as confidential or trade secret. Although the California Public Records Act allows certain confidential or trade secret information to be protected from disclosure, CalMHSA may not be in a position to



establish that the information submitted is protected. If CalMHSA receives a request for public disclosure of all or any portion of a proposal that has been designated as exempt from disclosure, CalMHSA will use reasonable efforts to notify the responding party of the request and give such party an opportunity to assert, at its own expense, a claimed exception under the California Public Records Act or other applicable law within the time period specified in the notice issued by CalMHSA and allowed under the California Public Records Act."

Medical compliance

Frank Grecco, Oct 18, 2022 2:50 PM PDT

Please define proof of medical compliance. Does Joint Commission Accredited qualify as proof?
Yes, plus any other state and/or federal required certifications/licensing.

Electronic health record

Frank Grecco, Oct 18, 2022 3:01 PM PDT

What electronic health systems would candidates need to be using?
This will be County dependent.

Pricing

Frank Grecco, Oct 18, 2022 3:07 PM PDT

Is pricing by candidate type required and where in the proposal is that expected?
Please include a budget in your proposal. CalMHSA is open to reviewing all kinds of budget breakdowns, including pricing by candidate.

Conflict of Interest document



Frank Grecco, Oct 18, 2022 3:24 PM PDT

What is needed in terms of the Conflict of Interest Policy?

Please fill out the Conflict of Interest Policy included in this RFP request.

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CalMHSA Master Agreement

Frank Grecco, Oct 19, 2022 9:18 AM PDT

Is there a place for respondents to view a copy of the master agreement?

No, this will be developed and sent to the selected vendor after the RFP cycle completes.

Anticipated number of FTEs

Frank Grecco, Oct 19, 2022 11:51 AM PDT

What is the anticipated number of FTEs for RNs, LPNs and LVNs and Behavioral Health Techs?

CalMHSA does not have this information determined at this time, however we ask that proposers develop a response in large scale as this is a statewide effort.. This will be dependent on County needs.

Annual spend

Frank Grecco, Oct 19, 2022 11:52 AM PDT

What is the annual spend projected for this project?



CalMHSA does not have this information determined at this time, however we ask that proposers develop a response in large scale as this is a statewide effort.

Assignment type and duration

Frank Grecco, Oct 19, 2022 11:58 AM PDT

Please confirm whether these are full-time or weekly assignments and the expected duration of assignment.

This information will be County dependent, however. CalMHSA is seeking both full-time and part-time assignment proposals.

Letter of support/reference letter

Frank Grecco, Oct 19, 2022 11:59 AM PDT

What information is required in the letter of support/reference? Is there a template you prefer?

CalMHSA does not have a template. Please include references from organizations with whom the Respondent has contractual or other business relationships who can substantiate the Respondent's capacity to provide such services as described in the Scope of Work (SOW).

Certificate of insurance

Frank Grecco, Oct 19, 2022 12:01 PM PDT

Are certificates of insurance required with bid response?

They are not required with the submission of the RFP, but will be required if the vendor is selected for contract.

Timeline of work



Frank Grecco, Oct 19, 2022 12:04 PM PDT

What are the anticipated start and end dates of this project?

CalMHSA will be issuing a multi-year contract with an immediate launch.

Temporary vs permanent

Frank Grecco, Oct 19, 2022 12:06 PM PDT

Under Scope of Work, Item 5, please clarify preferred staff as permanent or temporary.

CalMHSA is seeking full-time and part-time permanent and temporary staff.