

State of Hawaii
Department of Human Services
Division of Vocational Rehabilitation
Staff Services Office

Request for Proposals

HMS-802-14-08 Vocational and Work Adjustment Training Services (VWATS) for VR Consumers

Statewide

April 22, 2013

Note: *It is the applicant's responsibility to check the public procurement notice website, the request for proposals website, or to contact the RFP point-of-contact identified in the RFP for any addenda issued to this RFP. The State shall not be responsible for any incomplete proposal submitted as a result of missing addenda, attachments or other information regarding the RFP.*

April 22, 2013

REQUEST FOR PROPOSALS

**VOCATIONAL AND WORK ADJUSTMENT TRAINING SERVICES (VWATS)
FOR VR CONSUMERS
RFP No. HMS-802-14-08**

The Department of Human Services (DHS), Division of Vocational Rehabilitation (DVR), is requesting proposals from qualified applicants to provide Vocational and Work Adjustment Training Services (VWATS) to VR Consumers statewide. The initial contract term will be from July 1, 2013 through June 30, 2014. Multiple contracts will be awarded under this request for proposals.

Proposals shall be mailed, postmarked by the United States Postal Service on or before May 24, 2013, and received no later than 10 days from the submittal deadline. Hand delivered proposals shall be received no later than 2:00 p.m., Hawaii Standard Time (HST), on May 24, 2013, at the drop-off sites designated on the Proposal Mail-in and Delivery Information Sheet. Proposals postmarked or hand delivered after the submittal deadline shall be considered late and rejected. There are no exceptions to this requirement.

The Division of Vocational Rehabilitation will conduct an orientation on May 6, 2013 8:30 a.m. to 10:30 a.m. HST, at 600 Kapiolani Blvd., Honolulu, Hawaii. Check in at room 304. Teleconference will also be available during this time. All prospective applicants are encouraged to attend the orientation. Email Lorene Gokan at lgokan@dhs.hawaii.gov to request accommodations and/or the teleconference number by April 30, 2013, 2:00 p.m.

The deadline for submission of written questions is 4:30 p.m., HST, on May 7, 2013. All written questions will receive a written response from the State on or about May 14, 2013.

Any inquiries and requests regarding this RFP should be directed to Lorene Gokan at 600 Kapiolani Blvd., Room 304, Honolulu, Hawaii 96813, telephone: (808) 586-9746, fax: (808) 586-9755, e-mail: lgokan@dhs.hawaii.gov.

PROPOSAL MAIL-IN AND DELIVERY INFORMATION SHEET

NUMBER OF COPIES TO BE SUBMITTED: Original plus three (3) copies

ALL MAIL-INS SHALL BE POSTMARKED BY THE UNITED STATES POSTAL SERVICE (USPS) NO LATER THAN **May 24, 2013** and received by the state purchasing agency no later than **10 days from the submittal deadline.**

All Mail-ins

Department of Human Services
Division of Vocational Rehabilitation
Staff Services Office
600 Kapiolani Blvd., Room 304
Honolulu, Hawaii 96813

DVR RFP COORDINATOR

Lorene Gokan
Phone: 808-586-9746
Fax: 808-586-9755
lgokan@dhs.hawaii.gov

ALL HAND DELIVERIES SHALL BE ACCEPTED AT THE FOLLOWING SITES UNTIL **2:00 P.M., Hawaii Standard Time (HST), May 24, 2013.** Deliveries by private mail services such as FEDEX shall be considered hand deliveries. Hand deliveries shall not be accepted if received after 2:00 p.m., May 24, 2013.

Drop-off Sites

Department of Human Services
Division of Vocational Rehabilitation
Staff Services Office
600 Kapiolani Blvd., Room 304
Honolulu, Hawaii 96813

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Section 1

Administrative Overview

Section 1

Administrative Overview

Applicants are encouraged to read each section of the RFP thoroughly. While sections such as the administrative overview may appear similar among RFPs, state purchasing agencies may add additional information as applicable. It is the responsibility of the applicant to understand the requirements of *each* RFP.

1.1 Procurement Timetable

Note that the procurement timetable represents the State's best estimated schedule. If an activity on this schedule is delayed, the rest of the schedule will likely be shifted by the same number of days. Contract start dates may be subject to the issuance of a notice to proceed.

<u>Activity</u>	<u>Scheduled Date</u>
Public notice announcing Request for Proposals (RFP)	<u>April 22, 2013</u>
Distribution of RFP	<u>April 22, 2013</u>
RFP orientation session	<u>May 6, 2013</u>
Closing date for submission of written questions for written responses	<u>May 7, 2013</u>
State purchasing agency's response to applicants' written questions	<u>May 14, 2013</u>
Discussions with applicant prior to proposal submittal deadline (optional)	<u>May 17, 2013</u>
Proposal submittal deadline	<u>May 24, 2013</u>
Discussions with applicant after proposal submittal deadline (optional)	<u>Week of May 27, 2013</u>
Final revised proposals (optional)	<u>Week of May 27, 2013</u>
Proposal evaluation period	<u>Week of June 3, 2013</u>
Provider selection	<u>Week of June 3, 2013</u>
Notice of statement of findings and decision	<u>Week of June 3, 2013</u>
Contract start date	<u>July 1, 2013</u>

1.2 Website Reference

The State Procurement Office (SPO) website is <http://hawaii.gov/spo>

	For	Click on “Doing Business with the State” tab or
1	Procurement of Health and Human Services	http://hawaii.gov/spo/health-human-svcs/doing-business-with-the-state-to-provide-health-and-human-services
2	RFP website	http://hawaii.gov/spo/general/procurement-notice-for-solicitations
3	Hawaii Revised Statutes (HRS) and Hawaii Administrative Rules (HAR) for Purchases of Health and Human Services	http://hawaii.gov/spo/general/statutes-and-rules/procurement-statutes-and-administrative-rules
4	Forms	http://hawaii.gov/spo/statutes-and-rules/general/spo-forms
5	Cost Principles	http://hawaii.gov/spo/health-human-svcs/cost-principles-for-procurement-of-health-and-human-services
6	Standard Contract -General Conditions, AG103F13	http://hawaii.gov/spo/general/gen-cond/general-conditions-for-contracts
7	Protest Forms/Procedures	http://hawaii.gov/spo/health-human-svcs/protestsreqforreconsideration/protests-requests-for-reconsideration-for-private-providers

Non-SPO websites

(Please note: website addresses may change from time to time. If a link is not active, try the State of Hawaii website at <http://hawaii.gov>)

	For	Go to
8	Hawaii Compliance Express (HCE)	https://vendors.ehawaii.gov/hce/splash/welcome.html
9	Department of Taxation	http://hawaii.gov/tax/
10	Wages and Labor Law Compliance, HRS §103-055	http://capitol.hawaii.gov/hrscurrent
11	Department of Commerce and Consumer Affairs, Business Registration	http://hawaii.gov/dcca click “Business Registration”
12	Campaign Spending Commission	http://hawaii.gov/campaign

1.3 Authority

This RFP is issued under the provisions of the Hawaii Revised Statutes (HRS) Chapter 103F and its administrative rules. All prospective applicants are charged with presumptive knowledge of all requirements of the cited authorities. Submission of a valid executed proposal by any prospective applicant shall constitute admission of such knowledge on the part of such prospective applicant.

1.4 RFP Organization

This RFP is organized into five sections:

Section 1, Administrative Overview: Provides applicants with an overview of the procurement process.

Section 2, Service Specifications: Provides applicants with a general description of the tasks to be performed, delineates provider responsibilities, and defines deliverables (as applicable).

Section 3, Proposal Application Instructions: Describes the required format and content for the proposal application.

Section 4, Proposal Evaluation: Describes how proposals will be evaluated by the state purchasing agency.

Section 5, Attachments: Provides applicants with information and forms necessary to complete the application.

1.5 Contracting Office

The Contracting Office is responsible for overseeing the contract(s) resulting from this RFP, including system operations, fiscal agent operations, and monitoring and assessing provider performance. The Contracting Office is:

Department of Human Services
Division of Vocational Rehabilitation
600 Kapiolani Blvd., Room 304
Honolulu, Hawaii 96813
Phone: 808-586-9746 Fax: 808-586-9755
lgokan@dhs.hawaii.gov

1.6 RFP Contact Person

From the release date of this RFP until the selection of the successful provider(s), any inquiries and requests shall be directed to the sole point-of-contact identified below.

Lorene Gokan
808-586-9746
lgokan@dhs.hawaii.gov

1.7 Orientation

An orientation for applicants in reference to the request for proposals will be held as follows:

Date: May 6, 2013 **Time:** 8:30am
Location: 600 Kapiolani Blvd., Room 304 Honolulu, HI 96813.
Teleconference also available.
Email Lorene Gokan at lgokan@dhs.hawaii.gov to requests accommodations and/or teleconference number by April 30, 2013, 2:00 p.m.

Applicants are encouraged to submit written questions prior to the orientation. Impromptu questions will be permitted at the orientation and spontaneous answers provided at the state purchasing agency's discretion. However, answers provided at the orientation are only intended as general direction and may not represent the state purchasing agency's position. Formal official responses will be provided in writing. To ensure a written response, any oral questions should be submitted in writing following the close of the orientation, but no later than the submittal deadline for written questions indicated in the subsection 1.8, Submission of Questions.

1.8 Submission of Questions

Applicants may submit questions to the RFP Contact Person identified in Section 1.6. Written questions should be received by the date and time specified in Section 1.1 Procurement Timetable. The purchasing agency will respond to written questions by way of an addendum to the RFP.

Deadline for submission of written questions:

Date: May 7, 2013 **Time:** 4:30pm HST

State agency responses to applicant written questions will be provided by:

Date: May 14, 2013

1.9 Submission of Proposals

- A. **Forms/Formats** - Forms, with the exception of program specific requirements, may be found on the State Procurement Office website referred to in subsection 1.2, Website Reference. Refer to the Section 5, Proposal Application Checklist for the location of program specific forms.
1. **Proposal Application Identification (Form SPOH-200)**. Provides applicant proposal identification.
 2. **Proposal Application Checklist**. The checklist provides applicants specific program requirements, reference and location of required RFP proposal

forms, and the order in which all proposal components should be collated and submitted to the state purchasing agency.

3. **Table of Contents.** A sample table of contents for proposals is located in Section 5, Attachments. This is a sample and meant as a guide. The table of contents may vary depending on the RFP.
 4. **Proposal Application (Form SPOH-200A).** Applicant shall submit comprehensive narratives that address all proposal requirements specified in Section 3, Proposal Application Instructions, including a cost proposal/budget, if required.
- B. **Program Specific Requirements.** Program specific requirements are included in Sections 2 and 3, as applicable. Required Federal and/or State certifications are listed on the Proposal Application Checklist in Section 5.
- C. **Multiple or Alternate Proposals.** Multiple or alternate proposals shall not be accepted unless specifically provided for in Section 2. In the event alternate proposals are not accepted and an applicant submits alternate proposals, but clearly indicates a primary proposal, it shall be considered for award as though it were the only proposal submitted by the applicant.
- D. **Hawaii Compliance Express (HCE).** All providers shall comply with all laws governing entities doing business in the State. Providers shall register with HCE for online compliance verification from the Hawaii State Department of Taxation (DOTAX), Internal Revenue Service (IRS), Department of Labor and Industrial Relations (DLIR), and Department of Commerce and Consumer Affairs (DCCA). There is a nominal annual registration fee (currently \$12) for the service. The HCE's online "Certificate of Vendor Compliance" provides the registered provider's current compliance status as of the issuance date, and is accepted for both contracting and final payment purposes. Refer to **subsection 1.2, Website Reference**, for HCE's website address.
- **Tax Clearance.** Pursuant to HRS §103-53, as a prerequisite to entering into contracts of \$25,000 or more, providers are required to have a tax clearance from DOTAX and the IRS. (See subsection 1.2, Website Reference for DOTAX and IRS website address.)
 - **Labor Law Compliance.** Pursuant to HRS §103-55, providers shall be in compliance with all applicable laws of the federal and state governments relating to workers' compensation, unemployment compensation, payment of wages, and safety. (See subsection 1.2, Website Reference for DLIR website address.)
 - **DCCA Business Registration.** Prior to contracting, owners of all forms of business doing business in the state except sole proprietorships, charitable organizations, unincorporated associations and foreign insurance companies shall be registered and in good standing with the DCCA, Business Registration Division. Foreign insurance companies must register with DCCA, Insurance

Division. More information is on the DCCA website. (See subsection 1.2, Website Reference for DCCA website address.)

- E. **Wages Law Compliance.** If applicable, by submitting a proposal, the applicant certifies that the applicant is in compliance with HRS §103-55, Wages, hours, and working conditions of employees of contractors performing services. Refer to HRS §103-55, at the Hawaii State Legislature website. (See subsection 1.2, Website Reference for DLIR website address.)
- F. **Campaign Contributions by State and County Contractors.** HRS §11-355 prohibits campaign contributions from certain State or county government contractors during the term of the contract if the contractors are paid with funds appropriated by a legislative body. Refer to HRS §11-355. (See subsection 1.2, Website Reference for Campaign Spending Commission website address.)
- G. **Confidential Information.** If an applicant believes any portion of a proposal contains information that should be withheld as confidential, the applicant shall request in writing nondisclosure of designated proprietary data to be confidential and provide justification to support confidentiality. Such data shall accompany the proposal, be clearly marked, and shall be readily separable from the proposal to facilitate eventual public inspection of the non-confidential sections of the proposal.

Note that price is not considered confidential and will not be withheld.

- H. **Proposal Submittal.** All mail-ins shall be postmarked by the United States Postal System (USPS) and received by the State purchasing agency no later than the submittal deadline indicated on the attached Proposal Mail-in and Delivery Information Sheet, or as amended. All hand deliveries shall be received by the State purchasing agency by the date and time designated on the Proposal Mail-In and Delivery Information Sheet, or as amended. Proposals shall be rejected when:
 1. Postmarked after the designated date; or
 2. Postmarked by the designated date but not received within 10 days from the submittal deadline; or
 3. If hand delivered, received after the designated date and time.

The number of copies required is located on the Proposal Mail-In and Delivery Information Sheet. Deliveries by private mail services such as FEDEX shall be considered hand deliveries and shall be rejected if received after the submittal deadline. Dated USPS shipping labels are not considered postmarks.

Electronic proposals will not be accepted. Proposals submitted by e-mail, website, or other electronic means (diskettes, CD, memory sticks, etc.) will not be permitted.

1.10 Discussions with Applicants

- A. **Prior to Submittal Deadline.** Discussions may be conducted with potential applicants to promote understanding of the purchasing agency's requirements.

- B. **After Proposal Submittal Deadline** - Discussions may be conducted with applicants whose proposals are determined to be reasonably susceptible of being selected for award, but proposals may be accepted without discussions, in accordance with HAR §3-143-403.

1.11 Opening of Proposals

Upon the state purchasing agency's receipt of a proposal at a designated location, proposals, modifications to proposals, and withdrawals of proposals shall be date-stamped, and when possible, time-stamped. All documents so received shall be held in a secure place by the state purchasing agency and not examined for evaluation purposes until the submittal deadline.

Procurement files shall be open to public inspection after a contract has been awarded and executed by all parties.

1.12 Additional Materials and Documentation

Upon request from the state purchasing agency, each applicant shall submit additional materials and documentation reasonably required by the state purchasing agency in its evaluation of the proposals.

1.13 RFP Amendments

The State reserves the right to amend this RFP at any time prior to the closing date for final revised proposals.

1.14 Final Revised Proposals

If requested, final revised proposals shall be submitted in the manner and by the date and time specified by the state purchasing agency. If a final revised proposal is not submitted, the previous submittal shall be construed as the applicant's final revised proposal. *The applicant shall submit **only** the section(s) of the proposal that are amended, along with the Proposal Application Identification Form (SPOH-200).* After final revised proposals are received, final evaluations will be conducted for an award.

1.15 Cancellation of Request for Proposal

The RFP may be canceled and any or all proposals may be rejected in whole or in part, when it is determined to be in the best interest of the State.

1.16 Costs for Proposal Preparation

Any costs incurred by applicants in preparing or submitting a proposal are the applicants' sole responsibility.

1.17 Provider Participation in Planning

Provider(s), awarded a contract resulting from this RFP,

- are required
 are not required

to participate in the purchasing agency's future development of a service delivery plan pursuant to HRS §103F-203.

Provider participation in a state purchasing agency's efforts to plan for or to purchase health and human services prior to the release of a RFP, including the sharing of information on community needs, best practices, and providers' resources, shall not disqualify providers from submitting proposals, if conducted in accordance with HAR §§3-142-202 and 3-142-203.

1.18 Rejection of Proposals

The State reserves the right to consider as acceptable only those proposals submitted in accordance with all requirements set forth in this RFP and which demonstrate an understanding of the problems involved and comply with the service specifications. Any proposal offering any other set of terms and conditions contradictory to those included in this RFP may be rejected without further notice.

A proposal may be automatically rejected for any one or more of the following reasons:

- (1) Rejection for failure to cooperate or deal in good faith. (HAR §3-141-201)
- (2) Rejection for inadequate accounting system. (HAR §3-141-202)
- (3) Late proposals (HAR §3-143-603)
- (4) Inadequate response to request for proposals (HAR §3-143-609)
- (5) Proposal not responsive (HAR §3-143-610(a)(1))
- (6) Applicant not responsible (HAR §3-143-610(a)(2))

1.19 Notice of Award

A statement of findings and decision shall be provided to each responsive and responsible applicant by mail upon completion of the evaluation of competitive purchase of service proposals.

Any agreement arising out of this solicitation is subject to the approval of the Department of the Attorney General as to form, and to all further approvals, including the approval of the Governor, required by statute, regulation, rule, order or other directive.

No work is to be undertaken by the provider(s) awarded a contract prior to the contract commencement date. The State of Hawaii is not liable for any costs incurred prior to the official starting date.

1.20 Protests

Pursuant to HRS §103F-501 and HAR Chapter 148, an applicant aggrieved by an award of a contract may file a protest. The Notice of Protest form, SPOH-801, and related forms are available on the SPO website. (See subsection 1.2, Website Reference for website address.) Only the following matters may be protested:

- (1) A state purchasing agency's failure to follow procedures established by Chapter 103F of the Hawaii Revised Statutes;
- (2) A state purchasing agency's failure to follow any rule established by Chapter 103F of the Hawaii Revised Statutes; and
- (3) A state purchasing agency's failure to follow any procedure, requirement, or evaluation criterion in a request for proposals issued by the state purchasing agency.

The Notice of Protest shall be postmarked by USPS or hand delivered to 1) the head of the state purchasing agency conducting the protested procurement and 2) the procurement officer who is conducting the procurement (as indicated below) within five working days of the postmark of the Notice of Findings and Decision sent to the protestor. Delivery services other than USPS shall be considered hand deliveries and considered submitted on the date of actual receipt by the state purchasing agency.

Head of State Purchasing Agency	Procurement Officer
Name: Patricia McManaman	Name: Lorene Gokan
Title: Director of Human Services	Title: Vocational Rehabilitation; Program Specialist
Mailing Address: P.O. Box 339 Honolulu, HI 96809	Mailing Address: 600 Kapiolani Blvd., Room 304 Honolulu, HI 96813
Business Address: 1390 Miller Street, Room 209 Honolulu, HI 96813	Business Address: 600 Kapiolani Blvd., Room 304 Honolulu, HI 96813

1.21 Availability of Funds

The award of a contract and any allowed renewal or extension thereof, is subject to allotments made by the Director of Finance, State of Hawaii, pursuant to HRS Chapter 37, and subject to the availability of State and/or Federal funds.

1.22 General and Special Conditions of Contract

The general conditions that will be imposed contractually are on the SPO website. (See subsection 1.2, Website Reference for website address.) Special conditions may also be imposed contractually by the state purchasing agency, as deemed necessary.

1.23 Cost Principles

To promote uniform purchasing practices among state purchasing agencies procuring health and human services under HRS Chapter 103F, state purchasing agencies will utilize standard cost principles outlined in Form SPOH-201, which is available on the SPO website. (See subsection 1.2 Website Reference for website address.) Nothing in this section shall be construed to create an exemption from any cost principle arising under federal law.

Section 2

Service Specifications

Section 2

Service Specifications

2.1 Introduction

A. Overview, purpose or need

The Department of Human Services (DHS), Division of Vocational Rehabilitation (DVR) provides Vocational Rehabilitation (VR) Services to eligible individuals with disabilities to enable them to achieve meaningful employment. Full time competitive employment in an integrated setting is the preferred outcome, except if the individual chooses otherwise. The right of the individual to active participation and informed choice in the Individualized Plan for Employment shall be facilitated.

DVR is seeking Vocational and Work Adjustment Training Services (VWATS) for VR Consumers. These individualized services are provided to enable the individual to achieve meaningful employment consistent with their strengths, resources, priorities, concerns, abilities, capabilities, interest and informed choice. VWATS provides classroom, facility and/or community training to increase a consumer’s interpersonal skills relating to basic traits and attitudes. Training must be able to be effective with those whose reading level may be at the 3rd or 4th grade.

Multiple contracts will be awarded under this RFP based on the geographical location of VR needs. Additionally, one contract on Oahu will be specific to persons who are deaf, hard of hearing, and deaf-blind. The following is the amount of consumers (as of 4/04/13) who are considered eligible* to receive services under this RFP and the amounts allocated per branch office.

<u>Location</u>	<u>Consumers</u>	<u>Amount</u>
Oahu Branch:	1,642	\$400,000
Oahu Branch, Deaf:	116	\$50,000
Hawaii Branch, Hilo Office:	262	\$40,000
Kona Field Office:	106	\$40,000
Maui Branch, Maui Office:	184	\$90,000
Molokai Field Office:	28	\$10,000
Kauai Branch:	242	\$90,000

* Not all VR eligible individuals will require VWATS services.

B. Planning activities conducted in preparation for this RFP

An RFI was posted on 3/07/13 with written response deadline and meeting date of 3/28/13.

C. Description of the service goals

1. The goal of VWATS is attainment of personal habits, attitudes, and skills (commonly known as “soft skills”) that will enable the VR consumer to function effectively in employment, in spite of the individual’s disability.
2. To develop and/or increase work tolerance before engaging in prevocational or vocational training or employment.
3. To develop work habits and to orient the VR consumer to the world of work.
4. To develop skills or techniques for the specific purpose of enabling the individual to compensate for the loss of a member of the body or the loss of a sensory function.

D. Description of the target population to be served

The target population to be served is VR Consumers with significant and most significant disabilities, including cognitive, physical and mental impairments, referred by their Vocational Rehabilitation Counselors. The applicant must be prepared to provide services to persons who are deaf, hard of hearing, blind, and deaf blind. Target reading level is around the third grade.

E. Geographic coverage of service

The service will be provided island wide on Kauai, Oahu, Maui and Molokai. On the island of Hawaii, provider(s) are sought to serve the Hilo area and provider(s) are being sought for the Kona area.

F. Probable funding amounts, source, and period of availability

State and federal funds are available for one year. Probable funding amounts are listed below:

SFY 2013-2014	\$720,000,000
---------------	---------------

2.2 Contract Monitoring and Evaluation

The criteria by which the performance of the contract will be monitored and evaluated are:

- (1) Performance/Outcome Measures
- (2) Output Measures
- (3) Quality of Care/Quality of Services
- (4) Financial Management
- (5) Administrative Requirements

2.3 General Requirements

A. Specific qualifications or requirements, including but not limited to licensure or accreditation

The physical facilities of applicants must meet Americans with Disabilities Act (ADA) requirements. Telecommunication devices, visual alarms for fires and other emergencies are essential for consumers who are deaf or hard of hearing.

Applicant organizations accredited by the Commission and accreditation of Rehabilitation Facilities (CARF) will be given preference.

The applicant shall comply with Chapter 103F, HRS Cost Principles for Purchase of Health and Human Services identified in SPOH-H-201, which can be found in the POS Manual.

Applicants who have personnel that are Certified Rehabilitation Counselors (CRC) will be given preference. Supervisory staff that are CRC is desired.

B. Secondary purchaser participation

(Refer to HAR §3-143-608)

After-the-fact secondary purchases will be allowed.

Planned secondary purchases - none

C. Multiple or alternate proposals

(Refer to HAR §3-143-605)

Allowed Unallowed

D. Single or multiple contracts to be awarded

(Refer to HAR §3-143-206)

Single Multiple Single & Multiple

Criteria for multiple awards:

Awards will be based on geographic areas of service and numbers of consumers to be served.

E. Single or multi-term contracts to be awarded

(Refer to HAR §3-149-302)

Single term (2 years or less) Multi-term (more than 2 years)

This is a multi-term contract solicitation that has been determined to be in the best interest of the State by the Director of Human Services. The contract is for an initial period of July 1, 2013 to June 30, 2014. Unless terminated, the contract shall be extended without the necessity of re-bidding, for not more than two (2) additional 12 month periods or parts thereof, upon mutual agreement in writing, at least sixty (60) days prior to expiration of the contract, provided that the contract price for the extended period shall remain the same or lower than the initial bid price or as adjusted in accordance with the CONTRACT PRICE ADJUSTMENT provision herein. Funds are available for only the initial term of the contract, and the contractual obligation of both parties in each fiscal period succeeding the first initial term is subject to the appropriation and availability of funds to DHS.

The contract will be cancelled only if funds are not appropriated or otherwise made available to support continuation of performance in any fiscal period succeeding the initial term of the contract; however, this does not affect either the State's right or the Contractor's (Provider's) rights under any termination clause of the contract. The State will notify the Contractor (Provider), in writing, at least sixty (60) days prior to the expiration of the contract whether funds are available or not available for the continuation of the contract for each succeeding contract extension period. In the event of cancellation, as provided in this paragraph, both parties will comply with HRS §103D-315 (c) and §3-122-149 (g), HAR.

Contract terms:

Initial term of contract:	July 1, 2013 – June 30, 2014
Length of each extension:	Two (2) years
Number of possible extensions:	One (1)
Maximum Length of Contract:	July 1, 2013 – June 30, 2016

The initial period shall commence on the contract start date of Notice to Proceed, whichever is later.

Conditions for extension:

Satisfactory performance, quality assurances met, agreement must be in writing and must be executed prior to expiration date.

2.4 Scope of Work

The scope of work encompasses the following tasks and responsibilities:

A. Service Activities

(Minimum and/or mandatory tasks and responsibilities)

1. Formal and/or Informal Training Activities via Classroom or Workshop

a. Provide and evaluate VWATS in one or more of the following areas:

- i. Attendance
- ii. Punctuality
- iii. Receiving Supervision
- iv. Following Directions
- v. Interpersonal Skills
- vi. Positive Attitude
- vii. Dependability and Reliability
- viii. Paying Attention/Staying on Task
- ix. Workplace Etiquette
- x. Grooming, Hygiene and Dress for the Workplace

b. Career Interest/Awareness and Job Seeking Skills. The program will utilize tests and inventories to assess an individual's interest and aptitude for work.

c. The program will provide individuals with resources for finding jobs and teach participants the purpose for work and the need to develop skills.

d. Develop interpersonal and general communication skills. Increase the participant's ability to interact socially, cooperate, and ask for help, use appropriate manners and respond to criticism.

e. Participants will increase their ability to understand written and verbal instructions. They will raise their capacity to respond to directions in a timely manner, remembers steps, and ask for help.

2. Work Experience (Paid/Stipend and/or Unpaid)

Provide opportunities to gain real work experience in an integrated setting. If compensated for their efforts, participants will earn at least minimum wage.

a. If engaged in training under a stipend program, the Provider will need to ensure that participants compensation has been determined based on a realistic and function based time study program or similar type assessment.

- b. Develop interpersonal and general communication skills in a real work setting. Increase the participant's ability to interact socially, cooperate, ask for help, use appropriate manners and respond to criticism in a real work setting.
- c. Participants will increase their ability to understand written and verbal instructions in a real work setting. They will raise their capacity to respond to directions in a timely manner, remember steps and asking for help.
- d. Participants will develop and enhance their work speed and endurance, will work on completing tasks with accuracy, increasing time on tasks, ask for additional work and adjust to changes in the work environment.

B. Management Requirements (Minimum and/or mandatory requirements)

1. Personnel

Applicants shall include minimum and mandatory staffing requirements. Staff proposals shall include minimum qualifications for each personnel type.

Preferences shall be given to:

- Qualified staff with disabilities
- Staff who are current Certified Rehabilitation Counselors (CRC)
- Staff who can communicate directly with the deaf population as opposed to working through interpreters

2. Administrative

The Provider shall share information about their relationships with employers developed or maintained under a contract awarded under this RFP. The State (represented by the VR Branch Administrator) shall provide guidelines and program direction to the provider and shall collaborate to coordinate their job placement and employer relations efforts.

- a) The provider shall utilize appropriate reports and records pertaining to the provision of services in accordance with standards developed by DVR. Reports and records shall be maintained by the Provider and made available for monitoring and reviewed by the DVR staff upon request.
- b) Comply with Section 504 of the Rehabilitation Act of 1973, as amended, and requirements pursuant to 34 CFR part 104.

- c) Comply with provisions of Hawaii Revised Statutes (HRS) Chapter 371 Part II, Language Access.
- d) Comply with the following changes to the Standard Contract - General Conditions

General Condition 1.4 is replaced with the following:

Insurance Requirements. PROVIDER shall obtain from a company authorized by law to issue such insurance in the State of Hawaii (or meet Section 431:8-301, Hawaii Revised Statutes, if utilizing an insurance company not licensed by the State of Hawai`i), as follows:

Occurrence Based Commercial General Liability Insurance: No less than one million dollars (\$1,000,000.00) per occurrence and two million dollars (\$2,000,000.00) in the aggregate for bodily injury and property damage. The insurance policy shall be on an occurrence basis, rather than claims made.

Automobile Liability Insurance: For automobiles owned or leased by the PROVIDER and used to carry out services specified in this Agreement, insurance that complies with the Hawaii No Fault Insurance Law of at least one million dollars (\$1,000,000.00) combined single limit with respect to bodily injury and property damage. Automobile liability insurance shall include excess coverage for PROVIDER'S employees who use their own vehicles in the course of their employment.

All insurance coverage shall be primary and shall cover the insured for all work to be performed under the Contract, including changes, and all work performed incidental thereto or directly or indirectly connected therewith. PROVIDER shall maintain in effect all insurance until the STATE certifies that PROVIDER's work under the Contract has been completed satisfactorily.

The insurance policies shall also provide that:

- 1) It is agreed that any insurance maintained by the State of Hawaii will apply in excess of, and not contribute with, insurance provided by this policy; and
- 2) The STATE and its officers and employees are Additional Insureds with respect to operations performed for the State of Hawaii.

Prior to or upon execution of the Agreement, PROVIDER shall obtain and provide to the STATE a certificate of insurance verifying the

existence of the insurance coverage in the amounts stated above. The certificate shall indicate that the STATE and its officers and employees are Additional Insureds.

PROVIDER shall immediately provide written notice to the contracting department or agency should any of the insurance policies evidenced on its certificate of insurance forms be cancelled, limited in scope, or not renewed upon expiration.

Should the insurance coverages be cancelled, limited in scope, or not renewed upon expiration, before PROVIDER's work under the Contract is certified by the STATE to have been completed satisfactorily, PROVIDER shall immediately procure replacement insurance that complies in all respects with the requirements of this section, and provide a current certificate of insurance to the STATE.

If the scheduled expiration date of the insurance policy is earlier than the expiration date of the time of performance under the Agreement, the PROVIDER shall timely renew the policy and provide the STATE an updated certificate of insurance.

Nothing in the insurance requirements of this Contract shall be construed as limiting the extent of PROVIDER's responsibility for payment of damages resulting from its operations under this Contract, including PROVIDER's separate and independent duty to defend, indemnify, and hold the STATE and its officers and employees harmless pursuant to other provisions of this Contract.

3. Quality assurance and evaluation specifications

Client satisfaction with services and employment outcomes are the key qualitative measures. Providers shall describe:

- a) Ratio of instructor to students for:
 - 1) Classroom or Workshop
 - 2) Work Experience in a facility setting
 - 3) Work Experience in a community setting
- b) Syllabus, Objectives and Measures for each VWATS activity.
- c) Length (hours and frequency) of each Activity
 - 1) Classroom or Workshop
 - 2) Work Experience in a facility setting
 - 3) Work Experience in a Community Setting

d) Describe, if a group setting is proposed:

- 1) Open Group mechanisms
- 2) Closed Group mechanisms

e) Procedure on:

- 1) Missed classes, excused
- 2) Missed classes, unexcused
- 3) Retaking or extending an activity

Provider shall describe its own quality assurance procedures and participate in all DVR required quality assurance activities.

Provider shall streamline all consumer services and processes to ensure timely services. For example, time from referral to intake, time from intake to plan development, etc. All key measures will be monitored.

4. Output and performance/outcome measurements

The most critical performance measures are the number of persons served and the number of persons who achieve the objectives established in their Individualized Plan for Employment. The next criterion is client satisfaction with the services of the program.

5. Experience

The applicant shall provide a description of projects/contracts pertinent to the proposed services. The applicant shall also provide the numbers of consumers served and numbers of VWATS goals achieved during the project/contract period. The applicant shall also provide a description and numbers of persons who obtained employment as a direct result of work experience in a community setting.

6. Coordination of services

The provider will continuously coordinate the provision of services with the referring Vocational Rehabilitation Counselor. When requested, written reports and face to face meetings shall be provided.

7. Reporting requirements for program and fiscal data

The provider shall:

- a) Deliver monthly reports, at a minimum, to referring Vocational Rehabilitation Counselors, updating the status of the individual consumer and reporting of objectives achieved.

- b) Deliver quarterly progress reports that include data on services provided, number of clients served, and other data according to DVR.
- c) Deliver quarterly financial reports that include data on submitted budget forms.
- d) Submit monthly invoices to DVR. Invoices will be paid upon receipt, based on funding availability and on the condition that all required monthly, quarterly, and annual reports have been received by DVR in accordance with the established due dates.

C. Facilities

The provider shall describe its facilities/offices and demonstrate its adequacy in relation to the proposed services and how it meets ADA requirements. The provider shall also indicate which, if any, special equipment will be used to meet these requirements. If not presently available, the provider shall describe plans to secure facilities.

2.5 COMPENSATION AND METHOD OF PAYMENT

A. Units of service and unit rate

Monthly payments upon submission of invoice

Applicants shall select and describe their unit rate per service activity.

- a) Classroom or Workshop:
 - per consumer/per class
 - **or** per consumer/per hour
 - **or** per class up to XXX trainees
- b) Work Experience in a facility Setting with Stipend/Pay
 - per consumer/per experience
 - **or** per consumer/per hour
- c) Work Experience in a facility Setting without Stipend/Pay
 - per consumer/per experience
 - **or** per consumer/per hour

- d) Work Experience in a Community Setting with Stipend/Pay
 - per consumer/per class
 - **or** per consumer/per hour

- e) Work Experience in a Community Setting without Stipend/Pay
 - per consumer/per class
 - **or** per consumer/per hour

B. Method of compensation and payment

Monthly payments will be made upon submission of invoice, based on funding availability and on the condition that all required monthly, quarterly, and annual reports have been received by DVR in accordance with the established due dates.

Section 3

Proposal Application Instructions

Section 3

Proposal Application Instructions

General instructions for completing applications:

- *Proposal Applications shall be submitted to the state purchasing agency using the prescribed format outlined in this section.*
- *The numerical outline for the application, the titles/subtitles, and the applicant organization and RFP identification information on the top right hand corner of each page should be retained. The instructions for each section however may be omitted.*
- *Page numbering of the Proposal Application should be consecutive, beginning with page one and continuing through for each section. See sample table of contents in Section 5.*
- *Proposals may be submitted in a three ring binder (Optional).*
- *Tabbing of sections (Recommended).*
- *Applicants must also include a Table of Contents with the Proposal Application. A sample format is reflected in Section 5, Attachment B of this RFP.*
- *A written response is required for **each** item unless indicated otherwise. Failure to answer any of the items will impact upon an applicant's score.*
- *Applicants are **strongly** encouraged to review evaluation criteria in Section 4, Proposal Evaluation when completing the proposal.*
- *This form (SPOH-200A) is available on the SPO website (see 1.2 Website Reference). However, the form will not include items specific to each RFP. If using the website form, the applicant must include all items listed in this section.*

The Proposal Application is comprised of the following sections:

- *Proposal Application Identification Form*
- *Table of Contents*
- *Program Overview*
- *Experience and Capability*
- *Project Organization and Staffing*
- *Service Delivery*
- *Financial*
- *Other*

3.1 Program Overview

Applicant shall give a brief overview to orient evaluators as to the program/services being offered.

3.2 Experience and Capability

A. Necessary Skills

The applicant shall demonstrate that it has the necessary skills, abilities, and knowledge relating to the delivery of the proposed services.

The applicant shall demonstrate that it meets the management Requirements in Section 2.4 Scope of Work.

B. Experience

The applicant shall provide a description of projects/contracts pertinent to the proposed services.

The applicant shall demonstrate that it meets the Management Requirements in Section 2.4 Scope of Work.

The applicant shall include points of contact, addresses, e-mail/phone numbers of references as applicable to the proposed services. The State reserves the right to contact references to verify experience.

C. Quality Assurance and Evaluation

The applicant shall describe its own plans for quality assurance and evaluation for the proposed services, including methodology.

The applicant shall describe its plans for compliance with Management Requirements in Section 2.4 Scope of Work.

D. Coordination of Services

The applicant shall demonstrate the capability to coordinate services with other agencies and resources in the community.

E. Facilities

The applicant shall provide location(s) and a description of its facilities and demonstrate its adequacy in relation to the proposed services. If facilities are not presently available, describe plans to secure facilities. Also describe how the

facilities meet ADA requirements, as applicable, and the special equipment that may be required for the services.

3.3 Project Organization and Staffing

C. Staffing

1. Proposed Staffing

The applicant shall describe the proposed staffing pattern, client/staff ratio and proposed caseload capacity appropriate for the viability of the services. (Refer to the personnel requirements in the Service Specifications, as applicable.)

2. Staff Qualifications

The applicant shall provide the minimum qualifications (including experience) for staff assigned to the program. (Refer to the qualifications in the Service Specifications, as applicable)

D. Project Organization

1. Supervision and Training

The applicant shall describe its ability to supervise, train and provide administrative direction relative to the delivery of the proposed services.

2. Organization Chart

The applicant shall reflect the position of each staff and line of responsibility/supervision. (Include position title, name and full time equivalency) Both the “Organization-wide” and “Program” organization charts shall be attached to the Proposal Application.

3.4 Service Delivery

Applicant shall include a detailed discussion of the applicant’s approach to applicable service activities and management requirements from Section 2, Item 2.1, Scope of Work, including a work plan of all service activities and tasks to be completed, related work assignments/responsibilities and timelines/schedules.

Applicant shall include:

1. Syllabus, Objectives and Measures for each VWATS activity.
2. Length (hours and frequency) of each Activity
3. Sample schedules (yearly, quarterly, etc.) of availability of each activity.
4. Description and evaluation criteria for Work Experiences

5. Acquired or plans to acquire Work Experience sites.

3.5 Financial

A. Pricing Structure

Applicant shall submit a fee schedule for the proposed services as indicated in Section 2.5 Compensation and Method of Payment.

Applicant shall submit a cost proposal utilizing the pricing structure designated by the state purchasing agency. The cost proposal shall be attached to the Proposal Application.

All budget forms, instructions and samples are located on the SPO website. (See subsection 1.2, Websites References for website address.) The following budget form(s) shall be submitted with the Proposal Application:

- SPO-H-205 Budget
- SPO-H-205A Organization Wide Budget by Source of Funds
- SPO-H-205B Organization Wide Budget by Programs
- SPO-H-206A Budget Justification-Salaries and Wages
- SPO-H-206B Budget Justification-Personnel: Payroll Taxes, Assessments and Fringe Benefits
- SPO-H-206C Budget Justification Travel: Inter-Island
- SPO-H-206E Budget Justification Contractual Services: Administrative
- SPO-H-206F Budget Justification Contractual Services: Subcontracts

B. Other Financial Related Materials

1. Accounting System

To determine the adequacy of the applicant's accounting system as described under the administrative rules, the following documents are requested as part of the Proposal Application:

Applicant shall provide to the State their most recent financial audit reports.

3.6 Other

A. Litigation

The applicant shall disclose and explain any pending litigation to which they are a party, including the disclosure of any outstanding judgment.

Section 4

Proposal Evaluation

Section 4

Proposal Evaluation

4.1 Introduction

The evaluation of proposals received in response to the RFP will be conducted comprehensively, fairly and impartially. Structural, quantitative scoring techniques will be utilized to maximize the objectivity of the evaluation.

4.2 Evaluation Process

The procurement officer or an evaluation committee of designated reviewers selected by the head of the state purchasing agency or procurement officer shall review and evaluate proposals. When an evaluation committee is utilized, the committee will be comprised of individuals with experience in, knowledge of, and program responsibility for program service and financing.

The evaluation will be conducted in three phases as follows:

- Phase 1 - Evaluation of Proposal Requirements
- Phase 2 - Evaluation of Proposal Application
- Phase 3 - Recommendation for Award

Evaluation Categories and Thresholds

<u>Evaluation Categories</u>	<u>Possible Points</u>	
<i>Administrative Requirements</i>		
<i>Proposal Application</i>		
Program Overview	0 points	100 Points
Experience and Capability	30 points	
Project Organization and Staffing	10 points	
Service Delivery	50 points	
Financial	10 Points	
TOTAL POSSIBLE POINTS		100 Points

4.3 Evaluation Criteria

A. Phase 1 - Evaluation of Proposal Requirements

1. Administrative Requirements

2. Proposal Application Requirements

- Proposal Application Identification Form (Form SPOH-200)
- Table of Contents
- Program Overview
- Experience and Capability
- Project Organization and Staffing
- Service Delivery
- Financial (All required forms and documents)
- Program Specific Requirements (as applicable)

B. Phase 2 - Evaluation of Proposal Application (100 Points)

Program Overview: No points are assigned to Program Overview. The intent is to give the applicant an opportunity orient evaluators as to the service(s) being offered.

1. *Experience and Capability (30 Points)*

The State will evaluate the applicant's experience and capability relevant to the proposal contract, which shall include:

- | | |
|---|-----------|
| A. Necessary Skills | <u>5</u> |
| <ul style="list-style-type: none">• Demonstrated skills, abilities, and knowledge relating to the delivery of the proposed services. | |
| B. Experience | <u>5</u> |
| <ul style="list-style-type: none">• Description of projects/contracts pertinent to the proposed services. | |
| C. Quality Assurance and Evaluation | <u>10</u> |
| <ul style="list-style-type: none">• Sufficiency of quality assurance and evaluation plans for the proposed services, including methodology.• Description of plans for compliance with Management Requirements. | |

- D. Coordination of Services** 5
- Demonstrated capability to coordinate services with other agencies and resources in the community.

- E. Facilities** 5
- Location(s) and adequacy of facilities relative to the proposed services.

2. Project Organization and Staffing (10 Points)

The State will evaluate the applicant’s overall staffing approach to the service that shall include:

- A. Staffing** 5
- Proposed Staffing: That the proposed staffing pattern, client/staff ratio, and proposed caseload capacity is reasonable to insure viability of the services.
 - Staff Qualifications: Minimum qualifications (including experience) for staff assigned to the program.

- B. Project Organization** 5
- Supervision and Training: Demonstrated ability to supervise, train and provide administrative direction to staff relative to the delivery of the proposed services.
 - Organization Chart: Approach and rationale for the structure, functions, and staffing of the proposed organization for the overall service activity and tasks.

3. Service Delivery (50 Points)

Evaluation criteria for this section will assess the applicant’s approach to the service activities and management requirements outlined in the Proposal Application.

- Description, Syllabus, Objectives and Measures of VWATS are reasonable and provides the State with a variety of Classroom or Workshops. 20
- Class schedules are flexible to meet the needs of VR participants. 10

- | | |
|--|-------------------------------|
| <ul style="list-style-type: none"> • Description, Objectives and Measures of Work Experiences are realistic. | <hr style="width: 100%;"/> 10 |
| <ul style="list-style-type: none"> • Description of proposed Work Experience settings to ensure varied environments for VR Consumers. | <hr style="width: 100%;"/> 10 |

5. Financial (10 Points)

- Rates are competitive and reasonable for unit of service.
- Applicant’s proposal budget is reasonable, given program resources and operational capacity.
- Adequacy of accounting system.

B. Phase 3 - Recommendation for Award

Each notice of award shall contain a statement of findings and decision for the award or non-award of the contract to each applicant.

Section 5

Attachments

- A. Proposal Application Checklist
- B. Sample Table of Contents

Proposal Application Checklist

Applicant: _____ RFP No.: HMS-802-14-08

The applicant's proposal must contain the following components in the order shown below. Return this checklist to the purchasing agency as part of the Proposal Application. SPOH forms are on the SPO website.

Item	Reference in RFP	Format/Instructions Provided	Required by Purchasing Agency	Applicant to place "X" for items included in Proposal
General:				
Proposal Application Identification Form (SPOH-200)	Section 1, RFP	SPO Website*	X	
Proposal Application Checklist	Section 1, RFP	Attachment A	X	
Table of Contents	Section 5, RFP	Section 5, RFP	X	
Proposal Application (SPOH-200A)	Section 3, RFP	SPO Website*	X	
Hawaii Compliance Express Verification Certificate	Section 1, RFP	Hawaii Compliance Express SPO Website*	X	
Cost Proposal (Budget)			X	
SPO-H-205	Section 3, RFP	SPO Website*	X	
SPO-H-205A	Section 3, RFP	SPO Website* Special Instructions are in Section 5	X	
SPO-H-205B	Section 3, RFP,	SPO Website* Special Instructions are in Section 5	X	
SPO-H-206A	Section 3, RFP	SPO Website*	X	
SPO-H-206B	Section 3, RFP	SPO Website*	X	
SPO-H-206C	Section 3, RFP	SPO Website*	X	
SPO-H-206D	Section 3, RFP	SPO Website*	X	
SPO-H-206E	Section 3, RFP	SPO Website*	X	
SPO-H-206F	Section 3, RFP	SPO Website*	X	
SPO-H-206G	Section 3, RFP	SPO Website*		
SPO-H-206H	Section 3, RFP	SPO Website*		
SPO-H-206I	Section 3, RFP	SPO Website*		
SPO-H-206J	Section 3, RFP	SPO Website*		
Certifications:				
Federal Certifications		Section 5, RFP		
Debarment & Suspension		Section 5, RFP		
Drug Free Workplace		Section 5, RFP		
Lobbying		Section 5, RFP		
Program Fraud Civil Remedies Act		Section 5, RFP		
Environmental Tobacco Smoke		Section 5, RFP		
Program Specific Requirements:				

*Refer to subsection 1.2, Website Reference for website address.

Proposal Application Table of Contents

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	C. Quality Assurance and Evaluation.....	5
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	E. Facilities	6
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	2. Staff Qualifications	9
	B. Project Organization	10
	1. Supervision and Training	10
	2. Organization Chart (Program & Organization-wide) (See Attachments for Organization Charts	
4.0	Service Delivery	12
5.0	Financial	20
	See Attachments for Cost Proposal	
6.0	Litigation	20
7.0	Attachments	
	A. Cost Proposal	
	SPO-H-205 Proposal Budget	
	SPO-H-206A Budget Justification - Personnel: Salaries & Wages	
	SPO-H-206B Budget Justification - Personnel: Payroll Taxes and Assessments, and Fringe Benefits	
	SPO-H-206C Budget Justification - Travel: Interisland	
	SPO-H-206E Budget Justification - Contractual Services – Administrative	
	B. Other Financial Related Materials	
	Financial Audit for fiscal year ended June 30, 1996	
	C. Organization Chart	
	Program	
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	Table A	
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