

## Residential RFQ Question & Answer

### Community Mental Health Authority of Clinton, Eaton, and Ingham Counties

**1. Q: Where can I find the RFQ Packet with the submission guidelines?**

**A:** The RFQ packet can be requested by contacting Valarie Pierson at [piersonv@ceicmh.org](mailto:piersonv@ceicmh.org), or it can be found on the CMHA-CEI website at the following link: [CMHA-CEI Residential RFQ FINAL](#)

**2. Q: If my organization is interested in bidding on multiple homes do we submit one narrative or multiple?**

**A:** Your organization is only required to submit one narrative. Please reference the RFQ packet for the specific questions that need to be answered.

**3. Q: If my organization is interested in bidding on multiple homes do we submit one quote or multiple?**

**A:** Your organization is only required to submit one budget for each of the operation types in the Attachment A of the RFQ packet. The operation types are Option #1-15-minute unit approach for Supported Independent Placement (SIP), and Option #2-a per diem approach for a Specialized Licensed AFC.

**4. Q: Are these homes already purchased that CMHA-CEI currently owns and is wanting a new provider to provide care, and/or are these homes that you would want the provider to purchase?**

**A:** CMHA-CEI currently owns and/or leases 30 homes that are operated by contracted providers through an Adult Foster Care Facility Type B Provider Agreement and a separate Lease Agreement. Providers who are interested in providing services in these existing 30 homes will need to submit a quote by the submission due date. Providers will be selected to participate in the bidding process based on their quote submissions. During the bidding process, selected providers may choose which homes they are interested in bidding on. Providers will not be required to purchase a home.

**5. Q: What is the general reasoning for the RFQ (staffing issues, HCBS issues, etc.)?**

**A:** A Request for Quote is a process through which the purpose is to invite Providers into a bidding process on a specific service. CMHA-CEI is going through this Request for Quote (RFQ) process to be compliant with Home and Community Based Services (HCBS) rules that require consumers to have choice in who they receive services from. In addition, the current providers have held the Residential B Home contract without the contracts going out for RFQ for a number of years and a Request for Quote will allow for the opportunity to expand our Provider Network and increase quality among our providers. This process also allows the opportunity to revisit the current rate offerings and to ensure rates are in alignment with the market and sustainable for several years.

**6. Q: What population of clients would you be primarily referring to (MI/IDD/Autism population)?**

**A:** The population of clients will include individuals with intellectual and/or developmental disabilities(I/DD), Autism, severe mental illness (SMI), and co-occurring diagnoses.

**7. Q: What all are you looking for to be submitted for this, other than rates?**

**A:** Please reference the RFQ packet for the specific questions that need to be answered.

**8. Q: How many homes potentially/beds would this be for?**

**A:** There are 30 homes up for bid with beds ranging from 4-12.

**9. Q: Are we to submit for residential programs currently under contract with CEI CMH?**

**A:** All Residential Type B providers must submit a bid if they are interested in continuing to provide residential services in our B Homes.

**10. Q: Are we to submit for potentially new residential programs for which we could contract with CEI CMH?**

**A:** All providers, regardless of panel status, must submit a bid if they are interested in providing residential services in our B Homes. Additionally, if your organization is currently contracted with CMHA-CEI and would like to add additional Type B locations, a quote must be submitted.

Please note consumer choice plays a large part in this process. All current B home residents are invited to an Open House where they will have the opportunity to meet and interview all of the Providers that are bidding on the contract for their current Adult Foster Care home.

**11: Q: How do I know if my organization is currently a B Home provider?**

**A:** Type B contracts are used when:

- A.) The home is either leased or owned by the CMH.
- B.) Licensed by the provider.
- C.) Bed access is controlled by the CMH.
- D.) The budget is facility based as opposed to client specific.

You can determine if you are a Type B provider by referencing your provider agreement with CMHA-CEI. If your agreement has the following title, you are a Type B provider "PROVIDER AGREEMENT FOR SUPPORT/SERVICES IN LICENSED ADULT FOSTER CARE FACILITY Type B".