



Solicitation 2021-001

Marion County Services

Responses to Written Questions

March 19, 2021

- Q1. Can we apply for only the prevention portion of this solicitation?
- A1. An agency can submit a proposal to provide all or part of the services outlined in the Solicitation.
- Q2. How firm is the date of July 1, 2021, for a contracted program to start? If a start-up period will be allowed, what is the maximum amount of time permitted for start-up?
- A2. LSF Health Systems would like to begin contracting with a new Network Service Provider on July 1, 2021. We would like existing clients transitioned as rapidly and seamlessly as possible. A timeline for “start-up” should be included in your response to the Solicitation. Firming up a “start-up” period will be part of negotiations with the selected Network Service Provider.
- Q3. The Solicitation outlines a number of services, is it expected that an agency will apply for all services using a collaborative effort with other agencies and bid on the whole package, or is it acceptable to apply only for those services in which you are interested?
- A3. The Solicitation outlines the full array of services that can be provided under LSF Health Systems funding. Responses may address the full array or partial service(s). Collaborative responses are permitted.
- Q4. How many beds do you currently fund for Crisis Stabilization Unit (CSU), Children’s Crisis Stabilization Unit, Detox/Withdrawal Management, Addiction Receiving, Adult Substance Abuse (ASA) Residential Level 1?
- A4. Adult CSU = 18, Child CSU = 1, Adult Substance Abuse Detox = 5.13. ASA Residential Level II is paid on utilization and can be paid up to the licensed capacity if there is no other payor. The current average is 20 beds per day.



- Q5. In the Solicitation 2021-001, there is a list of definitions beginning on page 1 that include program descriptions and funding sources. Immediately following is a statement, “LSF Health Systems seeks to contract with a Network Service Provider(s) in Marion County to provide the services described above.” Is it the expectation that all listed programs are to be provided? Definitions 21 and 23 are funding sources, not programs. How are we supposed to respond to these two items? Of note, not all the programs listed are currently being funded in the existing contract.
- A5. The RFP outlines the full array of services that can be provided under LSF Health Systems funding. We are aware that the current sub-contracted agency does not provide all the listed services in the Solicitation. Responses may address the full array or partial service(s). Responses may also include outside resources and/or how specific funding such as TANF (Definition 23) or the SOAR process (Definition 21) will be used to address specific populations (e.g. homeless individuals or TANF qualified recipients). Definition 21 (SOAR) is a contractual requirement. Subcontracted providers that received adult case management funding must complete a minimum number of SOAR applications for homeless individuals.
- Q6. Will medications be covered?
- A6. The contract will include funding for the Indigent Psychiatric Medication Program (IDP), which allows reimbursement for psychotropic medications. FY 2020-2021 IDP funding is \$9,999.49.
- Q7. Would we be allowed to use money for client outreach?
- A7. Yes. Outreach is an allowable covered service under LSF Health Systems funding. Respondents may include outreach in their proposals.
- Q8. Is this contract FFS or cost reimbursement?
- A8. The majority of the contract is fee-for-service with the exception of the fixed rate payment methodology utilized for CAT, MRT, and Home-Based Substance Abuse Services (HBSAS)/Family Behavior Therapy (FBT) aka FIT Light, and a capitated rate for BNet.
- Q9. Is the contract funded via state funding or federal dollars?



A9. Most but not all OCAs include a mix of Federal and State dollars.

Q10. Can you provide the ledger book from the current contractor, FY20/21? This includes:

- a. SAMH Monthly Expenditure Report' and are by SPC Grouping, OCA, and Covered Service
- b. Contract Expenditure Record by OCA
- c. Units Earned vs Units Paid Report by SPC Grouping, OCA, and Covered Service
- d. Contract Funding Tracker by OCA
- e. Exhibit H – Funding Detail
- f. Exhibit J – Local Match Calculation Form
- g. Exhibit L – Covered Service Rates by Program

A10. The content to address your questions is below. You would have to submit a public records request for the actual exhibits.

OCA	Contract Amount	Covered Service	Covered Service Rate	YTD Earned Units	YTD Paid Units	YTD Paid
MHA00	\$2,660,460.23	Assessment	\$ 85.91	4426.08	14.91072052	\$ 1,280.98
		Case Management	\$ 65.51	24133.88	71.27293543	\$ 4,669.09
		Crisis Stabilization	\$ 377.27	1650178.98	4374	\$ 1,650,178.98
		Crisis Support/Emergency	\$ 47.58	129649.79	493.0842791	\$ 23,460.95
		Incidental Expenses	\$ 1.00	0	25.93	\$ 25.93
		Information and Referral	\$ 35.79	115850.44	585.8530316	\$ 20,967.68
		Medical Services	\$ 363.99	160574.19	125.1834116	\$ 45,565.51
		Outpatient - Group	\$ 22.88	1510.08	16.18181818	\$ 370.24
		Outpatient - Individual	\$ 91.53	59604.34	179.5137114	\$ 16,430.89
		Outreach	\$ 47.79	43970.62	176.3193137	\$ 8,426.30



MH072	\$96,759.24	Case Management	\$ 65.51	28201.4	191.2376736	\$	12,527.98
		Outreach	\$ 47.79	56514.06	1087.637163	\$	51,978.18
MH076	\$9,999.49	Incidental Expenses	\$ 1.00	1097	1097	\$	1,097.00
MH0TB	\$61,132.72	Residential Level II	\$ 186.40	55174.4	218.6435086	\$	40,755.15
MHTRV	\$39,652.56	Incidental Expenses	\$ 1.00	7697	7697	\$	7,697.00
MHC00	\$821,415.20	Crisis Stabilization	\$ 377.27	91676.61	243	\$	91,676.61
		Crisis Support/Emergency	\$ 47.58	263545.62	5264.18348	\$	250,469.85
		Information and Referral	\$ 35.79	116580.56	3143.500419	\$	112,505.88
		Intervention-Indiv	\$ 71.31	0	0	\$	-
		Room and Board with Supervision Level I	\$ 230.00	94530	403.6175217	\$	92,832.03
MH0BN	\$357,637.70	Behavioral Health Network (BNet)	\$1,134.32	241610.16	213	\$	241,610.16
MHCAT	\$750,000.00	Fixed Rate- CAT	\$ 62,500.00	500000	8	\$	500,000.00
MHMCT	\$377,245.94	Fixed Rate- MRT	\$ 31,437.17	251497.36	8	\$	251,497.36
MSA00	\$2,370,434.92	Assessment	\$ 85.91	11626.2	122.8087533	\$	10,550.50
		Case Management	\$ 65.51	15496.39	200.7205007	\$	13,149.20
		Crisis Support/Emergency	\$ 47.58	0	57.87200504	\$	2,753.55
		Substance Abuse Inpatient Detoxification	\$ 307.94	383792.38	1246.321946	\$	383,792.38
		Information and Referral	\$ 35.79	116185.79	3030.692931	\$	108,468.50
		Medical Services	\$ 363.99	120091.22	288.5038325	\$	105,012.51
		Outpatient - Group	\$ 22.88	7413.12	301.9326923	\$	6,908.22
		Outpatient - Individual	\$	93719.4	942.7360428	\$	86,288.63



			91.53				
			\$				
		Outreach	47.79	50367.31	977.0148567	\$	46,691.54
			\$				
		Recovery Support - Group	8.80	528.44	51.83863636	\$	456.18
			\$				
		Recovery Support - Individual	35.18	880.85	217.9508243	\$	7,667.51
			\$				
		Residential Level II	186.40	860795.2	4334.896781	\$	808,024.76
			\$				
MSA23	\$3,000.00	Outpatient - Individual	91.53	0	0	\$	-
			\$				
MSA25	\$39,347.38	Prevention - Universal Direct	50.00	34800	524.6318	\$	26,231.59
			\$				
MSATB	\$142,878.51	Assessment	85.91	0	0.042719125	\$	3.67
			\$				
		Outpatient - Individual	91.53	0	0.925816672	\$	84.74
			\$				
		Residential Level II	186.40	294139.2	510.5361052	\$	95,163.93
			\$				
MSCBS	\$275,000.00	Fixed Rate- Community Based Services	22,916.67	183333.36	8	\$	183,333.36
			\$				
MSSM2	\$92,083.27	Assessment	85.91	0	3.748574089	\$	322.04
			\$				
		Case Management	65.51	0	19.87727065	\$	1,302.16
			\$				
		Incidental Expenses	1.00	4744	4069.53	\$	4,069.53
			\$				
		Medical Services	363.99	0	25.65397401	\$	9,337.79
			\$				
		MAT-Bundled	105.00	257460	629.9478095	\$	66,144.52
			\$				
		Outpatient - Group	22.88	0	8.857517483	\$	202.66
			\$				
		Outpatient - Individual	91.53	0	90.28220256	\$	8,263.53
			\$				
		Recovery Support - Group	8.80	0	7.869318182	\$	69.25
			\$				
		Recovery Support - Individual	35.18	0	36.69386015	\$	1,290.89
			\$				
		Residential Level II	186.40	0	5.798873391	\$	1,080.91



MSSM3	\$10,000.00		\$	0	-	0	0	\$	-
MSSOW	\$57,916.73	Incidental Expenses	\$	1.00		1550	969.06	\$	969.06
		Medical Services	\$	363.99		0	9.97832358	\$	3,632.01
		MAT-Bundled	\$	105.00		112980	259.3237143	\$	27,228.99
		Outpatient - Group	\$	22.88		0	1.102272727	\$	25.22
		Outpatient - Individual	\$	91.53		0	27.93488474	\$	2,556.88
		Residential Level II	\$	186.40		0	126.0974785	\$	23,504.57
MSTRV	\$10,000.00	Incidental Expenses	\$	1.00		1913	1913	\$	1,913.00
MSC00	\$190,283.86	Crisis Support/Emergency	\$	47.58		23925.13	399.1462799	\$	18,991.38
		Information and Referral	\$	35.79		112963.26	3013.817547	\$	107,864.53
MSC25	\$53,558.98	Prevention - Selective	\$	51.60		6398.4	97.61356589	\$	5,036.86
		Prevention - Universal Direct	\$	50.00		34587.5	613.3826	\$	30,669.13
\$8,418,806.73						6627712.72	50783.2113	\$	5,625,079.43

Q11. How many unduplicated clients are anticipated to be served under this procurement?
 a. Please provide by episode type, if possible.

A11.

		Service Category	FY Target
Adult Mental Health		Residential Care	20
		Outpatient Care	2086
		Crisis Care	639
		State Hospital Discharges	0



	Peer Support Services	19
Children's Mental Health	Residential Care	29
	Outpatient Care	10
	Crisis Care	29
Adult Substance Abuse	Residential Care	110
	Outpatient Care	1385
	Detoxification	31
	Women's Specific Services	0
	Injecting Drug Users	82
	Peer Support Services	326
Children's Substance Abuse	Residential Care	0
	Outpatient Care	2
	Detoxification	0
	Prevention	104

Q12. What are the expected performance measures?

A12. The performance measure will depend on which covered services are included in your response to the Solicitation. The standard measures are available on our website: <https://www.lsfnet.org/wp-content/uploads/2020/07/Exhibit-B-Performance-Outcome-Measures-FY-20-21.pdf>

Q13. What facilities, if any, will be conveyed through this award? Or Are there any county-owned or otherwise available for use under this procurement-facilities available for use by the awarded recipient? Range of cost?

A13. No facilities will be conveyed through this award.

Q14. Please provide Exhibit E – Agency Capacity Report – for FY 2020-21 for the current contractor.

A14. See A10.

Q15. What is the timeline anticipated for phase-in of services?



A15. LSF Health Systems would like to begin contracting with a new Network Service Provider on July 1, 2021. We would like existing clients transitioned as rapidly and seamlessly as possible. A timeline for “start-up” should be included in your response to the Solicitation. Firming up a “start-up” period will be part of negotiations with the selected Network Service Provider.

Q16. What are the current rates paid to the current contractor?

A16. See A10.

Q17. What local match funds, if any, are available in Marion County?

A17. Last fiscal year, the Local Match Calculation report listed by the current provider was \$472,270 of county match. It would be up to the respondent to secure match through the county.

Q18. How many beds, by provider, are designated as Baker Act Receiving Facility beds in Marion County, and how many are paid for by the Lutheran contract?

A18. See A4.

Q19. How many mental health and substance use disorder residential beds, by facility, are licensed and operated by the current contractor, and how many beds are paid for in each facility by the Lutheran contract.

A19. See A4.

Q20. What program licenses are held by the current contractor, by location, and address?

A20. Please check the DCF & AHCA websites.

Q21. Will there be any requirement to hire staff of the existing contractor?

A21. This would be a part of negotiations with the selected respondent.

Q22. Do the letters of support have to be from agencies within Marion County or could they be from other counties where we provide services?



A22. A letter of support is not required. See the excerpt of the Reference section on page 10 of the Solicitation below.

E. References

Each proposal should contain three references who can be contacted to obtain a recommendation concerning the provider’s performance in providing services similar to those required by this project. Agencies may submit letters of support in lieu of simply listing a reference.

Q23. What is the total amount of funding provided for each of the categories of services for Marion County?

A23. See A10.

Q24. Are local partnerships expected to be in place by July 1 start date?

A24. Responses should include local partnerships currently held and/or how the respondent will develop such partnerships.

Q25. What is the number of days the current contractor reported to LSF for the Crisis Stabilization Unit (CSU)? What is the composition of designated receiving facilities beds for hospital CSU and Child CSU?

A25. Number of distinct CSU bed days YTD: 3469
 Number of distinct clients: 733
 Number of distinct child CSU bed days: 97
 Number of distinct adult CSU bed days: 3372

Facility Type	Age Group	Total Licensed Beds	Beds Purchased by DCF	FASAMS Facility Type/Age Group
1=CSU	1=Adult	30.00	18.00	1=Adult, 1=CSU
1=CSU	2=Children	12.00	1.00	1=Adult, 1=CSU

Q26. What is the annual amount LSF is paying for detoxification beds now?



A26. \$576,478.27.

Q27. Section IV, Part A stipulates that LSF Health Systems may select multiple subcontractors to provide services. Would this allow an agency to apply alone for a portion of the total available funding to provide a specific segment of the comprehensive array of behavioral health services?

A27. See A3.