

GY 2021-2024
**Ryan White Part B Supportive, Core Medical,
and HOPWA (Housing Opportunities for
Persons with AIDS) Services**

**Request For Proposals
Pre-Proposal Conference
11/20/2020**

**Louisiana Department of Health
Office of Public Health
STD/HIV/Hepatitis Program**

Agenda

- ▶ Welcome and Introductions
- ▶ Overview of Ryan White HIV/AIDS Program (RWHAP), Housing Opportunities for Persons with AIDS (HOPWA) and the GY 2021-2024 RFP Guidance and Application
 - 2020 RFP Changes as Compared to 2018 RFP
 - Proposal Categories and Scoring Criteria and Process
 - Legal Considerations
- ▶ Epidemiologic Overview
- ▶ Needs Assessment
- ▶ Online Submission
- ▶ Question and Answers (Q&A)
- ▶ Adjourn

Welcome & Introductions

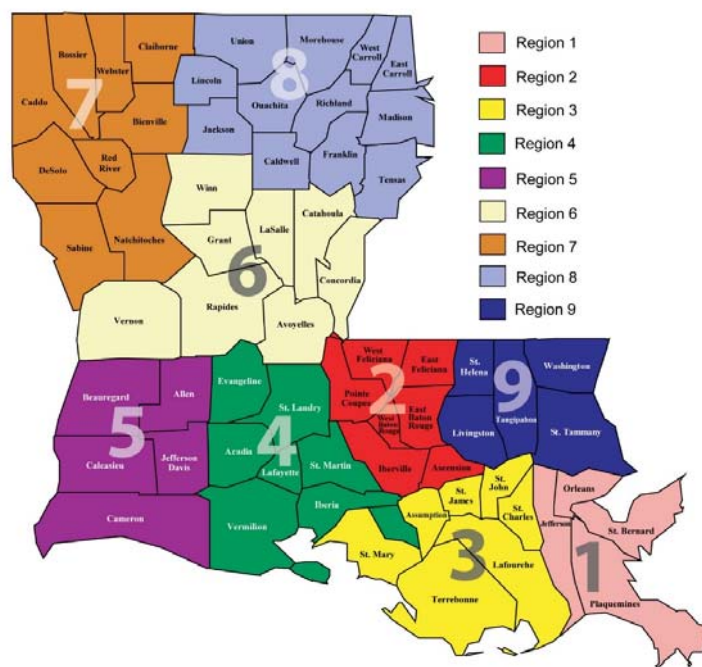
- ▶ Capucinca Harris-Roberts, RFP Coordinator
- ▶ Anthony James, Deputy Director of Programs
- ▶ Erika Sugimori, HIV Services Manager
- ▶ Staff

Overview of RWHAP and HOPWA, and the Guidance and Application

- ▶ The Office of Public Health, STD/HIV/Hepatitis Program (SHHP) receives federal RWHAP funds under the Ryan White Treatment Extension Act of 2009 and HOPWA funds under the AIDS Housing Opportunity Act.
- ▶ RWHAP funds are specifically to support a comprehensive system of care for low-income persons with HIV through provision of core medical and support services to improve health outcomes and reduce HIV transmission. It is the largest federal program focused specifically on providing HIV care and treatment services to low-income people living with HIV. The United States Department of Health and Human Services, Health Resources and Service Administration (HRSA) administers RWHAP.
- ▶ HOPWA funds are for the provision of housing assistance and supportive services for low to moderate income persons living with HIV and their families. It is the only federal program targeted specifically to meeting housing needs of people living with HIV. The United States Department of Housing and Urban Development (HUD) administers HOPWA.

Overview of RWHAP and HOPWA, and the Guidance and Application

- STD/HIV/Hepatitis Program (SHHP) invites proposals from qualified proposers to provide community-based supportive services to persons living with HIV in Regions 3-9 of Louisiana.



Bundled Services

- ▶ Non-Medical Case Management
- ▶ Health Education/Risk Reduction
- ▶ Outreach
- ▶ Referrals
- ▶ Emergency Financial Assistance
- ▶ Ryan White Housing
- ▶ Medical Transportation
- ▶ Psychosocial Support Services
- ▶ Food bank or Food voucher Services
- ▶ HOPWA Tenant Based Rental Assistance (TBRA)

Optional Services

- ▶ Medical Case Management, including Treatment Adherence Services
- ▶ Mental Health Services
- ▶ Oral Health Care
- ▶ Child Care Services
- ▶ Health Education & Risk Reduction Services
- ▶ Linguistic Services
- ▶ Substance Use Outpatient Care
- ▶ Other Professional Services
- ▶ HOPWA Resource Identification (RI)
- ▶ HOPWA Short-Term Rent, Mortgage, and Utility Assistance (STRMU)
- ▶ HOPWA Permanent Housing Placement (PHP)

Schedule of Events

Event	Date
RFP advertised in newspapers and posted to LaPac	November 6, 2020
Pre-proposal conference (if applicable) Non-Mandatory	November 20, 2020 10:00 AM CT
Deadline for receipt of written inquiries	December 1, 2020 4:00 PM CT
Deadline to answer written inquiries on or about	December 21, 2020
Deadline for receipt of electronic proposals All proposals shall remain sealed until the date and time listed.	January 6, 2021 11:59 PM CT
Notice of Intent to award announcement, and 14-day protest period begins, on or about	February 26, 2021
Contract execution, on or about	September 1, 2021

- Application submission online ONLY at:
<https://stateofla.app.box.com/f/a265697693f34e0f8f55e5e31f5b7893>
- No applications accepted after the deadline.

Proposer Inquiries

- ▶ Communication between Proposers and other LDH staff concerning this RFP is prohibited.
- ▶ While questions may be answered spontaneously on this call, please note the official answer will be provided after the conference. Proposers should submit all questions in writing and your question will be researched and the official response will be posted on the internet at the following links:
 - www.ldh.louisiana.gov
 - <https://wwwcfprd.doa.louisiana.gov/osp/lapac/pubMain.cfm>
- ▶ Written questions regarding RFP requirements or Scope of Services must be emailed to the RFP Coordinator:

Capucinca Harris-Roberts, RFP Coordinator

capucinca.harris-roberts@la.gov

2020 RFP Changes Compared to 2018

- ▶ Contracts awarded under this RFP will be on a cost reimbursement basis as opposed to a fee-for-services basis which was the case in prior contracts.
 - The amount billed each month for services provided will not be attached to the number of units billed. Time spent on activities will be tracked in CAREWare. Dollar for dollar services including oral health care, child care, emergency financial assistance, housing, medical transportation, referral, respite care, and other professional services will be entered into CAREWare and will draw down their associated indirect costs.
 - Cost proposal sheets are in writeable format in Excel. They have functions built in to total for you. They also have notes note/reminders on what costs can be considered administration cost. Please also be sure to review the Policy Clarification Notices in the Procurement Library regarding these key requirements.
- ▶ The Bundled Services list has increased from 6 to 10 service categories. This RFP is primarily directed towards the provision of Bundled Services – note: proposals should cover all Bundled Services. Optional service budgets will be requested during contract negotiation with the successful proposers.
- ▶ Insurances: Cyber liability insurance

RFP Procurement Library

Documents for RFP

- Integrated Prevention and Services Strategy
- RWHAP Part B and ADAP Agreements and Assurances
- HOPWA Program Manual LDH

Needs Assessments

- Needs Assessment for Part B CBO Region 3
- Needs Assessment for Part B CBO Region 4
- Needs Assessment for Part B CBO Region 5
- Needs Assessment for Part B CBO Region 6
- Needs Assessment for Part B CBO Region 7
- Needs Assessment for Part B CBO Region 8
- Needs Assessment for Part B CBO Region 9

Part B

- Part B Fiscal Monitoring
- Part B HOPWA Service Definitions 2021 Contracts
- Part B HOPWA Universal Organization and Service Standards 2021 Contracts
- Part B QI Projects Storyboard Template

Policy Clarification Notice

- PCN Admin Costs
- PCN CQM
- PCN Program Income
- PCN Service Categories

Service Utilization

- Region 3 Service Utilization
- Region 4 Service Utilization
- Region 5 Service Utilization
- Region 6 Service Utilization
- Region 7 Service Utilization
- Region 8 Service Utilization
- Region 9 Service Utilization

Sample Cost Worksheets

- Emergency Financial Assistance
- Food Bank or Food Voucher
- Health Education Risk Reduction
- Medical Transportation
- Non-Medical
- Outreach
- Psychosocial Support Services
- Referral Services
- RW Housing
- TBRA

Evaluation Criteria

- ▶ **Company Background and Experience – 25 pts**
 - General overview of the organization, experience serving the relevant communities, and capacity to provide RWHAP and HOPWA services
- ▶ **Approach and Methodology – 25 pts**
 - Description of approach in providing services including operational and administrative structures that enable provision of quality services
- ▶ **Proposed Staff Qualifications – 13 pts**
 - Detailed description of organizational staffing and qualifications
- ▶ **Louisiana Veteran and/or Hudson Initiative – 12 pts**
 - Description of agency's classification as Veteran and/or Hudson Initiative small entrepreneurship based on ownership designation as such or use of one in the performance of contract work resulting from this RFP
- ▶ **Cost – 25 pts**
 - Detailed line item budget description of direct and administrative costs associated with service delivery and administration of the contract, including travel, supplies, data management, client satisfaction, etc.
- ▶ **Maximum Score - 100**

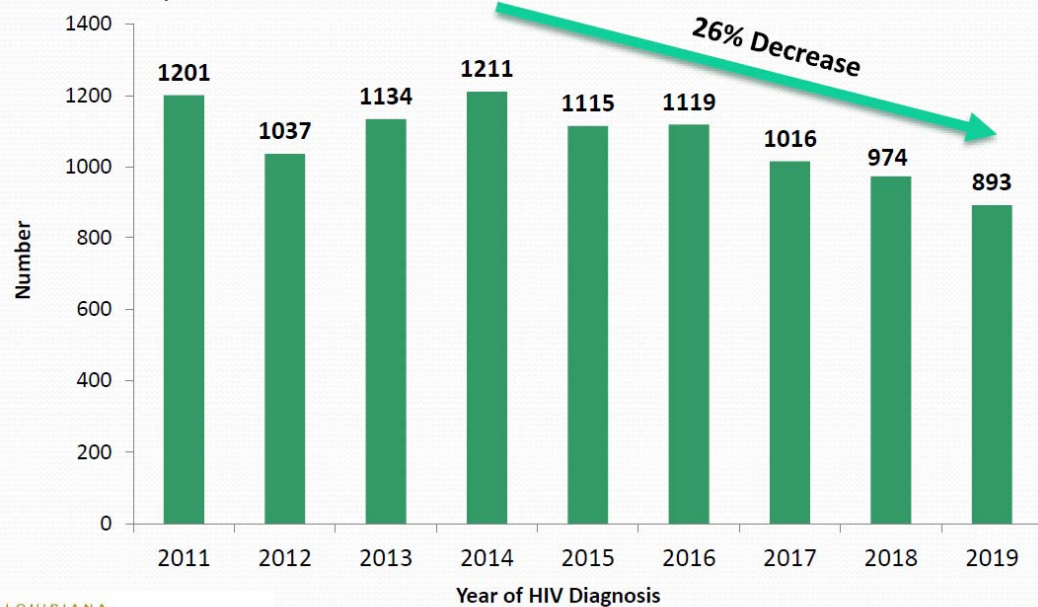
Legal Considerations

- ▶ **Louisiana Board of Ethics:** Proposers shall be responsible for determining that there will be no conflict or violation of the Louisiana Ethics Code if their company is awarded the contract. Any potential conflict of interest that is known or should reasonably be known by a proposer as it relates to the RFP should be immediately reported to the Department by proposer.
- ▶ **Blackout Period:** We are currently in the blackout period until the contract is awarded. All communications to and from potential Proposers, bidders, vendors and/or their representatives during the blackout period must be in accordance with this solicitation's defined method of communication with the RFP Coordinator, Capucinca Harris-Roberts.
- ▶ If you are a Proposer and also an current contractor, the State and the contractor may contact each other with respect to the existing contract only. Under no circumstances may the State and the contractor and/or its representative(s) discuss the blacked-out procurement.
- ▶ Any bidder, Proposer, or state contractor who violates the blackout period may be liable to the State in damages and/or subject to any other remedy allowed by law.

Epidemiologic Overview

Persons Diagnosed with HIV

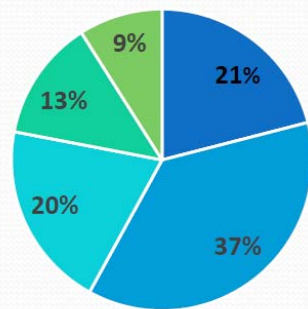
Louisiana, 2011-2019



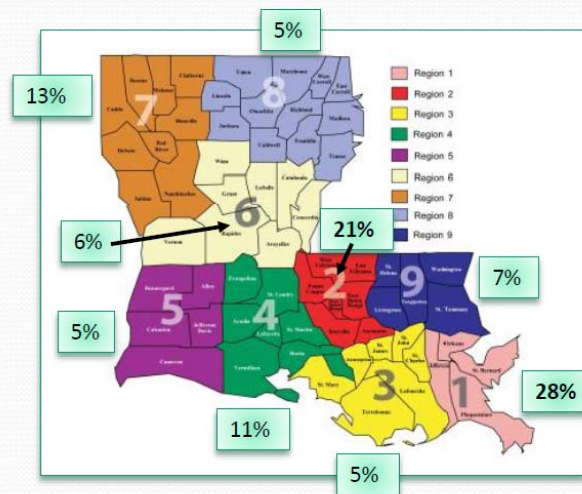
Epidemiologic Overview

Who is being newly diagnosed with HIV?

Age at Diagnosis

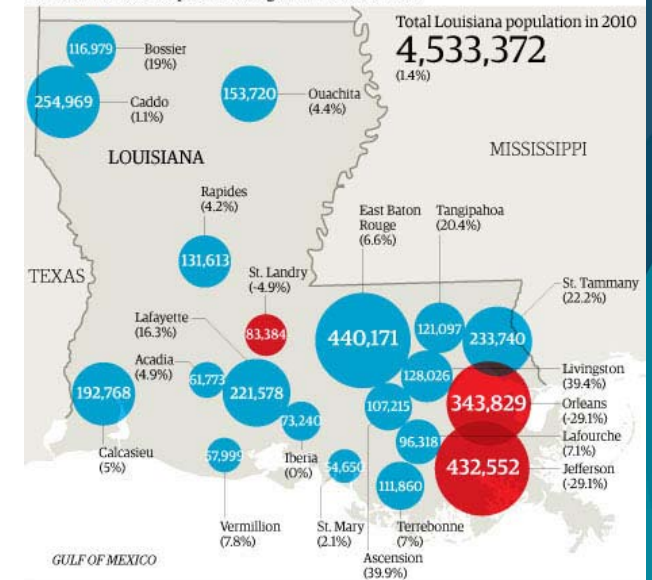


■ 13-24 Years ■ 25-34 Years
 ■ 35-44 Years ■ 45-54 Years
 ■ 55 and Older



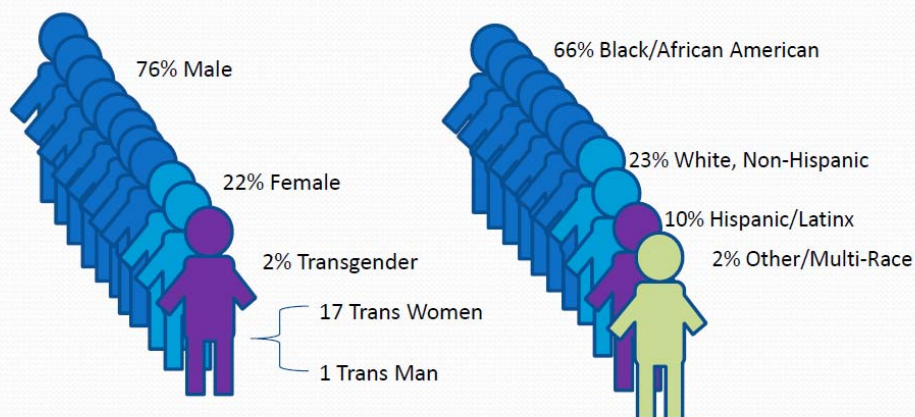
Most populous parishes in Louisiana in 2010

Number in brackets is percent change from 2000 to 2010



Epidemiologic Overview

Who is being newly diagnosed with HIV?

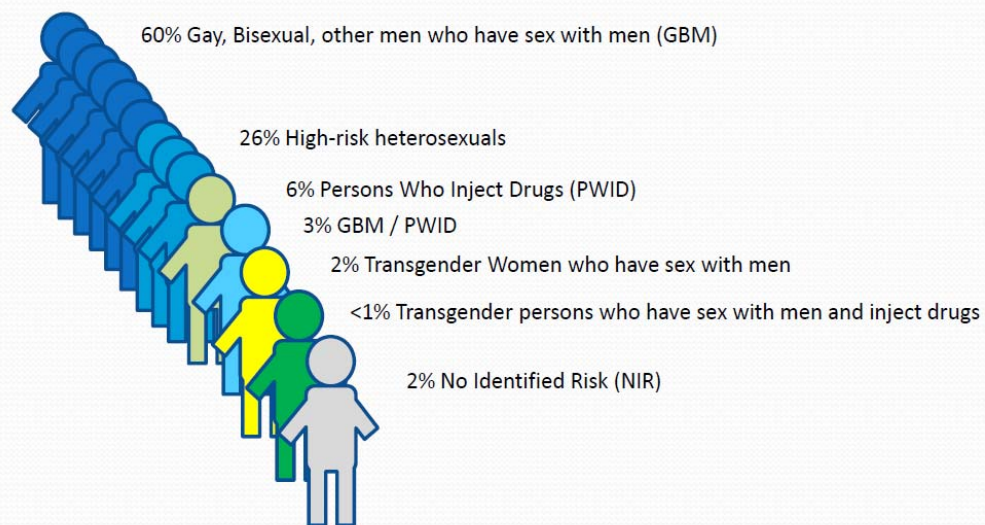


In 2019, 893 persons were newly diagnosed with HIV while residing in Louisiana.

Lowest number since 1988

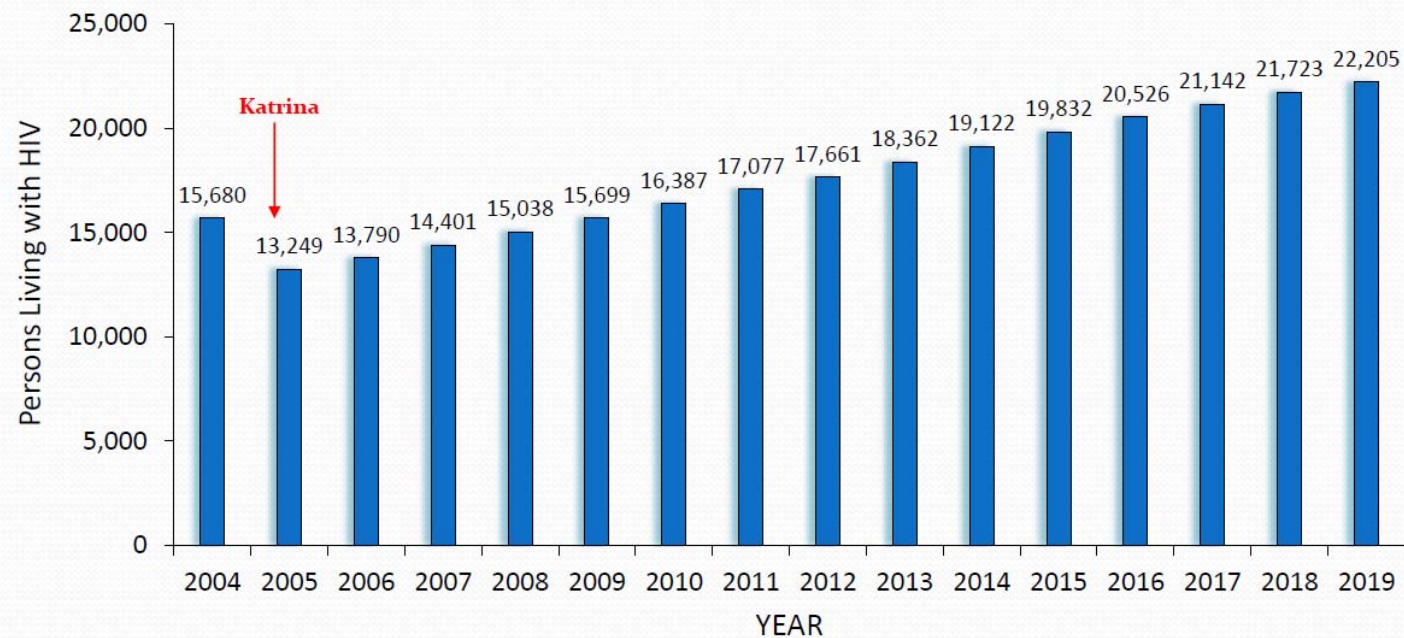
Epidemiologic Overview

Who is being newly diagnosed with HIV?

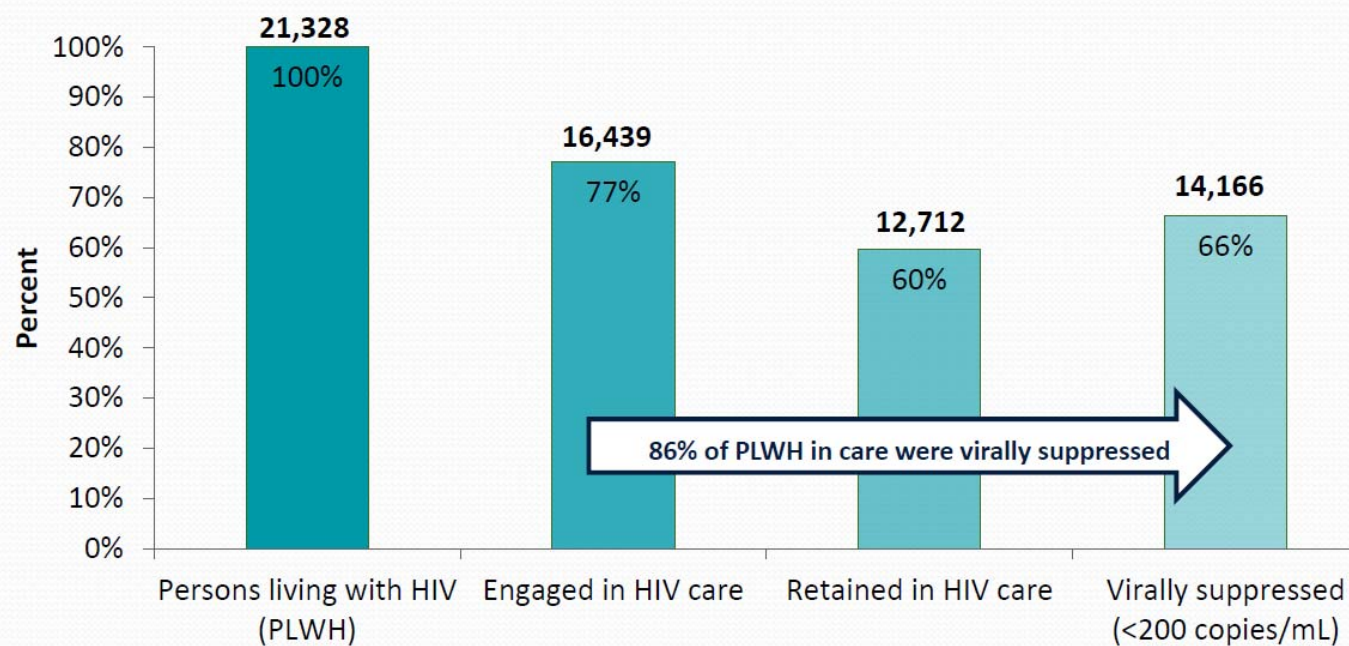


Persons Living with HIV

Louisiana, 2004 - 2019

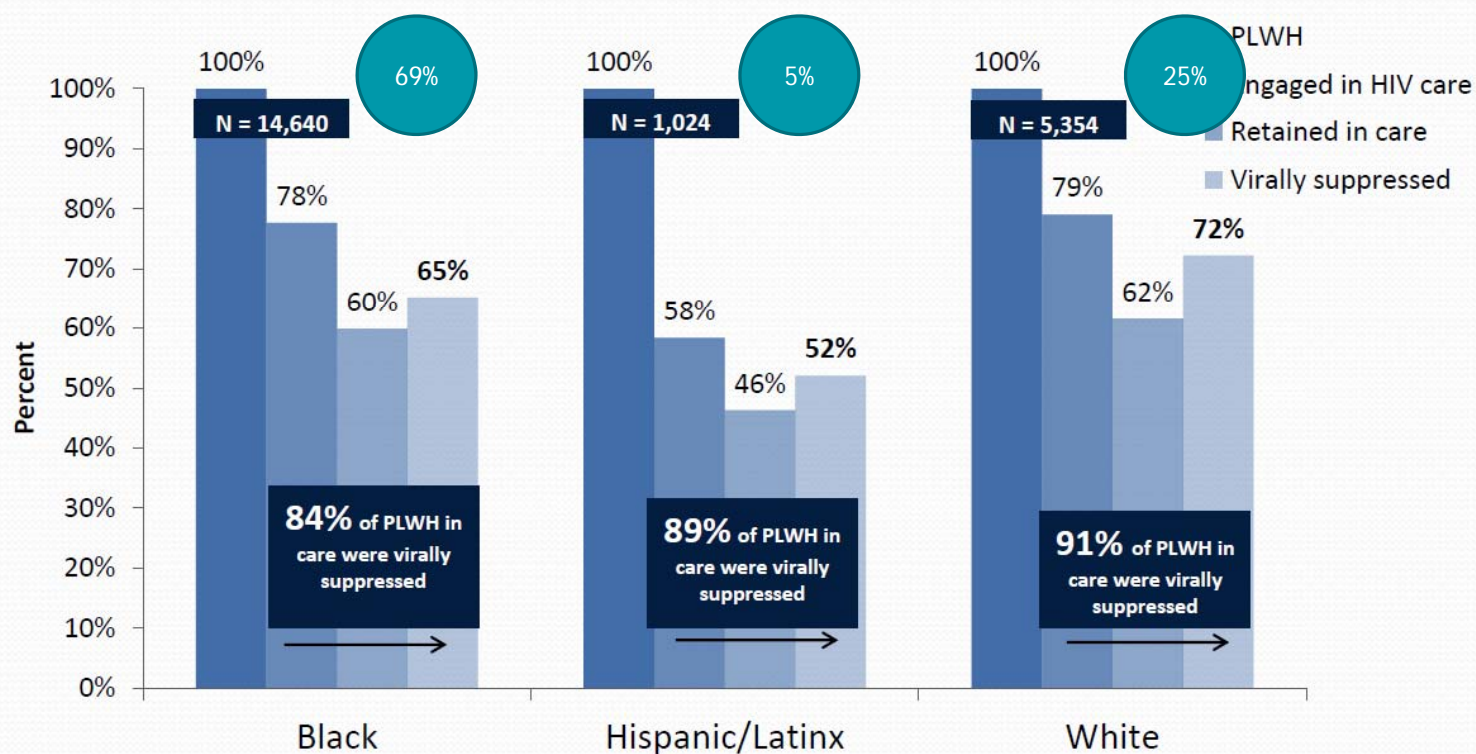


HIV Care Continuum Louisiana, 2019

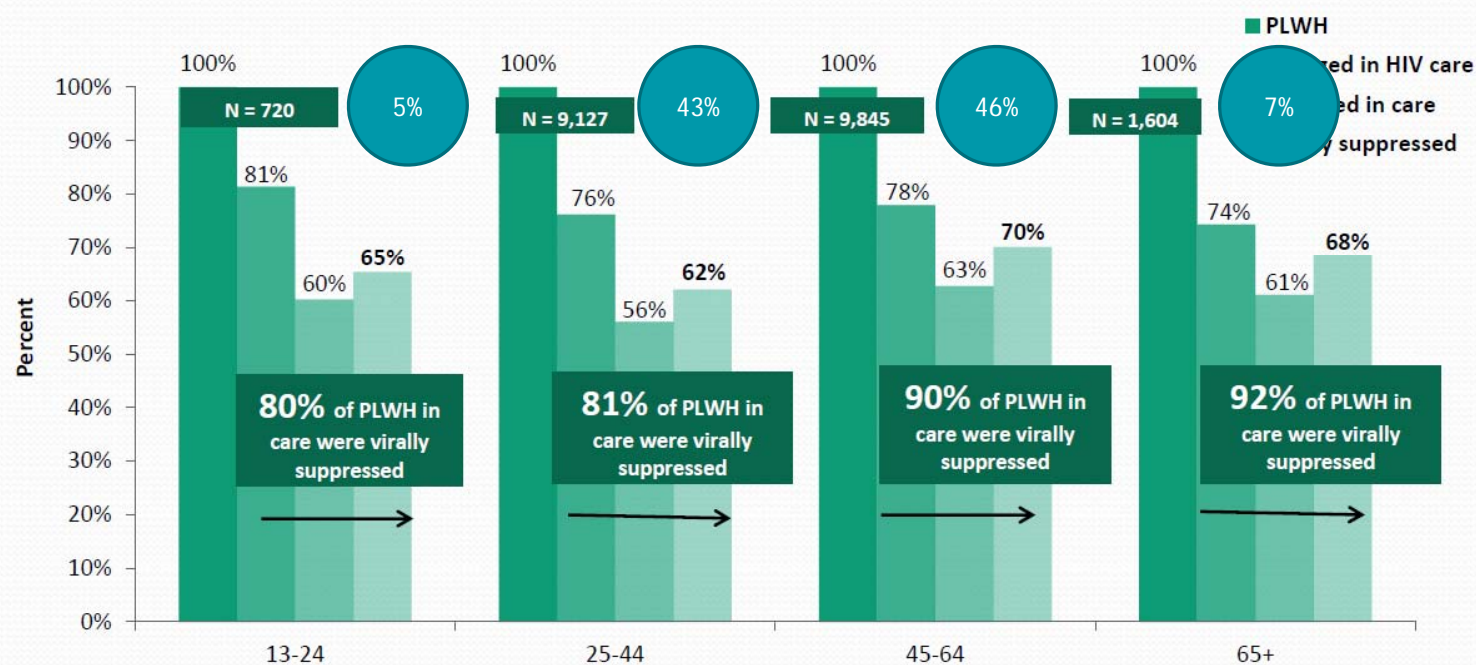


HIV Care Continuum by Race/Ethnicity

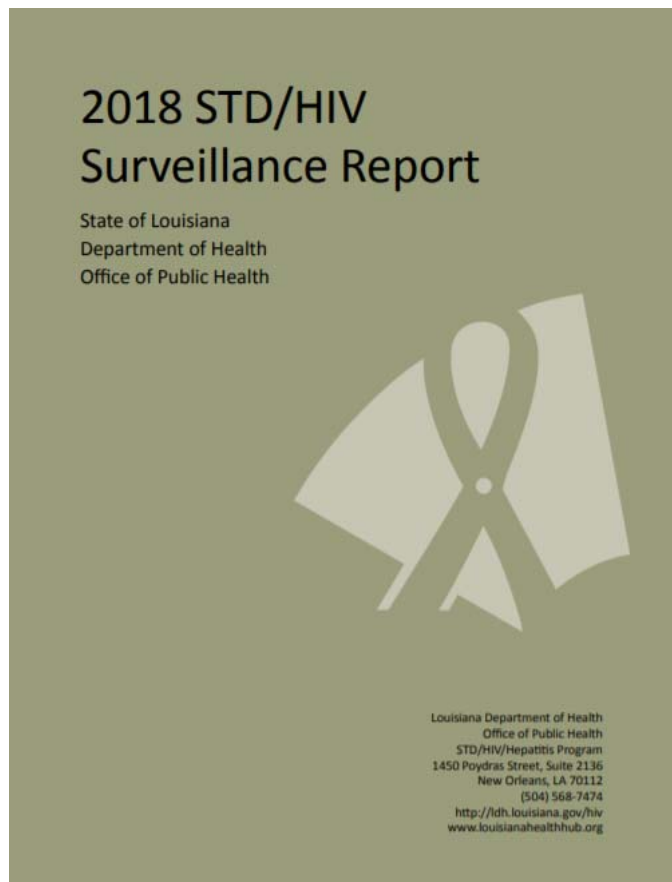
Louisiana, 2019



HIV Care Continuum by Age Group Louisiana, 2019



2018 STD/HIV Surveillance Report



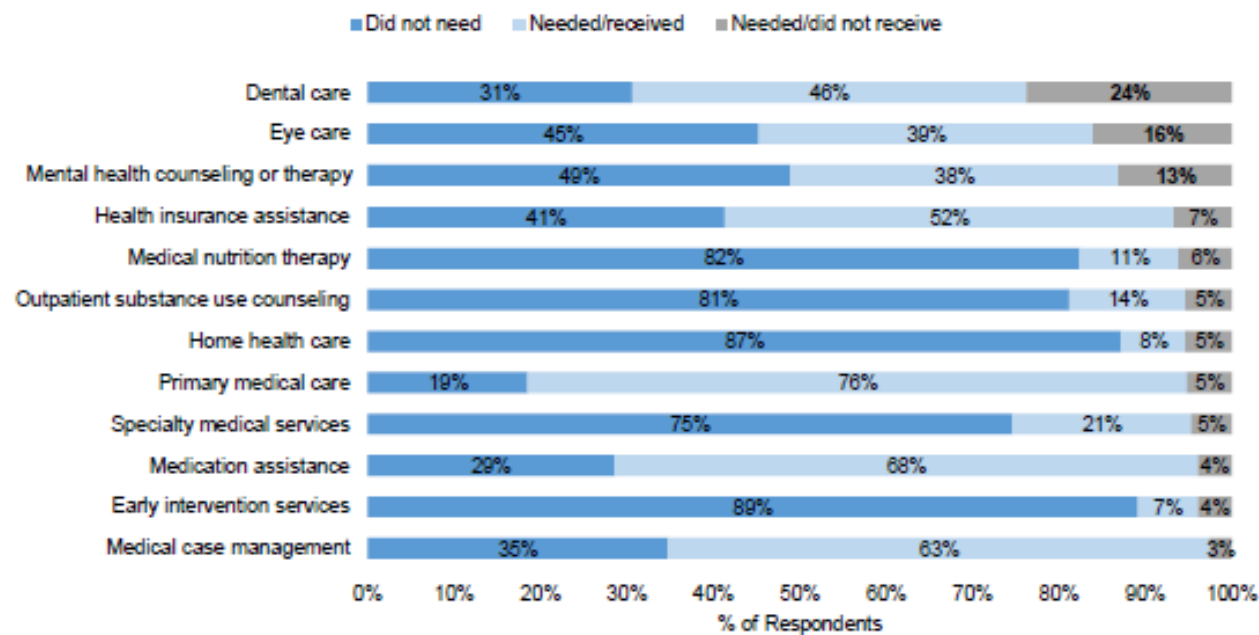
► Much more at:

► <https://ldh.la.gov/assets/oph/HIVSTD/2018 STDHIV SurveillanceReport Final.pdf>

Needs Assessment

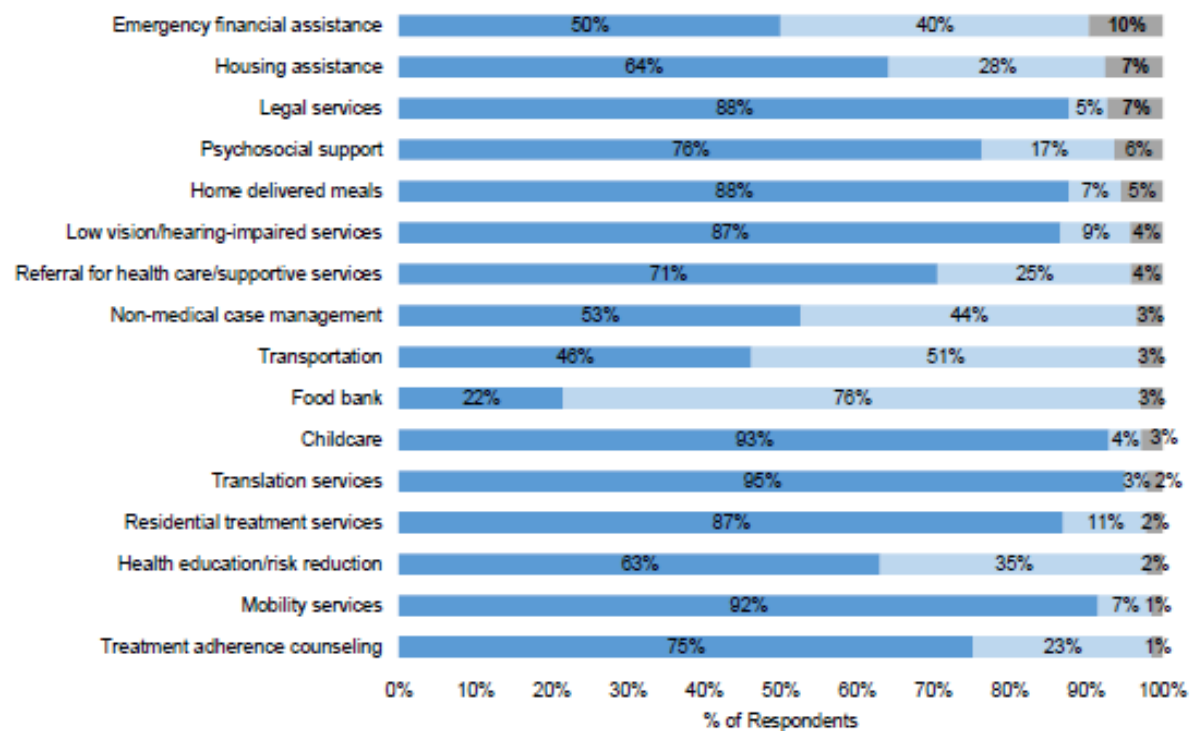
Need and Use of Service

Medical Services



Needs Assessment

Support Services



Schedule of Events

<u>Event</u>	<u>Date</u>
RFP advertised in newspapers and posted to LaPac	November 6, 2020
Pre-proposal conference (if applicable) Non-Mandatory	November 20, 2020 10:00 AM CT
Deadline for receipt of written inquiries	December 1, 2020 4:00 PM CT
Deadline to answer written inquiries on or about	December 21, 2020
Deadline for receipt of electronic proposals All proposals shall remain sealed until the date and time listed.	January 6, 2021 11:59 PM CT
Notice of Intent to award announcement, and 14-day protest period begins, on or about	February 26, 2021
Contract execution, on or about	September 1, 2021

- Application submission online ONLY at:
<https://stateofla.app.box.com/f/a265697693f34e0f8f55e5e31f5b7893>
- No applications accepted after the deadline.

Register for Updates

- ▶ LaPAC is the State's online electronic bid posting and notification system on the Office of State Procurement website www.doa.la.gov/Pages/osp/Index.aspx.
- ▶ Subscribe to get immediate e-mail updates that a solicitation and any subsequent items have been posted. To receive the e-mail notification Vendors/Proposers must register in the LaGov portal:

https://lagoverpvendor.doa.louisiana.gov/irj/portal/anonymous?guest_user=self_reg

Q & A