



**Department
of Health**

Request for Offers #20039

New York State Fiscal Intermediaries for the Consumer Directed Personal Assistance Program (CDPAP)

Survey of Qualified Offerors

Housekeeping

All participants will remain muted throughout the webinar

All questions must be submitted through the WebEx Q&A function

The Department will answer as many questions as possible during the webinar, but answers are not considered final until emailed to all qualified offerors in written form.

No questions will be answered related to an individual offeror's submissions. Only questions related to the Survey of Qualified Offerors will be answered.

After the webinar, additional questions may be submitted in writing to OHIPcontracts@health.ny.gov until 5:00pm EST on June 25, 2021.

Calendar of Events

| NEW YORK STATE FISCAL INTERMEDIARY FOR CONSUMER DIRECTED PERSONAL ASSISTANCE PROGRAM – SURVEY OF QUALIFIED OFFERORS CALENDAR OF EVENTS | |
|---|---|
| EVENT | DATE |
| Publication of Survey for Inspection by Qualified Offerors | June 15, 2021 |
| Question and Answer Webinars | June 21, 2021 – 2:00pm EST June 23, 2021 – 11:00am EST |
| Deadline for Submission of Additional Written Questions | June 25, 2021 at 5:00pm EST |
| Question and Answer Document Emailed to Qualified Offerors | June 30, 2021 |
| Issuance of Survey Document to Qualified Offerors | June 30, 2021 |
| Deadline for Submission of Survey Responses | July 30, 2021 at 5:00pm EST |
| <u>Anticipated</u> Contract Start Date for All Awards | On or After November 1, 2021 |

June 2021

Social Services Law §365-f(4-a)

The enacted 2021-22 NYS budget added to SSL §365-f(4-a) paragraphs (b-1), (b-2) and (b-3) to require the Department to make additional awards to Qualified Offerors under RFO 20039.

All other terms and conditions in the original RFO and submitted offers remain in effect.

Definitions

For purposes of the Survey of Qualified Offers, the following definitions are applicable:

- An “**additional award**” means a new award issued by the Department to a non-awarded offeror as a result of the new authority and selection criteria established by the State Fiscal Year 2021-22 enacted budget and based exclusively on responses to this Survey of Qualified Offerors.
- An “**awarded offeror**” means a qualified offeror that received an award from the Department on February 11, 2021, as posted on the Department’s RFO website.
- A “**non-awarded offeror**” means a qualified offeror that did not receive an award from the Department on February 11, 2021.
- A “**qualified offeror**” means an entity that submitted a timely offer under the RFO and was determined by the Department to have met the minimum requirements as outlined in RFO Section 3.1.

Survey Qualifications

- The Department is surveying all qualified offerors, including both awarded and non-awarded offerors, for additional information about the entity's **FI line of business as of March 3, 2020**, the RFO's deadline for submission of offers by qualified offerors.
- Survey responses are limited to the qualified offeror only, rather than any corporate affiliates (e.g., LHCSA line of business) and/or Collaborating Partners.
- All qualified offerors, including those previously awarded, should respond to the survey and submit the required documentation.
- **Non-awarded offerors will only be considered for an additional award if they respond to the Survey.**
- Responses to the survey will not affect the status of current awards to awarded offerors but will serve to inform whether additional awards are necessary based on the new selection criteria.

Survey Qualifications

Consistent with the updated provisions of SSL section 365-f, the following information will be collected and used by the Department in determining which non-awarded offers will receive an award under the RFO:

- County Location
- I/DD Experience
- Experience Serving Racial, Ethnic and Religious Minorities and New Americans
- M/WBE Status
- Not for Profit Status
- Continuous Operations

Original submissions will not be rescored. Additional awards will be made using the original offer's score with this additional information.

June 2021

Award Category 1: County Population Based

One or two additional awards to non-awarded offerors that are located in counties with a population greater than 500,000, as ***evidenced by the address on the offeror's most recent State tax filing or its most recent Federal Return of Organization Exempt from Income Tax***, to the extent that such non-awarded offeror exists.

These counties include:

Suffolk

New York

Erie

Nassau

Bronx

Queens

Westchester

Kings

Monroe

Award Category 1: County Population Based (cont.)

One or two additional awards to non-awarded offerors in counties with a population greater than 200,000 but less than 500,000, as ***evidenced by the address on the offeror's most recent State tax filing or its most recent Federal Return of Organization Exempt from Income Tax***, to the extent that such non-awarded offeror(s) exists.

These counties include:

Richmond

Rockland

Orange

Dutchess

Albany

Saratoga

Oneida

Onondaga

Niagara

Award Category 2: Office for People With Developmental Disabilities Certification

To the extent that such offers were received, the Department will make at least two additional awards to non-awarded offerors that meet the following criteria:

- The non-awarded offeror is currently authorized, funded, approved or certified to deliver state plan or home and community-based waiver supports and services to individuals with intellectual and developmental disabilities by OPWDD; **and**, either:
 - The qualified offeror is formed as a charitable corporation under article two of the not-for-profit corporation law or authorized as a foreign corporation under article thirteen of the not-for-profit corporation law; **or**
 - The qualified offeror has been providing continuous FI services since 2012

Award Category 3: Experience Serving Racial, Ethnic and Religious Minorities and New Americans

To the extent that such offers were received, the Department will make at least two additional awards to non-awarded offerors that meet the following criteria:

- The non-awarded offeror provides documentation that it has experience serving racial, ethnic and/or religious minorities or New Americans as defined by section 94-b of the Executive Law; **and**, either:
 - The qualified offeror is formed as a charitable corporation under article two of the not-for-profit corporation law or authorized as a foreign corporation under article thirteen of the not-for-profit corporation law; **or**
 - The qualified offeror has been providing continuous FI services since 2012

Award Category 4: Minority and Women Owned Business Enterprises (M/WBE)

To the extent that such offers were received, the Department will make at least two additional awards to non-awarded offerors where the Lead FI is a NYS certified MBE and/or WBE.

Award Determination

The Department will first issue additional awards under Category 1 and apply the results to Categories 2, 3, and 4, prior to determining whether additional awards are separately required under Categories 2, 3, and 4.

If not satisfied through Category 1, the Department will make two additional awards under Categories 2, 3 and 4. However, awards made under these Categories that also meet other Category criteria will count toward those awards as well.

In the Department's sole discretion, it may issue more than two awards to provide geographic distribution and ensure access in different regions of the State, the determination of which will consider the geographic locations and the other survey responses from awarded offerors.

Survey Question Overview

June 2021

Submission of Survey Responses

- Offerors are required to complete the RFO Survey of Qualified Offerors and provide additional information as detailed therein.
- For all questions, only include information related to the offeror's FISCAL INTERMEDIARY line of business. Do not include information related to affiliate organizations (e.g., LHCSA) or Collaborating Partners included in the initial submission.
- The Department of Health reserves the right to use information outside the survey responses to validate the responses provided.

Submission of Survey Responses (cont.)

Survey responses must be emailed to OHIPcontracts@health.ny.gov prior to 5:00pm EST on the date listed on the Calendar of Events.

Offerors should ensure all scanned materials are legible and complete in the PDF format before submission.

Surveys that are not complete and/or submitted after the due date will not be considered by the Department and the offeror will not be eligible for an additional award.

No extensions will be granted by the Department.

June 2021

Questions and Answers



June 2021