



County of San Luis Obispo

CENTRAL SERVICES

Will Clemens, Director

REQUEST FOR PROPOSAL - #1461 Behavioral Health Clinician for Law Enforcement Crisis Intervention Team

November 1, 2017

The County of San Luis Obispo (County) is currently soliciting proposals for professional services for a behavioral health care provider for the Community Action Team (CAT) Pilot Project. This provider organization will work closely with the County of San Luis Obispo Behavioral Health Department (SLOBHB), the San Luis Obispo Police Department (SLOPD), and other stakeholders to implement and evaluate the CAT Pilot Project in the City of San Luis Obispo. This project is funded as part of the county's Mental Health Services Act plan.

Each proposal shall specify each and every item as set forth in the attached specifications. Any and all exceptions must be clearly stated in the proposal. Failure to set forth any item in the specifications without taking exception may be grounds for rejection. The County reserves the right to reject any and all proposals and to waive any irregularity or informality in any proposal or in the RFP process, as long as, in the judgment of the County, such action will not negate fair competition and will permit proper comparative evaluation of the proposals submitted.

This RFP is posted on the County's Purchasing website at http://www.slocounty.ca.gov/GS/Purchasing/Current_Formal_Bids_and_Proposals.htm. Any changes, additions, or deletions to this RFP will be in the form of written addenda issued by the County. Any addenda will be posted on the website. Prospective proposers must check the website for addenda or other relevant new information during the response period. The County is not responsible for the failure of any prospective proposer to receive such addenda. All addenda so issued shall become a part of this RFP.

If you or your firm is interested and qualified, please submit one (1) electronic copy of your proposal, in Adobe Acrobat Portable Data Format (pdf), through the County's Purchasing website at the address listed above, by **3:00 p.m. on November 29, 2017**.

If you have any questions about the proposal process, please contact the Buyer directly.

ANDREA M RAMSEY
Buyer – Central Services Purchasing
amramsey@co.slo.ca.us

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Behavioral Health Clinician for Law Enforcement Crisis Intervention Team***I. INTRODUCTION*****A. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit offers from qualified individuals and/or organizations to provide the services of a full time (or equivalent) behavioral health provider to be embedded as part of local law enforcement's crisis intervention activities. The County of San Luis Obispo (County), as part of the county's Mental Health Services Act (MHSA) plan, is seeking the professional services of a behavioral health care provider for the Community Action Team (CAT) Pilot Project. This provider organization will work closely with the County of San Luis Obispo Behavioral Health Department (SLOBHB), the San Luis Obispo Police Department (SLOPD), and other stakeholders to implement and evaluate the CAT Pilot Project in the City of San Luis Obispo.

This RFP seeks a behavioral health provider organization to provide a licensed (or license-track) behavioral health professional(s) to respond directly to individuals experiencing behavioral health crises. These behavioral health professionals will work closely with highly trained officers as part of a new behavioral health unit within the San Luis Obispo Police Department. This unit will respond to 911 and other dispatch calls believed to be related to behavioral health crises occurring in the City of San Luis Obispo. The behavioral health professionals will also provide some outreach and follow-up support to individuals who have had prior contact with the police department and/or the community behavioral health system.

Proposals should include responses directly related to the Scope of Services including detailed qualifications, relevant education, Data Collection, and Performance Measurements as outlined.

B. BACKGROUND

Law enforcement officers are often the first responders to individuals experiencing behavioral health crises, and it is widely documented that interactions between under-trained officers and people with behavioral health disorders can lead to poor public safety and health outcomes. Additionally, individuals with behavioral health disorders are overrepresented throughout the criminal justice system. Providing law enforcement officers with training and support around de-escalating behavioral health crises has been shown to improve officer safety, improve the efficiency and efficacy of police interactions, decrease costs to the public, and improve health and public safety outcomes for individuals with behavioral health disorders.

Crisis Intervention Teams (CIT) are an international model for community policing that pairs law enforcement officers and behavioral health professionals to jointly respond to individuals experiencing behavioral health crises. The goals of these types of programs are to improve safety outcomes for both officers and civilians, refer or reconnect individuals to behavioral health resources, and ensure that officers get the training and support they need to safely and effectively engage with individuals experiencing behavioral health crises.

As part of the local Mental Health Services Act (MHSA) plan, key community stakeholders, along with SLOBHB and SLOPD, have proposed and funded a modified version of CIT, called the Community Action Team (CAT) Pilot Project. This project will embed a behavioral health provider within the SLOPD and who will provide field support for the CAT.

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The Mental Health Services Act of 2004, also known as Proposition 63, imposed a tax on Californians earning more than \$1 million a year in order to fund programs and services addressing the mental health needs of the citizenry. Components are categorized as follows:

- i. Community Services and Support (CSS)
- ii. Prevention and Early Intervention (PEI)
- iii. Innovation (INN)
- iv. Workforce Education and Training (WET)
- v. Capital, Facilities, and Technological Needs (CFTN)

Community Services and Supports (CSS) programs serve a wide array of severely mentally ill individuals in all areas of San Luis Obispo County. According to the San Luis Obispo County MHSA 2017-2018 Annual Update, outcome reporting for the MHSA reveals positive changes in meaningful measures such as employment, hospitalizations, education, and quality of life amongst various program participants. Full Service Partnership (FSP) programs continue to engage the most in-need clients of all ages in a wraparound, “whatever-it-takes” model. Unique designs, like the Latino Outreach Program, provide culturally competent care and treatment in neighborhood settings. Forensic coordination efforts have been critical since the State’s adoption of jail realignment (through the passing of Assembly Bill 109) and have provided an opportunity for behavioral health providers to engage inmates before and upon release.

II. SCHEDULE AND SUBMITTAL

A. RFP SCHEDULE

The following represents the tentative schedule for this RFP. Any change in the scheduled dates for the Pre-Proposal Conference, Deadline for Final Questions, Proposal Submission Deadline, or Interviews will be advertised in the form of an addendum to this RFP. The schedule for other milestones dates may be adjusted without notice.

RFP Schedule	Date
RFP Release Date	November 1, 2017
Deadline for Final Questions	November 22, 2017
Proposal Submission Due Date	November 29, 2017
Evaluation of Proposals	December 1, 2017
Contract Negotiations	December 8, 2017
Intent to Award Issued	January 2018
Award by Board of Supervisors	January 2018
Contract Start Date	February 2018

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B. QUESTIONS

All questions (requests for interpretations or corrections) pertaining to the content of this RFP must be made in writing through the County's Purchasing website. All questions pertaining to the content of this RFP must be made by **3:00 p.m. on November 22, 2017**. Requests submitted after said date may not be considered. Questions will receive a response within five (5) business days. Questions and responses will be posted (anonymously) on the Purchasing website, and can be viewed by accessing the RFP. The County reserves the right to determine the appropriateness of comments / questions that will be posted on the website

C. PROPOSAL SUBMITTAL

If you or your firm is interested and qualified, please submit one (1) electronic copy of your proposal, in Adobe Acrobat Portable Data Format (pdf), through the County's Purchasing website at the address listed on the title page by **3:00 p.m. on November 29, 2017**.

III. GENERAL INSTRUCTIONS**A. COUNTY RIGHTS & OPTIONS**

1. All proposals must be submitted to the County's Purchasing website in Adobe PDF format no later than **3:00 p.m. on November 29, 2017**. Late or partial proposals will not be considered.
2. All costs incurred in the preparation and submission of proposals and related documentation will be borne solely by the proposer.
3. This RFP does not constitute an offer of employment or to contract for services.
4. The County may, in its sole and absolute discretion, accept or reject any and all proposals, in whole or in part, with or without cause, in response to this RFP and to make more than one award, or no award, or postpone or cancel, at any time, this RFP process, as which the County determines to be in its best interests.
5. The County reserves the right to remedy technical errors, modify the published scope of services and approve or disapprove the use of all sub-consultants.
6. The issuance of this RFP does not constitute an agreement by the County that any subsequent selection process will occur, or that any contract will be entered into by the County. Proposals and other materials will not be returned.
7. The County has the right to use any or all ideas or concepts presented in any proposal or interview without restriction, without conversation to all applicants.
8. All documents submitted to the County in response to this RFP will become the exclusive property of the County.
9. All proposals shall remain firm for **NINETY, (90)** days following closing date for receipt of proposals.
10. The County reserves the right to award the contract to the firms who present the proposal which, in the judgment of the County, best accomplishes the desired results.
11. The term of the contract: **Effective Date:** The Contract will take effect after a contract

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has been signed by prevailing bidder, on the date that it has been signed by the County. **Duration Date:** The contract will remain in effect until the end of the fiscal year in which the contract has become effective, unless the Department exercises its option to renew the contract. **Option to Renew:** The Health Agency Director or his or her designee may in his or her sole discretion indicated in writing exercise up to two (2) one-year options to renew the contract. Such notice will be given to Contractor prior to the fiscal year in which the option to renew will be effective. Pricing will remain unchanged throughout the term of contract.

12. Any contract awarded pursuant to this RFP will incorporate the requirements and specifications contained in this RFP. All information presented in a proposer's proposal will be considered binding upon selection of the successful proposer, unless otherwise modified and agreed to by the County during subsequent negotiations.
13. Under the provisions of the California Public Records Act (the "Act"), Government Code section 6252 et seq., all "public records" (as defined in the Act) of a local agency, such as the County, must be available for inspection and copying upon the request of any person. Under the Act, the County may be obligated to provide a copy of any and all responses to this RFP, if such requests are made after the contract is awarded. One exception to this required disclosure is information which fits within the definition of a confidential trade secret [Government Code section 6254(k)] or contains other technical, financial or other data whose public disclosure could cause injury to the proposer's competitive position. If any proposer believes that information contained in its response to this RFP should be protected from disclosure, the proposer MUST specifically identify the pages of the response that contains the information by properly marking the applicable pages and inserting the following notice in the front of its response:

NOTICE: *The data on pages _ of this response identified by an asterisk (*) contain technical or financial information, which are trade secrets, or information for which disclosure would result in substantial injury to the proposer's competitive position. Proposer requests that such data be used only for the evaluation of the response, but understands that the disclosure will be limited to the extent the County considers proper under the law. If an agreement is entered into with the proposer, the County shall have the right to use or disclose the data as provided in the agreement, unless otherwise obligated by law.*

The County will not honor any attempt by proposer to designate its entire proposal as proprietary. If there is any dispute, lawsuit, claim or demand as to whether information within the response to the RFP is protected from disclosure under the Act, proposer shall indemnify, defend, and hold harmless, the County arising out of such dispute, lawsuit, claim or demand.

14. The proposer warrants that no official or employee of the County has an interest, has been employed or retained to solicit or aid in the procuring of any contract resulting from this RFP, if any, and further warrants that such person will not be employed in the performance of the contract without immediate written notice to the County.
15. Firms submitting proposals shall warrant that their offer is made without any previous understanding, agreement or connection with any person, firm or corporation submitting a separate proposal for the same project and is in all respects fair, without outside control, collusion, fraud or otherwise illegal action. This condition shall not apply to proposals

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which are submitted by firms who have partnered with others to submit a cooperative proposal that clearly identifies a primary contractor and the associated sub-contractors.

16. Contractor shall comply with all laws and regulations governing nondiscrimination in employment, including the Americans with Disabilities Act of 1990, the Fair Employment and Housing Act (California Government Code §§ 12900, et seq.), and the applicable regulations promulgated thereunder (2 California Code of Regulations §§ 7285, et seq.).
 - 16.1. **Nondiscrimination:** The Contractor, with regard to the work performed by them during the Contract, shall not discriminate on the grounds of race, color or national origin or other legally protected criteria in employment or the selection and retention of subcontractors, including procurement of materials and leases of equipment. The Contractor shall not participate either directly or indirectly in the discrimination prohibited by Section 21.5 of the Regulations, including employment practices when the Contract covers a program set forth in Appendix B of the Regulation.
 - 16.2. **Solicitation for Subcontracts, Including Procurement of Materials and Equipment.** In all solicitation, either by competitive bidding or negotiation, made by the Contractor for work to be performed under a subcontract, including procurement of materials or leases of equipment, each potential subcontractor or supplier shall be notified by the Contractor of the Contractor's obligations under this Contract and the regulations

17. County may negotiate for additional items/services beyond what is described in Appendix A. Items in Appendix A make up the bulk of required items and/or services. Unforeseen additional items and/or services may be required. The County therefore reserves the right to negotiate with the successful proposer for additional items and/or services to be added to the final contract.

B. CHANGES TO THE RFP

This RFP is posted on the County's Purchasing website at http://www.slocounty.ca.gov/GS/Purchasing/Current_Formal_Bids_and_Proposals.htm. Any changes, additions, or deletions to this RFP will be in the form of written addenda issued by the County. Any addenda will be posted on the website. Prospective proposers must check the website for addenda or other relevant new information during the response period. The County is not responsible for the failure of any prospective proposer to receive such addenda. All addenda so issued shall become a part of this RFP. Any proposer who has already submitted their proposal and desires to make corrections, may remove and replace their proposal on the Purchasing website up to the date and time for which this RFP closes.

C. COMMUNICATIONS

All communications concerning this RFP shall be directed to **ANDREA M RAMSEY, amramsey@co.slo.ca.us**. All other communication is not binding and shall in no way modify the RFP or the obligations of the County.

The proceedings of the Selection Committee are confidential, and members of the Selection Committee are not to be contacted by the proposers. After the solicitation has closed, proposers can view the RFP on the Purchasing website where any available

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award information will be posted and updated within the solicitation. Any questions and requests for information must be addressed to the Buyer.

D. INSURANCE

The selected proposer will be required to provide insurance coverage in the amount of One Million Dollars (\$1,000,000) Commercial General Liability (CGL) Insurance.

INSURANCE REQUIRED	AMOUNT
Comprehensive Liability & Property Damage	\$ 1.0 Million per occurrence
Professional Liability	\$ 1.0 Million per occurrence/ \$ 2.0 Million aggregate
Auto Liability /Property Damage/Bodily Injury	\$ 1.0 Million per occurrence
Workers Compensation & Disability Benefits	\$ 1.0 Million per occurrence

The **PROPOSER** shall provide within five (5) days after the Notice of Award is issued a certificate of liability insurance naming the County of San Luis Obispo and its employees and officers as additionally named insured. This shall be maintained in full force and effect for the duration of the contract and must be in an amount and format satisfactory to the County.

E. EXCEPTIONS & DEVIATIONS

Any exceptions to or deviations from the requirements set forth in this RFP must be declared in the proposal submitted by the proposer. Such exceptions or deviations must be segregated as a separate element of the proposal under the heading "Exceptions and Deviations" as instructed below in section IV. The County may waive any immaterial deviation or defect in a proposal.

F. AWARD AND STANDARD AGREEMENT

The County reserves the right to make awards within **NINETY, (90)** days after the date of the RFP closing. The successful proposer is expected to execute a contract similar to the contract in Appendix B. This sample contract is for reference to the anticipated terms and conditions governing the County and the successful proposer. The proposer must take exception in their proposal to any section of the attached contract they do not agree with. Failing to do so will be deemed as acceptance by the proposer to the terms spelled out in the sample contract. The County reserves the right, in its sole discretion, to add, delete, or modify, or negotiate additional terms and conditions to the attached contract. **BEFORE BEGINNING ANY WORK OR SUBMITTING A PROPOSAL IT IS ADVISED THAT PROPOSERS READ THE COUNTY INSURANCE AND INDEMNIFICATION REQUIREMENTS IN THE ATTACHED SAMPLE CONTRACT.** The selected proposer will be asked to provide evidence that County insurance requirements have been met.

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IV. PROPOSAL FORMAT

A qualifying proposal must address all of the following points and shall be in the format outlined in this section:

A. Project Title**B. Applicant or Firm Name****C. Format and Firm Qualifications**

To respond to the RFP, a proposer must submit a proposal on or before the deadline. The proposal shall be limited to **ten (10)** pages in length, not including resumes. The proposal must be signed by a person authorized to bind the proposing firm to the representations, commitments and statements contained in this statement. The statement must contain the following information and documents:

- a. A cover letter summarizing the key points of the proposal (2 pages max.)
- b. **Description of Firm.** A description of the firm's organizational structure, the jurisdiction in which the firm is organized and date of such organization. In addition, provide a brief description of the firm's qualifications and experience on projects of similar nature to those described in the proposal as well as projects/clients where consultant has performed as an extension of staff.
- c. **Authorized representative of the proposer.** The name, address, telephone number, and email address of the person authorized to represent the proposer with respect to all notices, negotiations, discussions, and other communications relating to this proposal, to any negotiation relating to the contract.
- e. **Staffing.** Provide an organizational chart identifying: 1) the project manager for the work; 2) each key person who would be assigned to carry out the work, and their respective roles in performing the work. Provide a separate description of the experience and qualifications of such manager and key persons, including a summary of experience on similar projects to those described in this proposal. Resumes should be included for all key individuals as an appendix to the submittal.
- f. **References.** A list of references for the proposer and sub consultants, including the names, addresses and telephone numbers of recent clients, preferably other public agencies and a listing of the specific projects and key individuals that have participated in them. Include the dollar amount related to the participation. Identify how much experience the firm and sub consultant has had with public agencies.
- g. **Scope.** A clear concise statement of the proposer's understanding of the nature and extent of the services required and a specific outline to demonstrate how personnel would be organized to handle these services.

D. Work Plan / Technical Services

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- a. This section should establish that the proposer understands the County's objectives and requirements, demonstrate the proposer's ability to meet those requirements and outline clearly and concisely the plan for accomplishing the specified work as outlined in Appendix A, Scope of Services.
- b. Indication of information and participation the proposer will require from County staff.

E. Required Attachments Appendix

- a. Resumes. In the Appendix, proposer shall include resumes for all key personnel, the specific projects and roles of the individuals, specialty licenses, certificates or relevant training. List all similar work.
- b. Risk Assessment Questionnaire

F. Fees

- a. Propose total fixed fees as described under Project Scope. Fees shall detail the billing rates for each firm's key individuals, other position's overhead rates and other costs. Include any and all other costs for office, vehicle, cell phones, per diem, etc.

V. PROPOSAL SELECTION & CONTRACT AWARD**A. SELECTION PROCEDURES**

Proposals will be evaluated by a Selection Committee comprised of one or more County departments and stakeholders. The Selection Committee will consider the completeness of a proposal and how well the proposal meets the needs of the County. Evaluations will be based on criteria as outlined in **Section B (Selection Criteria)** below. All proposals in response to this RFP will be evaluated using the same criteria.

The sole purpose of the selection procedure is to determine, from among the responses received, which one is best suited to meet the County's needs. Any final analysis or weighted score does not imply that one proposer is superior to another, but simply that, in the Selection Committee's judgment, the selected proposer appears to offer the best overall solution for the County's current and anticipated needs.

B. SELECTION CRITERIA

The County will evaluate the proposals based on, but not limited to, the following criteria. The objective is to choose the proposal that offers the highest quality services and will achieve the project's goals and objectives within a reasonable budget. While cost is important, other factors are also significant and the County may not select the lowest cost proposal.

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Selection Criteria – RFP (Phase One)	Points Available
Organizational ability to carry out the proposed services, including experience with the target population	25
Demonstration of understanding of the proposed service goals	30
Capacity to collect relevant data and participate in project evaluation	15
Capacity to provide fiscal, administrative, and supervisory support to meet County contract requirements	15
Cost	15
Total Points Available Per Contractor	100

C. FINAL SELECTION

The Selection Committee will formulate its recommendation for award of the Contract, and forward its selection to the appropriate parties for approval.

D. CONTRACT AWARD AND EXECUTION

The County reserves the right to enter into a contract without further discussion of the submitted proposal. Therefore, the proposal should be initially submitted on the most favorable terms the proposer can offer.

The County reserves the right to withdraw the RFP in whole or in part, at any time and for any reason. Submission of a proposal confers no rights upon a proposer and does not obligate the County in any manner. The County reserves the right to award no contract and to solicit additional offers at a later date.

Each proposer, by submitting a proposal, agrees that if the County accepts its proposal, such proposer will furnish all items and services upon the terms and conditions in this RFP and subsequent contract. Proposals that do not meet the mandatory requirements set forth in this RFP will be considered non-compliant. Proposers may be disqualified and the proposal may be rejected by the County for any of, but not limited to, the following reasons:

- Failure to properly respond to the RFP;
- Evidence of collusion among the proposers submitting the proposals;
- Failure to comply with the specification requirements of the RFP.

Terms, conditions, prices, methodology, or other features of the Contractor's proposal may be subject to negotiation and subsequent revision. As part of the negotiations, the Contractor may be required to submit additional financial information and other data to allow for a detailed evaluation of the feasibility, reasonableness, and acceptability of the proposal.

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The RFP document and the successful proposer's proposal response, as amended by agreement between the County and the successful Contractor, including e-mail or written correspondence relative to the RFP, may become part of the contract documents. Additionally, the County may verify the successful proposer's representations that appear in the proposal. Failure of the successful proposer to perform as represented may result in elimination of the successful proposer from competition or in contract cancellation or termination.

The requirements listed in this RFP are not negotiable and will remain unchanged unless the County determines that a change in such requirements is in the best interest of the County.

The County expressly reserves the right, in its sole judgment, to accept or reject any or all proposals, with or without cause, modify, alter, waive any technicalities or provisions, or to accept the proposal which, in its sole judgment, is determined to be the best evaluated offer resulting from negotiation and taking into consideration other evaluation factors set forth in the RFP. The successful proposer will be expected to enter into a contract with the County. If the successful proposer fails to sign a contract within fifteen (15) business days, unless the County grants an extension, following the delivery of the contract documents, the County may elect to negotiate a contract with the next-highest ranked proposer.

The County shall not be bound, or in any way obligated, until both parties have executed a contract. The selected proposer may not incur any chargeable costs prior to final contract execution. The foregoing should not be interpreted to prohibit either party from proposing additional contract terms and conditions during the negotiation of the final Contract.

The supplies and services are to be provided in compliance with all applicable state and federal standards, rules and regulations. The County reserves the right to request additional written and/or oral information from proposers at any time before contract award, in order to obtain clarification of their responses.

E. PROTEST OF AWARD

Any objection to the County's final decision will be handled according to applicable state and local procurement laws.

VI. DEFINITIONS

Response: The written, signed and sealed complete document submitted according to the proposal instructions. Response does not include any verbal or documentary interaction apart from submittal of a formal Response.

Request/Proposal/Bid: The completed and released document, including all subsequent addenda, made publicly available to all prospective proposers.

We/Us/Our: Terms that refer to the County of San Luis Obispo, a duly organized public entity. They may also be used as pronouns for various subsets of the County organization, including, as the context will indicate.

Purchasing: The Contracts and Purchasing Services Division of the Department of Central Services.

Department/Division: The department or division requesting the goods or services contained in this request, for which this PROPOSAL is prepared and which will be the end user of the requested goods or services.

You/Your: Terms that refer to businesses/individuals submitting a response. The term may apply differently as the context will indicate.

Supplier: A business entity engaged in the business of providing services.

Proposer: A business entity submitting a Response to this proposal. Suppliers which may express interest in this proposal, but who do not submit a Response, have no obligations with respect to the proposal requirements.

Contractor: The proposer(s) whose Response to this proposal is evaluated as meeting the needs of the County. Contractor(s) will be selected for award, and will enter into a contract(s) for provision of the services described in this proposal.

Contractor's Employee: All persons who can be offered to provide the services described in the proposal. All employees of the Contractor shall be covered by the insurance programs normally provided to persons employed by a company (ex: Worker's Comp, SDI, etc.).

Mandatory: A required element of this request/proposal/bid. Failure to satisfy any element of this request/proposal/bid defined as "mandatory" will disqualify the particular response.

Default: A failure to act as required by any contract resulting from this request, which may trigger the right to sue or may excuse the other party's obligation to perform under the contract.

Cancellation/Termination: A unilateral or mutual decision to not complete an exchange or perform an obligation under any contract resulting from this request.

"Or Equal": A statement used for reference to indicate the character or quality desired in a requested product or service. When specified in a proposal document, equal items will be considered, provided the response clearly describes the article. Offers of equal items must state the brand and number, or level of quality. When brand, number, or level of quality is not stated by proposer, the offer

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will be considered exactly as specified. The determination of the Purchasing Agent as to what items are equal is final and conclusive.

Behavioral Health Clinician for Law Enforcement Crisis Intervention Team**APPENDIX A – SCOPE OF SERVICES**

The selected provider organization will have the ability and capacity to employ 1.0 full-time equivalent (FTE) behavioral health professional(s) licensed (or registered as an intern) in California at the advanced clinical level (e.g., LCSW, LMFT, LPCC) and to support them through regular and ongoing clinical supervision. These behavioral health professionals will cover 40 hours per week on a flexible schedule (may include weekends, evenings, and on-call).

The selected provider organization will be expected to participate in implementation planning, project evaluation, and sustainability planning throughout the lifespan of this project. The selected provider will have strong collaborative relationships with the acute care and crisis systems in San Luis Obispo County and be comfortable working in the community (i.e., in people's homes, on the street, or in other public places). The selected provider should have some familiarity and comfort with community policing concepts and police culture.

The 1.0 FTE behavioral health professional(s) will:

- Provide direct crisis intervention to individuals in the community in partnership with law enforcement officers assigned to the CAT unit,
- Assist individuals to connect with behavioral health care and other needed resources,
- Provide needed follow-up support to individuals who previously contacted or interacted with the CAT unit,
- Provide outreach to individuals who call the police department or 911 but do not require an immediate in-person response,
- Participate in cross-training with police officers assigned to the CAT unit,
- Provide Crisis Intervention Training and other best practice (e.g. Mental Health First Aid) for police department staff, and
- Agree to safety protocols that establish law enforcement as the controlling authority at scenes of behavioral health crises.

It will be important that the behavioral health professionals assigned to this project have training and experience relevant to serving individuals who are likely to be referred through this project. Training and experience should include, but not be limited to, trauma-informed care, outreach and engagement techniques, de-escalation and crisis intervention, harm reduction, motivational interviewing, etc.

Staffing

The selected provider will be expected to employ 1.0 FTE behavioral health professional(s) licensed (or registered as an intern) in California at the advanced clinical level (e.g., LCSW, LMFT, LPCC). These behavioral health professionals will cover 40 hours per week on a flexible schedule (may include weekends, evenings, and on-call). The selected provider organization will also be expected to provide regular and ongoing clinical supervision to the behavioral health professionals. It is expected that individuals referred through this project may have difficulties occurring across multiple life domains or may be reluctant to engage in behavioral health care. The selected provider organization should be prepared to support behavioral health professionals doing challenging and demanding work.

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In the Proposal (as outlined in Section IV, Proposal Format), please provide the following:

Data Collection and Performance Measurement:

SLOBHB is dedicated to enhancing outcomes reporting system-wide in order to evaluate the quality of public behavioral health services in San Luis Obispo County. The selected applicant will be expected to submit program reports to SLOBHB during the entirety of the approved contract term. SLOBHB requires quarterly program reporting on key indicators, which will include at least the following:

- Services provided to individuals,
- Training outcomes with police personnel,
- Number and outcome of referrals,
- Client-level demographic information of referrals, and

Additionally, the provider organization selected through this RFP process will be expected to participate in an MHSA evaluation of this project, which may include additional data collection and reporting.

- Please provide an outline of targeted outputs (e.g. contacts, referrals made, etc.) and measurable outcomes (e.g. 60% of those engaged will not recidivate or be contacted by police again within a three-month period)

MHSA Values

Describe your capacity to successfully carry out the proposed activities within the principles of

- Cultural Competence.
- Community Collaboration.
- Client, Consumer, and Family Involvement.
- Integrated Service Delivery.
- Wellness and Recovery.

Project Budget

The maximum funding available for this project is \$115,000. MHSA funds will be available to support personnel, travel, professional development, and equipment (e.g., laptops). Responding organizations may outline potential for Medi-Cal billing to identify potential reimbursement and cost savings.

a. A line item budget is required that:

- i. Outlines revenue and expenditure projections per fiscal year (July-June) for a three year period.
 - 1(a) Please include an additional initial budget for one half year (January – June)
- ii. Budget projection should include any estimated Medi-Cal and other revenue reimbursement offsets, if available.

b. A budget narrative is required that:

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- i. Describes each line item;
- ii. Explains the necessity of each item and any variance between year-to-year budgets;
- iii. Identifies if these funds will be used for a match required by other funding sources, if so please list the funding source and the amount of match.

APPENDIX B – SAMPLE CONTRACT

1. See Appendix B – Sample Contract

APPENDIX C – LOCAL VENDOR PREFERENCE

The **County** has established a local vendor preference. When quality, service, and other relevant factors are equal, responses to Requests for Proposals will be evaluated with a preference for local vendors. Note the following exceptions:

1. Those contracts which State Law or, other law or regulation precludes this local preference.
2. Public works construction projects.

A "local" vendor preference will be approved as such when, 1) The vendor conducts business in a fully staffed office with a physical address within the **County** of San Luis Obispo; 2) The vendor holds a valid business license issued by the **County** or a city within the **County**; and 3) The vendor has conducted business at the local address for not less than six (6) months prior to the due date of this Request for Proposal.

Proposals received in response to this Request for Proposal will be evaluated by the Selection Committee considering the local vendor preference described above when quality, service and other relevant factors are equal. The burden of proof will lie with proposers relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200.

	YES	NO
Do you claim local vendor preference?		
Do you conduct business in an office with a physical location within the County of San Luis Obispo?		
Business Address: _____		
Years at this Address: _____		
Does your business hold a valid business license issued by the County or a City within the County?		
Name of Local Agency which issued license: _____		

Business Name: _____

Authorized Individual: _____ Title: _____

Signature: _____ Dated: _____

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APPENDIX D – RISK ASSESSMENT QUESTIONNAIRE**Required Submittal**

1. List the full names of any partners, owners, officers or other persons occupying a position of authority or responsibility in your organization.

2. Have the individual(s) in item #1 been subject to bankruptcy, insolvency or receivership proceedings in the last five (5) years? Yes No If yes, please enclose details.

3. Has your business/company/organization filed for bankruptcy within the last five (5) years? Yes No If so, please enclose details.

4. Has your business/company/organization/individual(s) in item #1 ever had a contract for the general type of services/product sought by the County terminated for non-compliance or inadequate performance? Yes No If yes, please enclose details.

5. Has your business/company/organization/individual(s) in item #1 ever defaulted on a contract for the general type of services/product being sought by the County?
Yes No If yes, please enclose details.

6. Has there been, in the last five (5) years, or is there now pending or threatened, any litigation, arbitration, governmental proceeding or regulatory proceeding involving claims in excess of \$100,000 with respect to the performance of any services or the provision of any product by your business/company/organization/individual(s) in item #1? Yes No
If yes, please enclose details.

7. Has your business/company/organization/individual(s) in item #1 fulfilled all of its obligations relating to the payment of county taxes, fees, or other obligations?
Yes No If no, please enclose details.

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- 8. In the last five (5) years, has your business/company/organization/individual(s) in item #1, been or currently involved in any action, audit or investigation brought by any federal government agency or authority or by any state or local governmental agency? Yes No If yes, please enclose details.

- 9. In the last five (5) years, has your business/company/organization/individual(s) in item #1 been debarred or suspended for any reason by any federal, state or local government or refrained from bidding on a project due to an agreement with such governmental agency? Yes No If yes, please attach a full explanation.

- 10. In the past five (5) years, has your business/company/organization/individual(s) in item #1 had its surety called upon to complete any contract, whether government or private sector? Yes No If yes, please enclose details.

- 11. In the past five (5) years, has your business/company/organization/individual(s) in item #1 had a revocation, suspension or disbarment of any business or professional permit and/or license? Yes No If yes, please enclose details.

- 12. Has your firm or any of its owners, officers or partners ever been convicted of a federal or state crime of fraud, theft, or any other act of dishonesty?
 Yes No If "yes," identify on a separate signed page the person or persons convicted, the court (the county if a state court, the district or location of the federal court), the year and the criminal conduct.

Signature

THE UNDERSIGNED HEREBY CERTIFIES THAT THE RESPONSES PROVIDED ARE CORRECT AND TRUTHFUL TO THE BEST OF MY KNOWLEDGE AND FOR THOSE RESPONSES GIVEN WHICH ARE BASED ON INFORMATION AND BELIEF, THOSE RESPONSES ARE TRUE AND CORRECT BASED ON MY PRESENT BELIEF AND INFORMATION.

Dated this _____ day of _____ of the year _____

Name of organization: _____

Signature: _____

Printed Name and title: _____

APPENDIX E – PROPOSER CHECKLIST

Please check all documents in which you have included with your submittal.

Technical Proposal (Required).....

(Including resumes)

Risk Assessment Questionnaire (Required)

Local Vendor Preference