

## **REQUEST FOR PROPOSALS (RFP): RE-RELEASED BCDSS Mental Health Services for Children in Out-of- Home Care RFP**

Pre-Proposal Conference Held: October 14, 2025, | 1 p.m.

### **BHSB Facilitators:**

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## **QUESTIONS AND ANSWERS**

Posted: October 21, 2025

**Question 1: What is the reason for BHSB re-releasing the RFP? Our organization was among the applicants for the first time the RFP was released. Any feedback about this would be greatly appreciated.**

Answer: At BHSB, our competitive procurements are an important part of how we build an efficient and responsive system of care while ensuring we are good stewards of public funds that advance our organizational value of integrity. In doing that, we are always reviewing ways to enhance our processes. This decision was made due to the identification of an internal conflict of interest and the need to revise the eligibility criteria to ensure greater clarity and precision in the language. BHSB is committed to enhancing our procurement processes to ensure equitable competitive procurement.

**Question 2: Page 3 of RFP says you are seeking one OMHC then in the next sentence refers to four OMHC's providing services. Just to clarify, are you seeking one provider with 4 OMHC locations or 4 different providers?**

Answer: This project currently has 3 existing providers; at this time, we are only procuring 1 OMHC to have a total of 4 providers.

**Question 3: Since this is an existing contract, can you identify the current providers delivering services in this program?**

Answer: Sharing of the current providers would not be appropriate at this time and will be shared with the selected applicant.



**Question 4: We submitted as well. We did not receive any "reasons" why the request was re-released, and we do not see any differences. This process is very time-consuming, so we are trying to determine if this is worth doing again.**

Answer: We provided the reasons why we as an organization decided to re-release this procurement; I cannot determine if it is worth it for your organization to submit another proposal. We do thank you all for your submissions.

**Question 5: Do we have access to data showing the number of children placed by county? Specifically, I'm looking for a breakdown by location that shows how many children are currently placed from each county.**

Answer: This data is not available for the purpose of this RFP.

**Question 6: I am late but do you have to have an office in Baltimore to apply for this contract?**

Answer: There must be an office located in Baltimore City.

**Question 7: As this an existing contract what are the barriers or challenges faced by providers in delivering services to clients in the program?**

Answer: Selected provider will have familiarity with the systems involved youth and families as well as the challenges commonly encountered by this targeted population.

**Question 8: Can you explain the payment process...award amount vs billing Medicaid?**

Answer: Medicaid is considered third party income, and all billable services are submitted to Medicaid. When submitting the budget in CMS, expenditures are increased and estimated Medicaid income will reduce overall contract amount to arrive at award amount. Payments received from Medicaid are recorded on fiscal reports submitted to BHSB. Fiscal reports are due to BHSB by the 10th of every month for expenditures from the prior month.

**Question 9: Page 4 of RFP under Services header #2: refers to providing services in Baltimore City or elsewhere in Md. Must provider serve entire state?**

Answer: Yes, services are provided across the State of Maryland.

**Question 10: How does this version of the RFP differ from the first one?**



Answer: We made changes to the language to be clearer and concise. Please review the updated RFP.

**Question 11: How will we know when to bill BHSB vs Medicaid?**

Answer: The provider will seek cost reimbursement for all services eligible for reimbursement through the public behavioral health fee for services system (e.g., Administrative Services Organization/ASO). Grant funding will be accessed for non-billable services only.

**Question 12: I have an agreement to cooperate with BHSB. Would that help even though my office is in Columbia, or is it still not going to work?**

Answer: The selected provider must have a office located in Baltimore City

**Question 13: please explain the grant amount v. Medicaid billing again, please.**

Answer: See question 8.

**Question 14: As a first-time applicant, could you clarify how points are awarded in the application process or is there no point system?**

Answer: There is a total of 100 points that can be awarded for the scoring process. Each section has an allotted number of max points.

**Question 15: Were the sections of the RFP re-release clarified because none of the applicants adequately addressed the needs and requirements under the first RFP release?**

Answer: No

**Question 16: When you say "the applicant will collaborate with BHSB staff to determine appropriate FTE for managing data collection efforts" are you suggesting putting an FTE placeholder in the budget?**

Answer: There is no data management component to this agreement. Please review the RFP for further details regarding FTE's.

**Question 17: Is the prorated amount is the CAP for "billable" services to BSHB?**

Answer: The prorated amount is the "CAP" for the timeframe of the agreement.

**Question 18: Are there any restrictions on indirect rate?**

Answer: Indirect costs (IDC) are limited to 15% of the "modified total direct costs" or MTDC of the services provided. If your organization has an approved federal indirect cost rate, apply for that rate. If you are charging IDC based on an approved federally negotiated IDC rate agreement, you must share with your budget submission a copy of the IDC rate agreement.



**Question 19: Is there a list of billable and billable services for the awarded amount?**

Answer: Billing Maryland Medical Assistance (MA) per COMAR 10.21.20.05 and 10.21.17.03.

**Question 20: Should the office address be on license correct?**

Answer: Yes, your license should reflect the correct address for the organization.

**Question 21: When does the foster care training need to be completed?**

Answer: The training will be completed after provider selection in the manners described in question 23.

**Question 22: On the rfp, under implementation timeline (p16) says contracts are supposed to start January 1, that should read February?**

Answer: The question is meant to gauge how potential applicants will create an implementation timeline. The award dates are listed on the title page of this RFP.

**Question 23: About fostering care training timeline again...will this only be offered once and all staff must complete at same time?**

Answer: Selected Outpatient Mental Health Providers must become certified in the Baltimore City Foster Care Clinician Curriculum, which is rooted in youth/family input and implementation science. The curriculum trains clinicians to support children and families in the child welfare system with a culturally responsive approach. Delivered via 18 asynchronous 2-hour sessions over 10 weeks, totaling 36 training hours. Clinical supervisors are required to complete at least a 2-hour session. Ongoing training and support will be provided, and providers must notify BCDSS and model purveyors of any staffing changes for certification coordination.

**Question 24: The packet mentioned that you need your funds overlooked from the past years. can you explain**

Answer: Every proposal submission must be submitted with a financial audit package. This can be personal or business financial information.

**End of Questions and Answers**