

**BEACON HEALTH OPTIONS OF PA (BEACON)
IN PARTNERSHIP WITH
SOUTHWEST BEHAVIORAL HEALTH MANAGEMENT (SBHM)
AND WESTMORELAND COUNTY BH/DS OFFICE
HAVE ISSUED A
REQUEST FOR PROPOSALS (RFP)
FOR
INDIVIDUAL PRACTITIONER
TO SERVE LIGONIER VALLEY SCHOOL DISTRICT**

INSTRUCTIONS FOR SUBMISSION:

All completed RFPs must be submitted to the address below:

U.S. Postal Mail

Beacon Health Options of Pennsylvania
P.O. Box 1840
Cranberry Township, PA 16066-1840
Attn: Charlotte Chew, Provider Relations
Director

**Hand Delivery or by UPS/FedEx
Overnight**

Beacon Health Options of Pennsylvania
One Adams Place, Suite 100
300 Seven Fields Boulevard
Seven Fields, PA 16046
Attn: Charlotte Chew, Provider Relations
Director

- *Five (5) original, unbound proposals must be received by 4:00PM, Monday, September 16, 2019.*
- *Late proposals will not be considered.*
- *Faxed or e-mailed submissions will not be considered.*
- *All pages of the proposal must be numbered.*

Please submit the following information:

Agency Name: _____

Address: _____

Telephone: _____ Fax: _____

Email: _____ Contact Person: _____

Submitted by: *(Please Print Name & Title)*

(Signature) _____ Date: _____

Background:

Beacon Health Options of PA maintains a comprehensive network of agencies in the Southwest Behavioral Health Management counties that provide children's mental health treatment services for HealthChoices recipients. This extensive network provides a diversity of location, choice and specialization of these services for HealthChoices members.

Despite this comprehensive network, an unmet need exists for outpatient mental health services for children and their families in the Ligonier Valley School District of Westmoreland County. Westmoreland County has an extensive network of mental health clinics that provide school-based outpatient services to children throughout the County. Westmoreland County BH/DS Office, in partnership with Beacon Health Options of PA (Beacon) and Southwest Behavioral Health Management (SBHM), referred to as "the Partners", is seeking an independent, individual practitioner, who is not contracted under a licensed mental health clinic, that would be able to provide mental health psychotherapy services to children and families of this school district who have a high level of need. These services will be reimbursed as outpatient psychotherapy and tied to the personal license of the clinician. These therapeutic services will provide individual outpatient psychotherapy to identified children and adolescents in the Ligonier Valley School District, as well as individual and family psychotherapy in the home of the child/adolescent. This holistic approach to treating the child/adolescent in multiple environments will ensure consistent interventions and treatment support for both the youth and their family. Also, due to the rural nature of this school district, the Partners are also seeking to ensure that there are no barriers to accessing the needed mental health treatment services, or other community supports.

To ensure coordination and a holistic approach to the care of these youth, the Mental Health Practitioner selected through this RFP process will also be expected to work very closely with all educational, nursing, medical, case management and psychiatric services of these students, received in and out of the school setting,. School District professionals have also identified the need for this practitioner to have an extensive background and experience in identifying and addressing trauma in children/adolescents, as well as within a family unit.

The awarded practitioner will be expected to provide therapy consistent with the child/adolescent's extensive psychotherapy needs and meet higher expectations for training and qualifications, which will result in the opportunity to receive an adjusted reimbursement rate to ensure sustainability of this new service.

To ensure these expectations will meet the needs of the students, as well as provide high quality clinical treatment services, these standards will be developed by School District professionals and Westmoreland County staff, with input from the awarded clinician.

All services provided for these levels of care must adhere to all respective federal, state and local standards and regulations.

TARGET POPULATION

The target population for this program will be students attending school in the Ligonier Valley School District in need of mental health outpatient treatment services.

SCOPE OF SERVICES

These intensive outpatient services should include the following principles:

- Services should provide psychiatric stabilization through therapeutic interventions and clinical support in both the school and family setting;
- Services should be proactive and positive, building on the strengths of the student;
- Through ongoing professional collaboration, the clinician should evidence strong alliances and experience in collaborating with the school staff, the Student Assistance Program (SAP) and the Base Service Unit (BSU);
- Services must follow the mandate to be least intrusive, least restrictive and responsive to the individual needs of the child within the school and home settings;
- Services should work closely with all other service systems to ensure a holistic approach to meeting the needs of the child and family;
- Services should provide family engagement and active involvement at the initiation and throughout the treatment process;
- Services should work closely with the school district and in the home environment to create a culture of competence, growth and inclusion for the child;
- Services should encompass and address the child's social determinants of health to ensure successful treatment interventions;
- Services should endorse the CASSP principles of being child centered and family focused.

MINIMUM QUALIFICATIONS

All applicants **must** meet the following minimum qualifications to be considered for this procurement process:

1. Be an individually PA licensed mental health professional not affiliated with a licensed mental health clinic in PA.
2. Be currently contracted with Beacon Health Options of PA as an individual practitioner within the HealthChoices Program.
3. Be willing to provide mobile outpatient treatment services in the Ligonier Valley School District and in the community/homes of the students.
4. Must have experience in the identification, assessment and treatment of trauma.

ADDITIONAL PREFERRED QUALIFICATIONS

1. Provider has existing collaborative relationships with Ligonier Valley Schools and/or other child serving systems in Westmoreland County.
2. Provider is experienced in providing therapeutic outpatient services to individuals and/or families impacted by trauma.
3. Provider has experience participating in the planning of Individualized Educational Programs (IEPs) with school districts.

INTENT

It is the intent of the above noted Partners to solicit proposals with the intention of executing a contract. This notwithstanding, any proposal shall be submitted with the following expressed understanding:

- This Request for Proposals is not subject to the competitive bidding process and any contract entered into as a result of any proposal will not be based on the concept of the “lowest cost applicant”;
- The Partners have the right to reject any and all proposals at any time during the process;
- The Partners reserve the right to reject any applicant that does not sufficiently document that they meet the minimum qualifications to respond to this RFP;
- The Partners may modify the selection process or the scope of the project or the required responses at any time;
- All costs of developing proposals and any subsequent expenses relating to contract negotiations are entirely the responsibility of the applicant and may not be charged to the Partners.

INCURRING COSTS

The Partners are not liable for any costs incurred by applicants for work performed in preparation of a response to this RFP.

PROPOSAL REVIEW

The Partners reserve the right to reject any and all proposals received as a result of this RFP and to negotiate separately with competing applicants. If all proposals are unacceptable, the Partners reserve the right to reject the proposals and to issue a new RFP. The Partners also reserve the right to reject a proposal at any time during the process. The proposal and all the materials submitted with the proposal will become the property of the Partners upon submission.

SELECTION/REJECTION PROCEDURE

Applicants whose proposals are selected will be notified in writing as to their selection. Applicants whose proposals are not selected will also be notified in writing by Beacon. Applicants responding to this RFP will not receive any feedback on the quality of their responses or the selection process. Submission of a proposal by a provider to Beacon constitutes express acceptance by the provider to be bound by all the terms, conditions, and provisions of the RFP, including but not limited to all exhibits and/or appendices to the RFP.

RFP AWARD CONDITIONS

Following award of the RFP, the clinician must be able to complete the following steps. If a chosen provider cannot complete any of these steps, they will be determined ineligible to continue the process. If an individual is determined to be ineligible to continue the process, the Partners reserve the right to terminate the process, reject the proposal, choose another applicant and/or issue a new RFP.

1. Documentation that the individual is currently be a licensed independent practitioner of mental health services in Pennsylvania.
2. Documentation that the individual is currently in-network with Beacon.
3. Documentation of training and/or experience with individuals struggling with trauma.

The award resulting from this RFP does not ensure that the need in the community is sufficient to support the development and/or sustainability of this service.

UPON AWARD

- The provider can expect to be reimbursed at a sustainable rate for this service.

There is no commitment by the Partners on anything beyond what is directly stated in this RFP.

Questions pertaining strictly to information contained in the RFPs may be submitted in writing via email to Kimberly.Tzoulis@beaconhealthoptions.com up to **close of business Friday, August 23, 2019**. All questions and answers will be posted on the Beacon website the following week. Continue to check the website daily at: <https://pa.beaconhealthoptions.com/providers/requests-for-informationproposals/>

If your agency meets the Minimum Qualifications listed above, please respond to this RFP by following the directions below.

DIRECTIONS

1. Be sure your agency meets all the minimum qualifications prior to completing your response.
2. Respond to each question as completely as possible.
3. Respond to the questions in the sequence that they appear in the RFP.
4. There is no page limit to responses.
5. All pages must be sequentially numbered.
6. All responses must be typed using 12-point font.
7. Additional supporting or requested documentation should be attached as Appendices.

REQUEST FOR PROPOSALS

Please address the following elements regarding your interest in and ability to provide these mobile outpatient services to students in the Ligonier Valley School District.

1. Please provide a brief overview of your experience serving this target population. Please describe in detail your background, experience and present activity, as well as your personal philosophy and how it will enable you to successfully provide these services to students and their families. (10 pts)
2. Describe your experience and approach to assessing and addressing children/adolescents and or families dealing with trauma. Also describe any specialized training, certification, etc., in trauma informed clinical services. Attach verification documentation. (15 pts)
3. Describe your experience serving children/adolescents with co-occurring disorders (i.e. mental health, developmental disabilities, substance use disorders). If you consider yourself to be a specialist in treating certain diagnostic categories or disorders, please describe (explain why) and provide any relevant supporting documentation. Also, provide documentation/verification of expertise in serving any of the above listed special populations. (15 pts)
4. Describe your experience working collaboratively with school district staff or other community services or supports to ensure a holistic approach and continuity of care for the individual. (10 pts)
5. Describe some of the agencies/organizations/etc. that you feel you may need to coordinate with in order to best serve the needs of these students and what you would expect to be the benefits of each of those collaborative efforts. (10 pts)
6. Describe some examples of outcomes/higher expectations for these outpatient services that you feel would be reasonable, collectible and achievable to document quality services for this population. Outcome measures should be based on resiliency-oriented principles such as: (10 pts)
 - Improving quality of life
 - Individual and family satisfaction
 - Improving community and educational integration
 - Participation in meaningful activities and social relationships
 - Discharge choice
 - Peer and community supports
7. Describe your personal understanding and commitment to the concepts of recovery and resiliency. Explain how these would apply to this target population and how you would integrate them into your treatment services. (10 pts)
8. Provide any other information the organization would like to offer, such as letters of recommendation, memorandums of understanding etc. to support the proposal. (5 bonus pts)

REQUIRED ATTACHMENTS

IF THESE REQUIRED ATTACHMENTS ARE NOT PROVIDED, THE SUBMISSION WILL NOT BE CONSIDERED COMPLETE AND WILL BE EXCLUDED FROM THE REVIEW PROCESS.

Attach all the necessary documentation to demonstrate that your agency meets each of the below listed Minimum Qualifications to respond to this RFP. Please ensure that the documentation is current and reflective of the appropriate minimum standard. Also, for appropriate criteria listed below, provide a timeline outlining when your agency can be expected to complete/meet the criteria.

1. Must currently be an individually licensed PA mental health professional not affiliated with a licensed mental health clinic. **Attach required documentation (Required - no points)**
2. Must be currently contracted with Beacon Health Options of PA as an individual practitioner within the HealthChoices program. **Attach documentation of a current contract with Beacon (Required - no points)**

Total points without bonus points = 80

END OF RFP