



STATE OF ARKANSAS

OFFICE OF STATE PROCUREMENT

1509 West 7th Street, Room 300
Little Rock, Arkansas 72201-4222

TECHNICAL PROPOSAL PACKET

SP-16-0215

SERVICE PROVIDER

NOTE: Updates are designated by red font.

CAUTION TO VENDOR

Vendor's failure to submit required items and/or information as specified in the *Bid Solicitation Document* **shall** result in disqualification. *



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PROPOSAL SIGNATURE PAGE

Type or Print the following information.

RESPONDENT'S INFORMATION					
Company:					
Address:					
City:		State:		Zip Code:	
Business Designation:	<input type="checkbox"/> Individual <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Public Service Corp <input type="checkbox"/> Partnership <input type="checkbox"/> Corporation <input type="checkbox"/> Nonprofit				
Minority Designation: <i>See Minority Business Policy</i>	<input type="checkbox"/> Not Applicable <input type="checkbox"/> African American <input type="checkbox"/> Hispanic American <input type="checkbox"/> Pacific Islander American <input type="checkbox"/> American Indian <input type="checkbox"/> Asian American <input type="checkbox"/> Service Disabled Veteran				
AR Minority Certification #: _____			Service Disabled Veteran Certification #: _____		

VENDOR CONTACT INFORMATION			
<i>Provide contact information to be used for bid solicitation related matters.</i>			
Contact Person:		Title:	
Phone:		Alternate Phone:	
Email:			

CONFIRMATION OF REDACTED COPY
<input type="checkbox"/> YES, a redacted copy of submission documents is enclosed. <input type="checkbox"/> NO, a redacted copy of submission documents is <u>not</u> enclosed. I understand a full copy of non-redacted submission documents will be released if requested. <i>Note: If a redacted copy of the submission documents is not provided with vendor's response packet, and neither box is checked, a copy of the non-redacted documents, with the exception of financial data (other than pricing), shall be released in response to any request made under the Arkansas Freedom of Information Act (FOIA). See Bid Solicitation for additional information.</i>

An official authorized to bind the vendor to a resultant contract must sign below.

The signature below signifies agreement that either of the following **shall** cause the vendor's proposal to be disqualified:

- Additional terms or conditions submitted in their proposal, whether submitted intentionally or inadvertently.
- Any exception that conflicts with a Requirement of this *Bid Solicitation*.

Authorized Signature: _____ Title: _____
Use Ink Only.

Printed/Typed Name: _____ Date: _____

SECTION 1 - VENDOR AGREEMENT AND COMPLIANCE

- Any requested exceptions to items in this section which are NON-mandatory **must** be declared below or as an attachment to this page. Vendor **must** clearly explain the requested exception, and should label the request to reference the specific solicitation item number to which the exception applies.
- Exceptions to Requirements **shall** cause the vendor's proposal to be disqualified.

By signature below, vendor agrees to and **shall** fully comply with all Requirements as shown in this section of the bid solicitation.

Authorized Signature: _____
Use Ink Only.

Printed/Typed Name: _____ Date: _____

SECTION 2 - VENDOR AGREEMENT AND COMPLIANCE

- Any requested exceptions to items in this section which are NON-mandatory **must** be declared below or as an attachment to this page. Vendor **must** clearly explain the requested exception, and should label the request to reference the specific solicitation item number to which the exception applies.
- Exceptions to Requirements **shall** cause the vendor's proposal to be disqualified.

By signature below, vendor agrees to and **shall** fully comply with all Requirements as shown in this section of the bid solicitation.

Authorized Signature: _____
Use Ink Only.

Printed/Typed Name: _____ Date: _____

SECTION 3 - VENDOR AGREEMENT AND COMPLIANCE
SERVICE PROVIDER ONLY

- Exceptions to Requirements **shall** cause the vendor's proposal to be disqualified.

By signature below, vendor agrees to and **shall** fully comply with all Requirements as shown in this section of the bid solicitation.

Authorized Signature: _____
Use Ink Only.

Printed/Typed Name: _____ Date: _____

SECTION 4 - VENDOR AGREEMENT AND COMPLIANCE FISCAL INTERMEDIARY ONLY

- *Exceptions to Requirements **shall** cause the vendor's proposal to be disqualified.*

Section 4 does not apply for Service Provider response.

SECTION 5 - VENDOR AGREEMENT AND COMPLIANCE
PROJECT MANAGER ONLY

- *Exceptions to Requirements **shall** cause the vendor's proposal to be disqualified.*

Section 5 does not apply for Service Provider response.

SECTIONS 6, 7, 8 - VENDOR AGREEMENT AND COMPLIANCE

- Exceptions to Requirements **shall** cause the vendor's proposal to be disqualified.

By signature below, vendor agrees to and **shall** fully comply with all Requirements as shown in this section of the bid solicitation.

Authorized Signature: _____

Use Ink Only.

Printed/Typed Name: _____ Date: _____

PROPOSED SUBCONTRACTORS FORM

- **Do not** include additional information relating to subcontractors on this form or as an attachment to this form.

VENDOR PROPOSES TO USE THE FOLLOWING SUBCONTRACTOR(S) TO PROVIDE SERVICES.**Type or Print the following information*

Subcontractor's Company Name	Street Address	City, State, ZIP

☐ **VENDOR DOES NOT PROPOSE TO USE SUBCONTRACTORS TO PERFORM SERVICES.**

By signature below, vendor agrees to and **shall** fully comply with all Requirements related to subcontractors as shown in the bid solicitation.

Authorized Signature: _____
Use Ink Only.

Printed/Typed Name: _____ Date: _____

INFORMATION FOR EVALUATION

- Provide a response to each item/question in this section. Vendor may expand the space under each item/question to provide a complete response.
- **Do not** include additional information if not pertinent to the itemized request.
- While final contract negotiations will utilize marginal cost figures that have yet to be calculated, vendors may use the following illustrative figures to construct their cost-benefit analyses:
 - The average cost of a day of incarceration in Arkansas for FY 15 was approximately \$62.
 - The average cost of a day of community supervision for FY 15 was approximately \$2.24.

	Maximum RAW Score Available
SERVICE PROVIDER ONLY GENERAL INFORMATION	
SP.1 GENERAL EXPERIENCE	
A. Describe the specific ways in which you are qualified to provide high-quality programming that meets ACC's needs using Pay for Success financing.	5 points
B. Describe the organization's development of the proposed program.	5 points
C. Describe the organization's intervention model of the proposed program.	5 points
SP.2 OUTCOMES	
A. Define measurable outcomes, evaluable relative to a counterfactual, and achievable based on proposed services.	5 points
SP.3 TARGET POPULATION	
A. Describe a well-defined target population that includes sufficient individuals to permit a rigorous evaluation of outcomes. To ensure a rigorous evaluation a minimum of 200 individuals should be served over the life of the project.	5 points
SP.4 INTERVENTION MODEL	
A. Provide details of your process for identifying, selecting, and enrolling participants, including any necessary modifications for a Pay for Success program.	5 points
B. Provide the number of individuals to be served each year, and the average length of time each person is served.	5 points
C. Detail your intervention model that is appropriate for the target population and clearly connects desired outcomes to the services provided.	5 points
SP.5 OPERATIONAL PLAN	
A. Detail your operational plan for the Pay for Success program to include: <ul style="list-style-type: none"> • Implementation • Description of the timing of service delivery • Observation • Measurement of outcomes and evaluation • Determination of payment 	5 points

SP.6 STRENGTH OF EVIDENCE BASE SUPPORTING PROGRAM IMPACT	
A. Describe services that support the link to target outcomes. (Results that have been demonstrated with more rigorous evaluation methods such as randomized controlled trials, or replicated in multiple evaluations, are preferable).	5 points
SP.7 SCALING THE PROGRAM	
A. Describe how you will support the scaling up of the service beyond the target population if the Pay for Success program is successful. NOTE: This refers to serving a larger population similar to the target population of the program. For example, the intervention might target 400 people, and the vendor might describe how it could be expanded to serve 1,000 people if the program were determined to be successful.	5 points
B. Define the potential challenges or limitations to scaling up the proposed program.	5 points
SP.8 SAFEGUARDS	
A. Describe the safeguards to protect the target population from harm.	5 points
SP.9 CONTINGENCY PLAN	
A. Provide a detailed contingency plan for the discontinuation of services.	5 points
<p align="center">FINANCIAL MODELING EXERCISE</p> <p>The below information must be responded to in a separate document which should be separately sealed from the above responses, and marked as “Financial Modeling Exercise”.</p>	
<p>NOTE: This financial modeling exercise is included to evaluate the capacity of RFQ respondents to provide programming that will provide the necessary benefits to make a Pay for Success contract viable. All costs included in this exercise <u>shall not</u> be estimates for the cost of services in Arkansas and <u>shall not</u> be described as such – describing them as such <u>shall</u> result in disqualification from consideration. However, estimates of costs and benefits should be based on the most reputable sources available for similar programming elsewhere and/or provide other developed justifications – they should not be fictionalized. Responses which include actual costs to the State of Arkansas <u>shall</u> be disqualified.</p> <p>The financial modeling exercise serves as an opportunity to demonstrate respondents’ knowledge of the costs and benefits of their programming and their ability to manage complex financial situations.</p>	
SP.10 FINANCIAL MODELING EXERCISE – BENEFITS vs. COSTS	
<p>A. Demonstrate that the value of savings and benefits exceeds total costs. Savings and benefits that are achieved in earlier time periods are preferable. The average daily costs for incarceration for FY 2015 was \$62.90 and the average daily costs for community supervision in FY 2015 was \$2.24.</p> <p>NOTE: These figures do not necessarily represent the rates Arkansas would be willing to pay for successful outcomes; those rates will be negotiated pending further analysis of marginal costs. Applicants are encouraged to present a variety of savings sources, although the State is particularly interested in sources that will accrue to the State budget. Applicants are encouraged to separate out savings sources by agency and level of government (i.e. state versus federal). Recognizing foregone victimization costs and/or other social good measures will be decided during negotiations. Applicants may include them in their models, but this should not imply that the State is willing to consider these costs for repayment purposes.</p> <p>Arkansas requires that cost estimates not be included in RFQ responses. Sound reasoning and well-documented references in the financial modeling exercise can serve as a demonstration of respondents’ knowledge of the costs and benefits of related programming</p>	5 points

and their ability to competently manage finances. Estimates should be a best attempt at illustrating costs in Arkansas but not represented as true costs to the State.	
SP.11 FINANCIAL MODELING EXERCISE – ILLUSTRATIVE COSTS AND ASSUMPTIONS	
<p>A. Include all illustrative costs for the Service Provider, with detailed assumptions when possible, including but not limited to:</p> <ul style="list-style-type: none">• Service delivery• Legal• Personnel• Evaluation• Overhead expenses <p>(DO NOT include any actual costs to the State)</p>	5 points
SP.12 FINANCIAL MODELING EXERCISE – SOURCES FOR COST ESTIMATES	
<p>A. Provide sources for cost estimates. Include external cost estimates from reputable sources, when possible.</p>	5 points
SP.13 FINANCIAL MODELING EXERCISE – MAXIMUM PROJECT COST FOR SERVICE PROVIDER	
<p>A. Provide the maximum project cost, which should include the capital raised, all aforementioned costs in the financial modeling exercise, and maximum return to funders.</p>	5 points