

Pre-proposal Conference

Pay for Success Performance Contract in Early Childhood Education, Public Safety and Health & Human Services

RFP 6100035379

Issuing Officer: Margaret Mary Juran

August 27, 2015

9:00am

- Introductions
- Building and Safety
- Supplier Support
- Background
- Bureau of Small Business Opportunities (BSBO)
- RFP Requirements
- Review of Submitted Questions and Answers
- Additional Questions and Answers

- **Department of General Services**
 - Margaret Mary Juran, Issuing Officer
 - Gayle Nuppnau, BSBO, Procurement Liaison
- **Governor's Budget Office**
 - Natalie Sabadish, Director of Policy

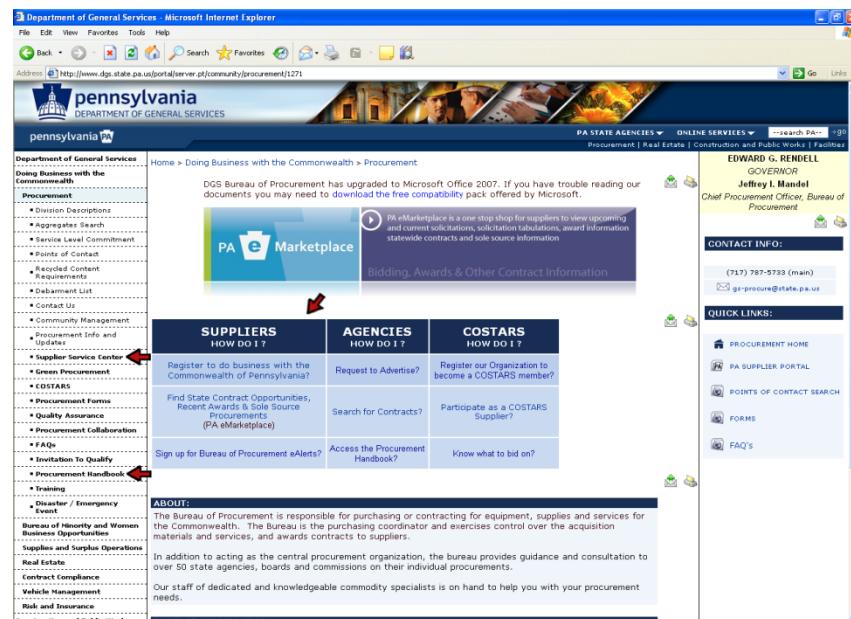
- In the event of a fire drill:
 - Exit building via stairs
 - Cross Walnut Street
 - Gather in grass at Forum Building
- Restrooms through secure door to the left
- Sign attendance register
- Provide business card
- Sign-in sheet will be posted to eMarketplace
- Blank question sheet

www.eMarketplace.state.pa.us

Your Gateway to All Procurement Information

Links to:

- **Supplier Service Center**
- **PA e-Marketplace**
- **PA Supplier Portal**
- **Procurement Handbook**

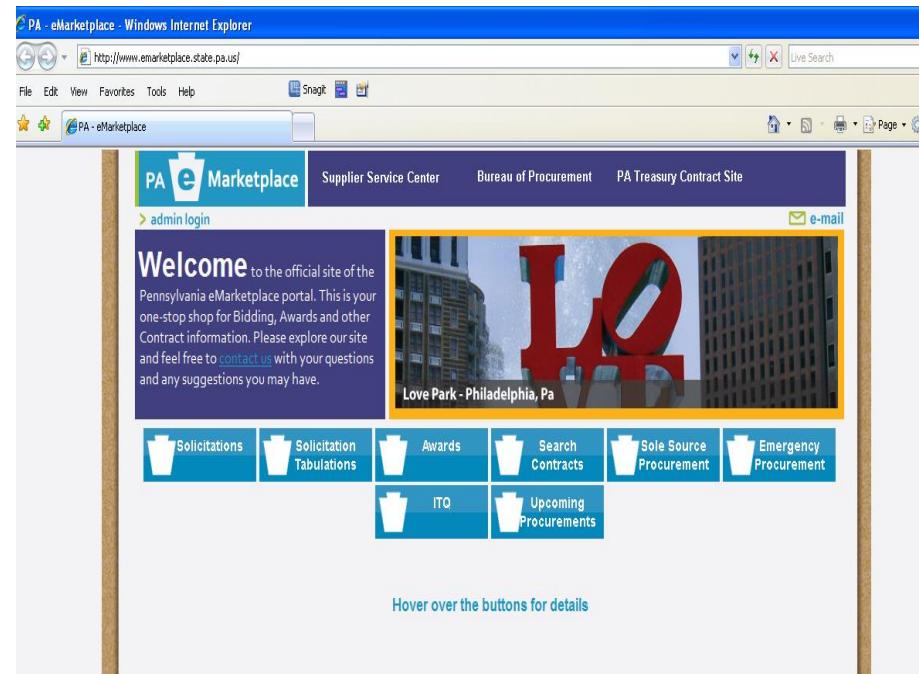


The screenshot shows the PA e-Marketplace homepage. The left sidebar has a navigation menu with 'Supplier Service Center' and 'Procurement Handbook' highlighted with red arrows. The main content area features a 'PA e-Marketplace' banner and links for 'SUPPLIERS HOW DO I?', 'AGENCIES HOW DO I?', and 'COSTARS HOW DO I?'. The 'SUPPLIERS HOW DO I?' section includes links for 'Register to do business with the Commonwealth of Pennsylvania?' and 'Find State Contract Opportunities, Recent Awards & Sole Source Procurements (PA eMarketplace)'. The 'AGENCIES HOW DO I?' section includes 'Request to Advertise?' and 'Search for Contracts?'. The 'COSTARS HOW DO I?' section includes 'Register our Organization to become a COSTARS member?' and 'Participate as a COSTARS Supplier?'. The bottom of the page has a 'ABOUT' section with information about the Bureau of Procurement's responsibilities and a 'CONTACT INFORMATION' section.

www.eMarketplace.state.pa.us

Your Gateway to Contract Information

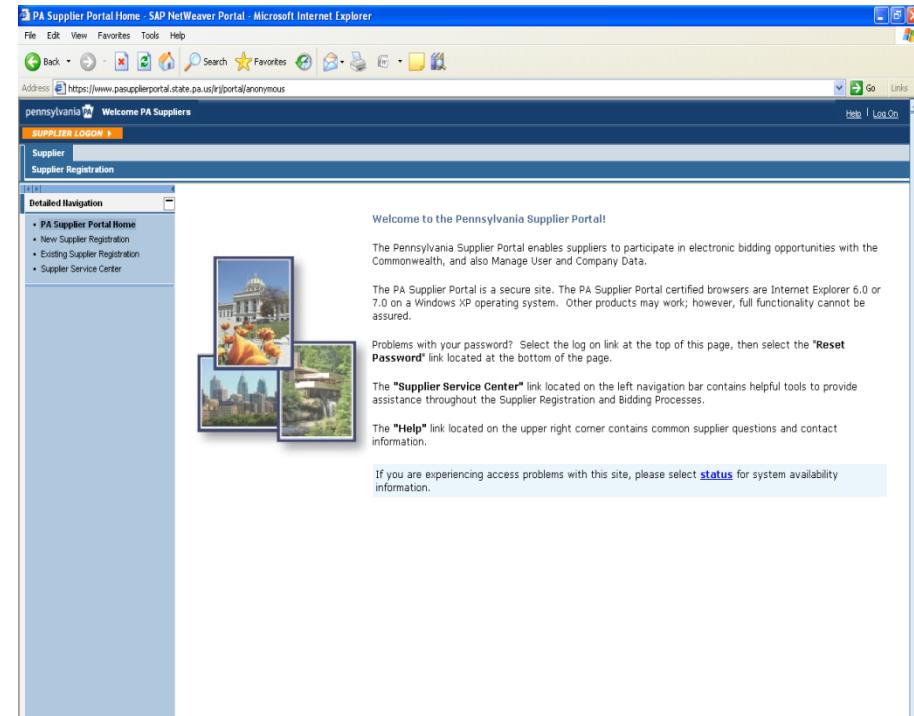
- **Solicitations**
- **Tabulations**
- **Awards**
- **Contracts**
- **Sole Source**
- **Upcoming Procurements**
- **Links:**
 - **Supplier Service Center**
 - **Treasury Contracts**



www.pasupplierportal.state.pa.us

Your Gateway to Procurement

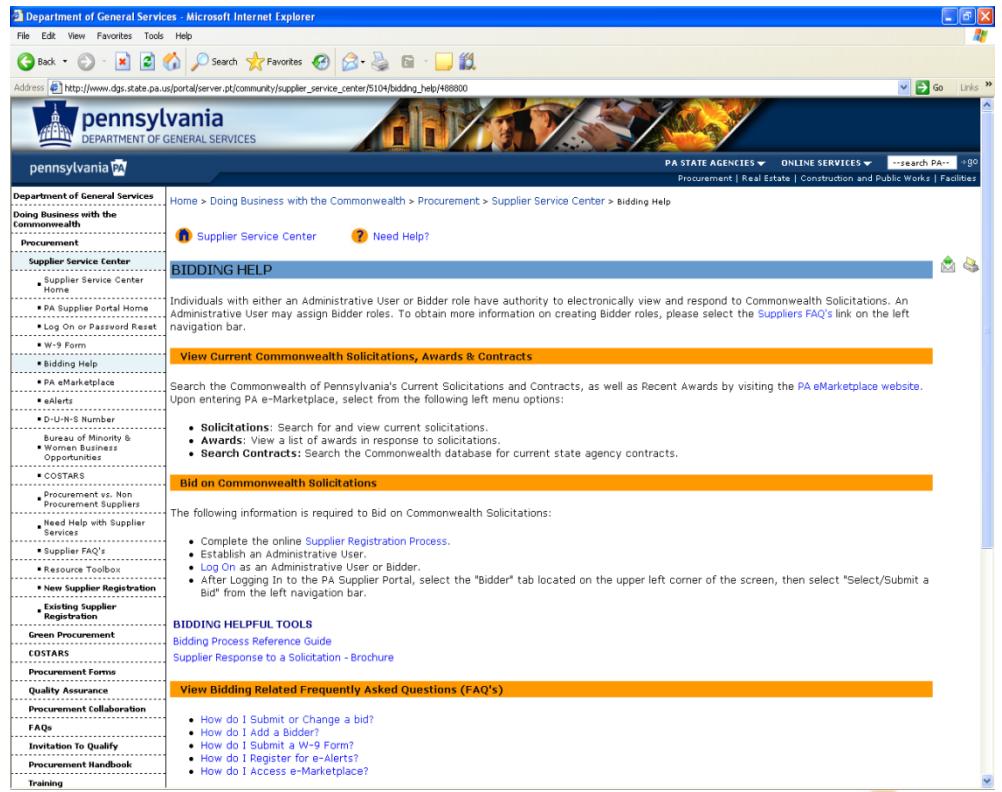
- New Supplier Registration
- Manage company data
- Link:
 - Supplier Service Center



Supplier Service Center

Resources

- Frequently Asked Questions
- How to Register
- E-Alerts
- COSTARS
- Reset Password
- Resource Toolbox
 - Brochures
 - Guides



The screenshot shows a Microsoft Internet Explorer window displaying the 'Supplier Service Center Bidding Help' page. The page is part of the 'Department of General Services' website, specifically the 'Procurement' section under 'Supplier Service Center'. The left sidebar contains a navigation menu with links to various procurement-related topics such as Supplier Service Center, PA Supplier Portal, Bidding Help, W-9 Form, PA e-Marketplace, Alerts, D-U-N-S Number, Business of Minority & Women Business Opportunities, COSTARS, Procurement & Non-Procurement Suppliers, Need Help with Supplier Services, Business FAQ's, Resource Toolbox, New Supplier Registration, Existing Supplier Registration, Green Procurement, COSTARS, Procurement Forms, Quality Assurance, Procurement Collaborative, FAQs, Invitation To Quality, Procurement Handbook, and Training. The main content area is titled 'BIDDING HELP' and contains information for administrative users and bidders. It includes sections for 'View Current Commonwealth Solicitations, Awards & Contracts', 'Bid on Commonwealth Solicitations', and 'View Bidding Related Frequently Asked Questions (FAQ's)'. The page also features a 'PA STATE AGENCIES' dropdown menu and links to 'ONLINE SERVICES', 'Procurement', 'Real Estate', 'Construction and Public Works', and 'Facilities'.

Telephone - Toll Free: **877-435-7363**

Telephone - Harrisburg: **717-346-2676**

Web: **www.pasupplierportal.state.pa.us**

e-Mail: **RA-PSC Supplier Requests@pa.gov**

- **Vendor Registration Guide**
- **Bidding Reference Guide**
- **eAlerts**
- **W-9 Form**

Decades of research have demonstrated that public investment can improve the lives of Pennsylvanians while simultaneously strengthening the state's bottom line. From pre-kindergarten, where every \$1 in public funding generates more than \$7 in government savings and benefits, to criminal justice, where reducing recidivism avoids costs and improves public safety, there are opportunities for evidence-based investments across state government.

PFS performance contracts provide an innovative strategy to finance these proven programs through public-private partnerships. PFS contracts are rigorous, binding agreements based on a straightforward proposition: taxpayers will only pay for services that actually achieve results and save money in the long-run. The strategy enables the state to fund programs and services that improve economic opportunity, health, and safety that it otherwise might not be able to afford in the short-term. Moreover, PFS directs funding toward programs that have a strong evidence base and record of effectiveness.

These are sometimes called “Social Impact Bonds,” a term which was coined in the United Kingdom and has led to some confusion. The private-sector financing arrangement is not a typical debt instrument and these transactions do not require the government to issue debt. To avoid these misperceptions, the Commonwealth has decided to name these programs “Pay for Success” performance contracts. This terminology is in accordance with other states and the federal government.

Term of New Contract: Five (5) Years with ten (10) 1-year renewal options

Bureau of Small Business Opportunities (BSBO)

Gayle Nuppnau

DGS, Procurement Liaison

Small Diverse Business Program (SDB)

Program designed to encourage participation of Small Diverse Businesses (SDB) in state contracting

- A Small Diverse Business is a DGS-verified minority-owned business, woman-owned business, veteran-owned business or service-disabled veteran-owned business.

- A small business is a business in the United States which is independently owned, not dominant in its field of operation, employs no more than 100 full-time or full-time equivalent employees, and earns less than 7\$ million in gross annual revenues for building design, \$20 million in gross annual revenues for sales and services and \$25 million in gross annual revenues for those businesses in the information technology sales or service business.

To receive credit for being a Small Diverse Business or for subcontracting with a Small Diverse Business (including purchasing supplies and/or services through a purchase agreement), a Offeror must include proof of Small Diverse Business qualification in the Small Diverse Business participation submittal of the proposal, as indicated in section II of the RFP.

- Photocopy of its DGS issued certificate entitled “Notice of Small Business Self-Certification and Small Diverse Business Verification” indicating its diverse status
- Small Diverse Business(es) must be named including address and phone
- Letter of intent that specifies the type of goods or services the small diverse business will provide along with percentage of commitment
- All Offerors must include a numerical percentage which represents the total percentage of the work (as a percentage of the total cost in the Cost Submittal) to be preformed by the Offeror and not by subcontractors and suppliers
- All Offerors must include a numerical percentage which represents the total percentage of the work (as a percentage of the total cost in the Cost Submittal) to be performed by the Small Diverse business as subcontractors

**NOTICE OF SMALL BUSINESS SELF-CERTIFICATION
AND SMALL DIVERSE BUSINESS VERIFICATION**



The Department is pleased to announce that
AGENCY GUEST ACCOUNT

has successfully completed the Pennsylvania Department of General Services' process for self-certification as a small business under the Commonwealth's Small Business Procurement Initiative as established by Executive Order No. 2011-09, and is verified as a Small Diverse Business with the following designation(s):

BUSINESS TYPE(s): Construction Contractor, Construction Supplier, Design, Procurement Services, Procurement Goods, Information Technology

CERTIFICATION NUMBER: 336949-2012-07-SB-MWBE

ISSUE DATE: **07/15/2012** EXPIRATION DATE: **07/16/2015**
RECERTIFIED DATE: **7/16/2014**

A handwritten signature in black ink, appearing to read "Curtis M. Topper".

Curtis M. Topper, Acting Secretary
Department of General Services
Commonwealth of Pennsylvania

**SMALL DIVERSE BUSINESS
LETTER OF INTENT**

[DATE]

[SDB Contact Name]
Title
SDB Company Name
Address
City, State, Zip]

Dear [SDB Contact Name]:

This letter serves as confirmation of the intent of [Offeror] to utilize [Small Diverse Business (SDB)] on RFP [RFP number and Title] issued by the [Commonwealth agency name].

If [Offeror] is the successful vendor, [SDB] shall provide [identify the specific work, goods or services the SDB will perform, and the specific timeframe during the term of the contract and any option/renewal periods when the work, goods or services will be performed or provided].

These services represent [identify fixed numerical percentage commitment] of the total cost in the [Offeror's] cost submittal for the initial term of the contract. Dependent on final negotiated contract pricing and actual contract usage or volume, it is expected that [SDB] will receive an estimated [identify associated estimated dollar value that the fixed percentage commitment represents] during the initial contract term.

[SDB] represents that it meets the small diverse business requirements set forth in the RFP and all required documentation has been provided to [Offeror] for its SDB submission.

We look forward to the opportunity to serve the [Commonwealth agency name] on this project. If you have any questions concerning our small diverse business commitment, please feel free to contact me at the number below.

Sincerely,

Acknowledged,

Offeror Name
Title
Company
Phone number

SDB Name
Title
Company
Phone number

Contact Information

Bureau of Small Business Opportunities (BSBO)

Ms. Gayle Nuppnau

Procurement Liaison

Telephone: (717) 346-3819

E-Mail: gnuppnau@pa.gov

Offerors may propose on an individual lot or all three (3) Lots. The Commonwealth reserves the right to make one or more awards per Lot. In addition, the Commonwealth reserves the right to award one or more Lots to one Offeror.

LOT 1 - Early Childhood Education: Provide services that expand access to high-quality pre-kindergarten for three- and four-year-olds from low-income families.

Children who participate in high-quality pre-kindergarten (“pre-k”) perform better in school, graduate from high school at higher rates, and earn more throughout their lives compared to peers who do not have access to high-quality pre-k programs. Since 2003, Pennsylvania has been among the states that offer full-day pre-k to three- and four-year-olds. Evidence shows that the Commonwealth’s hallmark pre-k program—Pennsylvania Pre-K Counts—is working. In 2013-14, third graders from low-income families who had been enrolled in Pre-K Counts outperformed a comparison group of their low-income peers in both math and reading.

The future success of Pennsylvania’s children depends on dramatically expanding access to proven early learning programs like Pre-K Counts. Today, only one out of three Pennsylvania children in families earning up to three times the federal poverty level, or \$71,550 for a family of four, is enrolled in high-quality pre-k. To advance the goal of universal, high-quality pre-kindergarten for Pennsylvania’s three- and four-year-olds, the Commonwealth is interested in using PFS as a tool to expand high-quality pre-k for low-income families.

Priority outcomes include, but are not limited to, increased preparedness for kindergarten, increased academic performance in reading and math, and decreased utilization of special education services.

LOT 2 - Public Safety: Provide services that reduce recidivism.

An essential element of any “reentry” system is that formerly incarcerated individuals return to their communities prepared to live safe and successful lives. For many individuals exiting state correctional facilities, the promise of successful reentry into their communities goes unfulfilled. In Pennsylvania, the three-year recidivism rate is approximately 60 percent, with rates in some counties exceeding 70 percent. The cost of recidivism is not only borne by the formerly incarcerated and their communities, but also by Pennsylvania taxpayers.

The Commonwealth aims to promote public safety and save taxpayer dollars by implementing a PFS program that reduces recidivism in Pennsylvania. Priority outcomes include, but are not limited to, reduced recidivism, increased employment and job retention, increased high school graduation and/or GED certification, and reduced substance abuse for ex-offenders. Offerors may propose services that achieve outcomes through a variety of approaches, including: employment, education and vocational training, supportive housing, substance abuse treatment, cognitive behavioral therapy, and family therapy. Services employing approaches that are not listed may also be proposed.

LOT 3 - Health and Human Services: Provide services that improve the health and well-being of Pennsylvanians.

The Commonwealth is interested in pursuing a PFS program that improves the health and well-being of Pennsylvanians. Offerors may propose services addressing issues that include, but are not limited to, the following: evidence-based home visiting services as defined by the federal Maternal, Infant, and Early Childhood Home Visiting (MIECHV) program; substance abuse and addiction; chronic homelessness; supportive housing; child well-being; long-term living; and home- and community-based services. Although the Issuing Office is willing to consider proposals for a variety of programs within the Health and Human Services program area, Offerors should recognize that responsive proposals must: (1) identify an empirically measurable outcome for a clearly defined target population; (2) present credible evidence supporting the effectiveness of the proposed intervention; and (3) identify measurable cost savings that accrue to the Commonwealth. For the purposes of this RFP, “low-income families” are defined as those earning up to three times the federal poverty level.

The proposal shall consist of **three** separately sealed submittals for **EACH LOT**:

Technical Submittal

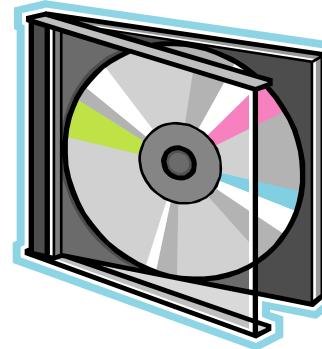
(One (1) original PLUS seven (7) paper copies)

Cost Submittal (One (1) original PLUS seven (7) paper copies); and

Small Diverse Business Submittal

(2 paper copies)

Include CD/Flash drive of **complete and exact** copy of each entire proposal



OR

CD

Flash Drive

* In accordance with Part I-19 of the RFP - If claiming confidential proprietary information, or trade secrets, include a redacted version of the proposal along with a signed written statement on the CD or Flash Drive clearly marked "REDACTED".

PAPER SUBMISSION

(hand carried or mailed) by **October 1, 2015 @ 4:00pm EST**

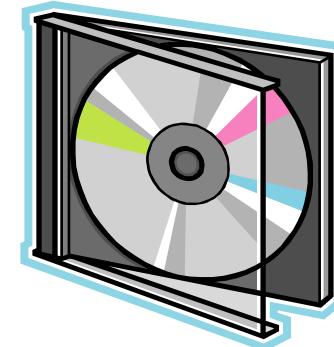
**PA Department of General Services
Bureau of Procurement
Attn: Margaret Mary Juran RFP 6100035379
555 Walnut Street
Forum Place, 6th Floor
Harrisburg, PA 17101**

- * Late Submittals will automatically be rejected**
- * If using Fedex, allow an extra day or two**

FOR EACH LOT

Offeror's Technical Submittal

1. **Appendix A - Proposal Cover Sheet**
2. **Narrative Response** to RFP Part II-1 through II-6
**Part II-3 (Work Plan) – Describe in narrative form your technical plan for accomplishing the work. Use Part IV of the RFP as reference.*
3. **Appendix B – Trade Secret Confidentiality**
4. **Appendix D – Domestic Workforce**
5. **Appendix E – Lobbying Certification/Disclosure**



CD



Flash Drive

OR

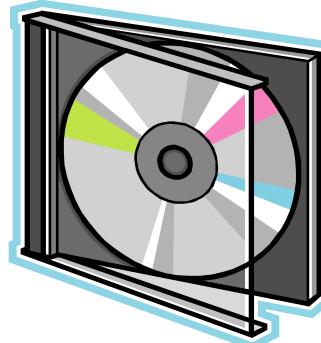
***DO NOT include any cost information in your technical submittal response.**

COST SUBMITTAL

FOR EACH LOT

Offeror's Cost Submittal

* The Cost Submittal will be evaluated based on the group total comprised of the initial contract term five (5) years.



OR

CD

Flash Drive

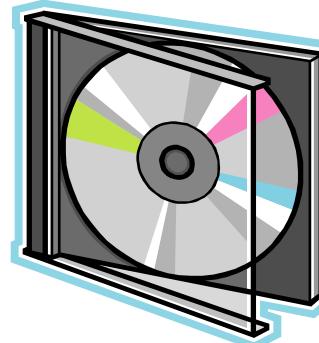
SDB SUBMITTAL

FOR EACH LOT

Offeror's SDB Submittal

Appendix C – Small Diverse Business Letter of Intent

Narrative Response to RFP Part II-7



OR

CD

Flash Drive

MANDATORY REQUIREMENTS

- Proposal must be received by the proposal due date and time.
(Paper Submission).
- Proposal Cover Sheet (Appendix A) must be properly signed by an authorized official that binds Offeror to the provisions contained in their proposal.
- Include separate and complete proposals for each Lot for which the Offeror plans to propose an offer.

CONTRACT REQUIREMENTS

- Must obtain 70% of total available technical points to advance.
- If you specify that the proposal is not firm for the time period 180 days or until a contracted is fully executed, your proposal may be rejected.
- If you state that the proposal is contingent on negotiation of Offeror terms and conditions, your proposal may be rejected.

CRITERIA FOR SELECTION

Technical = 65% of the total points

Small Diverse Business = 20% of the total points

Cost = 15% of the total points

Bonus Points: Domestic Workforce Utilization

QUESTIONS

**ALL questions
must be in
written form...**

**Blank question
sheets are
available at the
Sign-In Desk.**



Answers provided today are considered unofficial and not binding.

All questions and responses will be posted on the DGS Emarketplace Website:

<http://www.emarketplace.state.pa.us>

All Commonwealth responses are not official until they are confirmed in writing and posted to the eMarketplace website as an Addendum to the solicitation.



A large, 3D rendered text graphic in a light blue color. The text reads "THANK YOU" in a bold, sans-serif font. The letters are thick and have a slight shadow, giving them a three-dimensional appearance as if they are floating or resting on a surface. The background is a solid black, which makes the blue text stand out.