

SECTION 5: BIDDER QUALIFICATIONS AND EXPERIENCE (MANAGEMENT RESPONSE)

5	BIDDER'S WRITTEN RESPONSE – Required, Scored, Maximum Total Points Available: 300
A	Describe your organization's experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work. Max:30 Score: __20__
	Comments: Multiple projects; mostly a secondary role.
B	Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS. Max: 20 Score: __12__
	Comments:
C	Explain your team's familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability. Max: 20 Score: __16__
	Comments: Good familiarity with a variety of housing and medical/behavioral health services.
D	What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: __30__
	Comments: Some good elements presented; unclear if this will result in an adequate review of existing service models.

<p>E</p>	<p>What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: <u>30</u></p>
	<p>Comments: Unclear how the team will obtain much of the data identified in the proposal; and, where data does not exist, it is unclear how the team will complete needed surveys/focus groups/interviews.</p>
<p>F</p>	<p>How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: <u>32</u></p>
	<p>Comments:</p>
<p>G</p>	<p>Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: <u>8</u></p>
	<p>Comments:</p>
<p>H</p>	<p>Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: <u>16</u></p>
	<p>Comments:</p>
<p>I</p>	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations. Max: 20 Score: <u>15</u></p>
	<p>Comments:</p>

J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: __ 19 __</p>
	<p>Comments:</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: __ 35 __</p>
	<p>Comments:</p>
6	BUDGET AND REPORTING
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: __ 15 __</p>
	<p>Comments:</p>

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A	<p>Describe your organization’s experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work.</p> <p>Max:30 Score: 27</p>
	<p>Comments: Broad and relevant experience</p>
B	<p>Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p> <p>Max: 20 Score: 16</p>
	<p>Comments: Light on quantitative skills</p>
C	<p>Explain your team's familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability.</p> <p>Max: 20 Score: 18</p>
	<p>Comments:</p>
D	<p>What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs?</p> <p>Max: 40 Score: 32</p>
	<p>Comments: Clear and concise. Emphasis on provider and community engagement.</p>

E	<p>What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 34</p>
	<p>Comments: Lacks specificity regarding quantitative methodologies.</p>
F	<p>How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 32</p>
	<p>Comments:</p>
G	<p>Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: 8</p>
	<p>Comments:</p>
H	<p>Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: 17</p>
	<p>Comments:</p>
I	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations. Max: 20 Score: 16</p>
	<p>Comments:</p>

J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: 16</p>
	<p>Comments:</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: 32</p>
	<p>Comments:</p>
6	BUDGET AND REPORTING
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: 16</p>
	<p>Comments:</p>

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5	BIDDER'S WRITTEN RESPONSE – Required, Scored, Maximum Total Points Available: 300
A	<p>Describe your organization’s experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work.</p> <p>Max:30 Score: __29__</p>
	Comments:
B	<p>Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p> <p>Max: 20 Score: __19__</p>
	Comments:
C	<p>Explain your team's familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability.</p> <p>Max: 20 Score: __19__</p>
	Comments:
D	<p>What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs?</p> <p>Max: 40 Score: __39__</p>
	Comments: solid plan leveraging existing contacts

E	<p>What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: <u>38</u></p>
	<p>Comments: solid plan leveraging existing contacts</p>
F	<p>How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: <u>38</u></p>
	<p>Comments:</p>
G	<p>Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: <u>9</u></p>
	<p>Comments:</p>
H	<p>Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: <u>18</u></p>
	<p>Comments:</p>
I	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations. Max: 20 Score: <u>19</u></p>
	<p>Comments:</p>

J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: ___19___</p>
	<p>Comments:</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: ___36___</p>
	<p>Comments:</p>
6	BUDGET AND REPORTING
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: ___20___</p>
	<p>Comments: budget efficient</p>

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5	BIDDER'S WRITTEN RESPONSE – Required, Scored, Maximum Total Points Available: 300
A	<p>Describe your organization’s experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work.</p> <p>Max:30 Score: __20__</p>
	<p>Comments: Experience significantly focused on recovery services. Concerns with relationship with Catholic Community Services/Catholic Housing Services, when proviso driven by advocacy from that agency</p>
B	<p>Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p> <p>Max: 20 Score: __15__</p>
	<p>Comments: Experience largely focused on substance use disorder sector, with less experience related to homelessness, behavioral health system, and PSH across large areas</p>
C	<p>Explain your team’s familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability.</p> <p>Max: 20 Score: __15__</p>
	<p>Comments: Good general response. Lacked specifics/examples related to challenges accessing/maintaining housing, which would have highlighted insight. Comment related to some individuals may need other setting – concern about pre-determined bias toward study. Did not reference Long-Term Services and Supports, in-home resources. Spoke more to MCO role and not Long-Term Services and Supports in other setting options.</p>
D	<p>What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs?</p> <p>Max: 40</p>

	Score: 28
	Comments: Does not provide much detail related to outreach to people with lived experience. Focus more on peers and recovery community. Reference to using established relationships with some major PSH providers to gain access to people with lived experience. Concern related to bias or scope of information to be gained as a result of targeting some of these PSH providers vs expanding to larger network of Supportive Housing providers WA has developed over the course of the 1115 waiver.
E	What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 28
	Comments: Higher points would have been awarded for more specifics. Response more general than others.
F	How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 30
	Comments: Higher points would have been awarded for more specifics.
G	Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: 5
	Comments: Concern related to bias findings as a result of relying on handful of state providers frequently utilized for these types of studies. Less detailed response than other proposals.
H	Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: 10
	Comments: More points would have been awarded for more details. Specify how will be presented over hyperlinking to other reports.

I	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations.</p> <p>Max: 20 Score: __ 8 __</p>
	<p>Comments: Toolkits are a smaller scope of work than what is being requested for this RFP. Scope of examples smaller and more targeted than RFP scope.</p>
J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: __ 10 __</p>
	<p>Comments: Did not provide details related to Principle Allies' scope of role in these partnerships. Response was more general to collaboration. Other proposals provided more targeted responses to this question.</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: __ 20 __</p>
	<p>Comments:</p>
6	<p>BUDGET AND REPORTING</p>
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: __ 10 __</p>
	<p>Comments: Request smaller than others - \$20,000 unused of potential award.</p>

Evaluator #4

Bidder Name: Principle Allies'

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A	<p>Describe your organization’s experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work.</p> <p>Max:30 Score: __30__</p>
	Comments:
B	<p>Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p> <p>Max: 20 Score: __18__</p>
	Comments:
C	<p>Explain your team's familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability.</p> <p>Max: 20 Score: __20__</p>
	Comments:
D	<p>What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs?</p> <p>Max: 40 Score: 37</p>
	Comments:

E	<p>What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 40</p>
	<p>Comments: Very close to what I believe the legislative intent is, and what the actual need is.</p>
F	<p>How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 40</p>
	<p>Comments:</p>
G	<p>Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: 10</p>
	<p>Comments:</p>
H	<p>Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: 20</p>
	<p>Comments:</p>
I	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations. Max: 20 Score: 10</p>
	<p>Comments: Little detail of the case studies presented.</p>

J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: __18__</p>
	<p>Comments:</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: __40__</p>
	<p>Comments:</p>
6	BUDGET AND REPORTING
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: __19__</p>
	<p>Comments:</p>

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A	<p>Describe your organization’s experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work.</p> <p>Max:30 Score: <u> 24 </u></p>
	Comments:
B	<p>Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p> <p>Max: 20 Score: <u> 12 </u></p>
	Comments:
C	<p>Explain your team's familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability.</p> <p>Max: 20 Score: <u> 16 </u></p>
	Comments:
D	<p>What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs?</p> <p>Max: 40 Score: <u> 37 </u></p>
	Comments:

E	<p>What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 26</p>
	<p>Comments:</p>
F	<p>How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 29</p>
	<p>Comments:</p>
G	<p>Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: 10</p>
	<p>Comments:</p>
H	<p>Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: 18</p>
	<p>Comments:</p>
I	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations. Max: 20 Score: 18</p>
	<p>Comments:</p>

J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: __20__</p>
	<p>Comments:</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: __37__</p>
	<p>Comments:</p>
6	BUDGET AND REPORTING
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: __11__</p>
	<p>Comments:</p>

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A	<p>Describe your organization’s experience in conducting similar studies focused on housing services, particularly for individuals with significant medical or behavioral health needs who are at risk of housing instability. Include examples of past projects, outcomes, and the impact of your work.</p> <p>Max:30 Score: 30</p>
	Comments:
B	<p>Provide details on the qualifications and expertise of the team members who will be assigned to this project. How does their experience align with the requirements of this RFP? Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p> <p>Max: 20 Score: 20</p>
	Comments:
C	<p>Explain your team's familiarity with housing and health care services, and the specific challenges faced by individuals with significant medical and/or behavioral health needs in accessing housing services and maintaining housing stability.</p> <p>Max: 20 Score: 20</p>
	Comments:
D	<p>What methodology will you use to review existing service models related to individuals experiencing housing instability with significant medical or behavioral health needs?</p> <p>Max: 40 Score: 40</p>
	Comments: great familiarity with the WA state landscape

E	<p>What methodology will you use to conduct the required gap analysis related to the availability of services for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 40</p>
	<p>Comments:</p>
F	<p>How will your team draw conclusions regarding the efficacy of potential solutions to address gaps in housing supports for individuals experiencing housing instability with significant medical or behavioral health needs? Max: 40 Score: 40</p>
	<p>Comments:</p>
G	<p>Describe your approach to identifying, assessing, and mitigating potential risks that could impact the success of the project. Max:10 Score: 10</p>
	<p>Comments: Wow. Did advance work to mitigate risk</p>
H	<p>Describe how you will present findings, recommendations, and potential solutions in a clear and actionable manner. Max: 20 Score: 20</p>
	<p>Comments: Their work product was used as a sample product for this project</p>
I	<p>Provide case studies or references from similar projects, especially those that involved research and analysis on housing needs for vulnerable populations. Max: 20 Score: 20</p>
	<p>Comments:</p>

J	<p>Describe any previous collaborations or partnerships with government agencies, non-profit organizations, or other entities in delivering housing solutions for those with medical or behavioral health needs. How did these partnerships enhance the project outcomes?</p> <p>Max: 20 Score: 20</p>
	<p>Comments:</p>
K	<p>Describe your strategy for engaging with stakeholders, including service recipients, healthcare providers, and housing service providers, to ensure a comprehensive understanding of service needs and challenges. How will you ensure diverse communities are engaged in the project?</p> <p>Max: 40 Score: 40</p>
	<p>Comments:</p>
6	BUDGET AND REPORTING
A	<p>Provide a detailed budget proposal that outlines all costs associated with the project. How do you ensure cost-efficiency without compromising the quality of the report?</p> <p>Max – 20 Score: 20</p>
	<p>Comments:</p>