



Alaska Department of Health

Behavioral Health Provider Support Organization

RFP 2026-1600-0028

Pre-Proposal Teleconference

Agenda

- 1) Introductions and Perspective of RFP
- 2) Submittal Forms
- 3) Criteria and Weights
- 4) Shortlisting and Interviews
- 5) Negotiation Period
- 6) RFP Review



State's Perspective for this RFP

Over the course of the contract, this RFP is looking for a vendor who can be a partner with the State to lay the foundational work that builds the long-term behavioral health system transformation.

- Seeks a strategic partner to **recruit and support behavioral health providers** statewide, with an emphasis on Medicaid participation.
- Prioritizes **collaboration with Tribal Health Organizations** to ensure culturally appropriate and equitable care.
- Focuses on **regional capacity development, provider mapping, and strategic enrollment support.**
- Aims to strengthen Alaska's behavioral health system by ensuring that the right services are available, in the right place, at the right time.



Submittal Forms

- A – Offeror Information and Certifications
- B – Experience and Qualifications
- C – Methodology and Management Plan
- D – Value Opportunity Assessment
- E – Mandatory Requirements
- F – Subcontractors
- G – Cost Proposal



Criteria and Weight – Section 5.02

Evaluation Criteria		Weight
Technical Criteria – Experience and Qualifications	(Submittal Form B)	100
Technical Criteria – Methodology and Management Plan	(Submittal Form C)	150
Technical Criteria – Value Opportunity Assessment	(Submittal Form D)	50
Interviews – Critical Team Members		200
Cost Proposal	(Submittal Form G)	400
Alaska Offeror Preference (if applicable)		100
Total		1000



Shortlisting and Interviews

RFP Section 5.15: After proposals have been prioritized, the State may shortlist and interview the top three highest ranking offerors. *The State may increase or decrease the number of offerors in this list based on the competitiveness of the proposals and/or from feedback from the PEC.*

RFP Section 5.16 - Interviews with Critical Team Members:

- 1) The state may conduct one interview with the critical team members identified in Submittal Form A of the offeror's proposal (the state reserves the right to request additional personnel). All these personnel must attend the interview, and no other individuals from the offeror's organization will be allowed to sit in or participate during the interview sessions. If any of these personnel fail to attend the interview the offeror may be given a "1" score, which may jeopardize the offeror's competitiveness.
- 2) Interviews are expected to last approximately 60 minutes, but that time may be increased or decreased at the discretion of the state. Interviewees may not bring notes, presentation materials, or handouts.
- 3) Interviewees may be prohibited from making any reference to their proposed cost/fees. Interviewees may be asked questions regarding their experience, knowledge and understanding of the scope of work, obstacles and challenges, strategies, and their plan/approach. The state may request additional information prior to interviews. The PEC will score each interview individually using the 1, 5, 10 scoring method described in Section 5.03, and may have a group discussion prior to finalizing scores.



Negotiation Period

The negotiation period is a set time after proposal evaluations and before finalizing a contract, when the State and the selected offeror can discuss specific parts of the proposal to ensure mutual understanding before signing.

Here's what it typically includes:

- **Clearing up ambiguous language** in the proposal or scope of work.
- **Confirming timelines, deliverables, or staffing details** that may need adjustment.
- **Aligning expectations** around performance measures, reporting, or budget use.
- **Making minor revisions** if needed—without fundamentally changing the original proposal or effect on the ranking of proposals.



Once Negotiation is Complete:

The final contract should incorporate at a minimum:

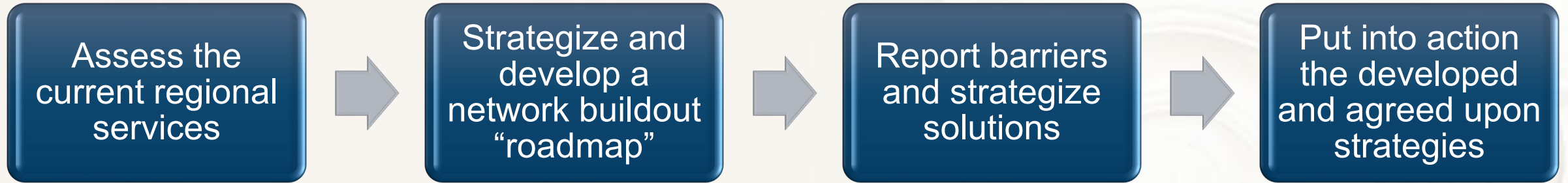
- **Priority items identified by the state and offeror that are critical to contract success**
- **The final cost proposal**
- **Aligned expectations and assumptions**
- **Any mutually agreed upon minor revisions that do not fundamentally change the original proposal.**
- **Required deliverables as outlined in the RFP Section 3.02**
- **Service Level Agreement expectations**

Reminder: Per section 3.15, should unforeseen needs or requirements emerge during the course of the contract, the State has the authority to make formal amendment requests to address them as necessary.

RFP Key Goal Reminder

- **Grow the Provider Network**
Help DBH identify and connect with new providers, especially in rural and hard-to-reach areas.
- **Support Enrollment and Participation**
Work with DBH to make it easier for providers to enroll in Medicaid and stay active in the system.
- **Target Provider Recruitment**
Focus on filling specific gaps—by region, service type, or population need—with the right providers.
- **Create Clear, Useful Tools**
Suggest and collaborate to build simple, consistent materials (like checklists or outreach plans) that DBH and providers can actually use to support Medicaid enrollment activities.
- **Work as Part of the DBH Team**
Stay closely aligned with MPASS and DBH goals—supporting the work without adding extra layers or complexity.

Scope of Work Vision



- All steps include DBH involvement and approval
- Some identified actions can be short-term, some long-term
- Actions and priorities can change over time as the contract matures
- Some barriers may require significant changes beyond the control of the vendor or DBH
- The action plan will outline mutually agreed upon plans/tasks/strategies
- Travel will be discussed and mutually agreed upon as it aligns with the action plan
- As a representative of the State of Alaska, the vendor is expected to align closely with the contract's goals and ensure all work reflects the State's vision and priorities.

Contract/Budget Value

- The budget listed in section 1.02 is the highest estimated budget a vendor can propose to be considered responsive to the RFP. The cost proposal should include staffing costs and any other components that can support the goals of the RFP.
- Value Opportunity Assessments can include ideas that will enhance the final contract. If the State agrees and desires to implement the value-add, the cost for that category will be added to the total contract not-to-exceed amount.
- Travel costs are not to be included in the vendor's cost proposal, as the State will add the estimated amount (currently at \$60k per year) to the total not-to-exceed of the contract.



Tentative Schedule

- RFP closes August 21, 2025 (extension AMD coming)
- Procurement Evaluation committee will meet in August/September to score and schedule interviews
- Highest scoring vendor will move to the negotiation period
- Once Negotiation is complete, a Notice of Intent to Award will be issued
- Contract finalization will occur
- Once fully signed, contract will begin

Protecting and promoting the health of Alaskans



*Thank
you*