



Loudoun County, Virginia

REQUEST FOR PROPOSAL

COORDINATED SPECIALTY CARE SERVICES

ACCEPTANCE DATE: Prior to 4:00 p.m., February 3, 2026 "Atomic" Time

RFP NUMBER: RFQ 686993

ACCEPTANCE PLACE: Department of Finance and Procurement
Division of Procurement
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Leesburg, Virginia 20175

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This document can be downloaded from our web site:
www.loudoun.gov/procurement

Issue Date: December 30, 2025

IF YOU NEED ANY REASONABLE ACCOMMODATION FOR ANY TYPE OF DISABILITY IN ORDER TO PARTICIPATE IN THIS PROCUREMENT, PLEASE CONTACT THIS DIVISION AS SOON AS POSSIBLE.

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Prepared By: Sadia Ferguson

Date: December 30, 2025

COORDINATED SPECIALTY CARE SERVICES

1.0 PURPOSE

The intent of this Request for Proposal (RFP) is for the County of Loudoun, Virginia (County) to obtain the services from a qualified Contractor to provide individuals experiencing first episode psychosis and/or persistent serious mental illness with the Coordinated Specialty Care based model of delivery to include a focus on individual resiliency training, education and employment support, peer to peer support, and personal empowerment. The Contractor will perform these services within the boundaries of Loudoun County, Virginia.

The County intends to award one (1) contract as a result of this RFP.

2.0 COMPETITION INTENDED

It is the County of Loudoun's intent that this RFP permits competition. It shall be the Offeror's responsibility to advise the Purchasing Agent in writing if any language, requirement, specification, etc., or any combination thereof, inadvertently restricts or limits the requirements stated in this RFP to a single source. Such notification must be received by the Purchasing Agent not later than fifteen (15) days prior to the date set for acceptance of proposals.

3.0 BACKGROUND INFORMATION

3.1 Loudoun County

Loudoun County, Virginia, is located 25 miles west of Washington, DC, in the Washington Metropolitan Area and provides a mix of suburban and rural living to its residents. Since the construction of Dulles International Airport, new business and residential development have dominated the County's historical agricultural economy. The County's population nearly doubled in the 1990s; since 2000, the County has been the fifth fastest growing county in the United States. The County is known for its beautiful scenery, rich history, comfortable neighborhoods, and high-quality public services. Its economy continues to grow and is responsible for a considerable share of Northern Virginia's job growth during the past few years. Several major companies in the telecommunications, information, and airline industries are in the County. It is also known for its outstanding public school system.

3.2 MHSADS General Information

Mental Health, Substance Abuse and Developmental Services (MHSADS) has served the community since July 1, 1973, as the public agency responsible for planning, organizing, and providing recovery-oriented services to individuals experiencing serious mental illness

and substance use disorders, persons with intellectual and developmental disabilities, and children with early developmental delays. MHSADS is one (1) of forty (40) public organizations in Virginia working with the Department of Behavioral Health and Developmental Services (“DBHDS”). Programs are directly operated or provided by private organizations licensed by DBHDS. MHSADS receives funding from Loudoun County, the Commonwealth of Virginia, and grants from the federal government. MHSADS is required by state code to charge for services, and a sliding fee scale is utilized. The MHSADS also bills Medicaid, Medicare, and other insurance companies. MHSADS observes Loudoun County rules and regulations regarding financial management, personnel management, and purchasing activities, and directly operates contracts with many external parties for the provision of services. MHSADS functions as part of the Loudoun County Human Services system and partners with numerous Departments within Loudoun County Government, to include the Department of Family Services (“DFS”), Health Department, Sherriff’s Office, Juvenile Court Service Unit, and Community Corrections.

MHSADS offers varying combinations of the following core services:

- A. Emergency Services
- B. Mental Health and Substance Use Disorder Outpatient Services
- C. Psychiatric and Medication Management Services
- D. Support and Care Coordination Services (Case Management)
- E. Employment and Day Support Services
- F. Residential Services
- G. Early Intervention Services

MHSADS supports individuals residing in a variety of settings throughout the county. We seek to refer individuals in need of Mental Health Support Services (“MHSS”) throughout Loudoun County and may seek services in locations in surrounding localities. Mental Health Skill-building Services are defined as individualized training in functional skills and appropriate behavior related to the individual's health and safety, activities of daily living, and use of community resources; assistance with medication management; and monitoring health, nutrition, and physical condition. Services are to empower individuals to achieve and maintain community stability and independence in the most appropriate, least restrictive environment.

3.3 MHSADS Single Point of Entry

MHSADS is the single point of entry for publicly funded mental health, substance abuse, and developmental services.

3.4 Linking Individuals and Navigating Care (LINC)

- A. MHSADS is the single point of entry for publicly funded mental health, substance abuse, and developmental services. In 2015, MHSADS developed the Linking Individuals and Navigating Care (LINC) Program for Loudoun County which is a Coordinated Specialty Care (CSC) program focused on individuals experiencing first episode psychosis (FEP). It is MHSADS' expectation to maintain its LINC program and expand its eligibility to serve more individuals.
- B. MHSADS is seeking a Contractor with demonstrated CSC capabilities to support the County's LINC CSC program. MHSADS will continue to serve as a main point of entry into the program, and the Contractor will be responsible for seeking referrals from other entities including hospitals, schools, and other community partners.
- C. CSC is a team-based, multi-element approach to treating FEP that has been broadly implemented in Australia, the United Kingdom, Scandinavia, and Canada. Component interventions include assertive case management, individual or group psychotherapy, supported employment and education services, family education and support, and low doses of select antipsychotic agents.
- D. CSC is intended primarily for youth, adolescents, and young adults ages fifteen (15) years old to thirty (30) years old. Early intervention programs are designed to bridge existing services for these groups and eliminate gaps between child, adolescent, and adult mental health programs.
- E. CSC is a respectful and effective means for establishing a positive therapeutic alliance and maintaining engagement with clients and their family members. CSC services are also highly coordinated with primary medical care, with a focus on optimizing a client's overall mental and physical health.

4.0 OFFEROR'S MINIMUM QUALIFICATIONS

Offerors must demonstrate that they have the resources and capability to provide the materials and services as described herein. All Offerors must submit the documentation indicated below with their proposal. Failure to provide any of the required documentation shall be cause for proposal to be deemed non-responsible and rejected.

The following criteria shall be met in order to be eligible for this Contract:

- 4.1 Offerors must demonstrate the capability to provide CSC Services as follows:

- A. Offeror shall provide evidence of clinical licensure issued by the Virginia Department of Health for each specialty of CSC Services staff dedicated to this Contract.
- B. Offeror's shall provide resumes for all proposed clinical staff. The resumes shall demonstrate five (5) years of experience performing the CSC Services model as described in Section 5.0 below.
- C. Offeror shall provide a description of the telehealth platform used to provide services virtually when needed and affirm with a statement that the platform complies with guidelines from the organization for patient privacy, safety and quality benchmarks.

5.0 SCOPE OF SERVICES

All proposals must be made on the basis of, and either meet or exceed, the requirements contained herein. Contractor shall:

5.1 Program Operations and Service Delivery

- A. Operate the CSC Services via MHSADS' LINC Program 8:30 a.m.- 8:00 p.m. Monday through Thursday and 8:30 a.m.- 5:00 p.m. on Fridays. Contractor shall offer services on the weekends to those individuals in need of such and as determined by the Contractor or MHSADS Emergency Services.
- B. Provide CSC Services via the MHSADS's LINC Program, to include First Episode Psychosis, Affective Disorders, Other Unspecified Schizophrenia Disorders, and Other Psychotic Disorders for individuals fifteen (15) to thirty (30) years old.
- C. First Episode Psychosis may have started within the last five (5) years.
- D. Provide CSC Services that include:
 - 1. Behavioral health therapy by a Licensed Mental Health or licensed eligible professional receiving supervision for licensure
 - 2. Case management
 - 3. Vocational and educational interventions
 - 4. Peer support
 - 5. Family education
 - 6. Pharmacology by a licensed Psychiatrist or Nurse Practitioner
- E. Provide Mobile Services. Mobile outreach is provided to individuals who have difficulty engaging with clinic-based services. The Contractor's CSC Services team shall employ a multi-disciplinary

approach occurring in clinic, community, and home settings as necessary.

- F. Address crisis planning with individuals and how individuals receive treatment in a crisis and when the treatment facility is closed (i.e., during inclement weather, holidays).
- G. Provide and implement a plan for after-hours psychiatric emergencies.
- H. Provide Telepsychiatry services for the psychiatric evaluation and medication management in the event the Contractor is unable to provide the referenced on-site Psychiatrist or Psychiatric Nurse Practitioner.
 - 1. Contractor staff shall remain present during the appointment with the individual participating in Telepsychiatry.
 - 2. Contractor shall provide one (1) dedicated staff for Telepsychiatry and shall not rotate. If a subcontractor is utilized for such services, the same shall apply.
 - 3. Telepsychiatry shall be available twenty-four (24) hours a day, seven (7) days a week in the event of an emergency.
 - 4. Contractor shall provide and utilize its own supplies/equipment for Telepsychiatry services.
 - 5. Contractor shall schedule Telepsychiatry appointments.
 - 6. Contractor will perform the Telepsychiatry services as required by the CSC model and inform MHSADS of the total number of hours the Telepsychiatrist will be available to meet with individuals served by the Contract.
 - 7. Should a stimulant be prescribed by the Telepsychiatrist, the Contractor shall arrange for overnight delivery of prescriptions and/or electronic prescribing that meets the requirements and be responsible for payment of such.
 - 8. Contractor shall verify the Telepsychiatrist is licensed in Virginia and the state practicing.
 - 9. The Contractor shall ensure the Telepsychiatrist's documents are entered into the County's Electronic Health Record (EHR).
 - 10. The Contractor shall address how it will prescribe and administer injectable medication.
 - 11. If the Telepsychiatrist is a Nurse Practitioner, the Contractor is responsible for ensuring the above elements are satisfied and the Nurse Practitioner has a Service Provider Agreement to practice.

5.2 Referral, Intake, and Treatment Planning

- A. Receive referrals from MHSADS during the business week via secure encrypted email or e-fax, make contact with the referral within three (3) business days, and schedule the intake appointment with the individual within five (5) business days from the point of referral received.
- B. Cases are to be opened to CSC services, and individuals engaged, while determining if they meet eligibility criteria.
- C. Complete a service-specific provider intake (initially and annually thereafter) into the CSC Services.
 - 1. Contractor will utilize the MHSADS intake documentation if documenting in the department's Electronic Health Record.
 - 2. Contractor will complete the Columbia Suicide Severity Rating (CSS-R) within five days of intake.
 - 3. If CSC Services becomes a licensed program via DBHDS and/or reimbursed by Department of Medical Assistance Services (DMAS), the intake and subsequent documentation must meet criteria defined by the governing body.
- D. Develop and implement a person-centered Individualized Service Plan (ISP) (an initial ISP prior to initiation of services and a comprehensive ISP within thirty (30) days from intake and annually thereafter) with the person that matches the interventions with the individual's desired outcome and have the individual sign the ISP initially, quarterly and any time there is a change in the ISP.
 - 1. Identify discharge criteria with the individual and incorporate it into the ISP.
 - 2. Review and update of the status for each objective on the ISP at least quarterly.
- E. Complete progress notes utilizing a Description, Assessment, Plan (DAP) or Subjective, Objective, Assessment, Plan (SOAP) or other progress note template which complies with professional standards of practice for each clinical intervention.
- F. Provide scope of capacity for receiving referrals including the minimum and maximum number of referrals that would be required to be received under this Contract (if any) and the maximum (if any).
- G. Define how discharge planning begins at the first appointment and the utilization review process to determine the clinically necessary length of treatment.
- H. Consult with MHSADS prior to discharging any individuals from treatment.

- I. Market Loudoun County's LINC CSC Services and conduct community outreach events to sustain referrals into the program. Ensure capacity to serve up to 60 individuals concurrently in the CSC Services program.
- J. If CSC becomes a reimbursable service, define the minimum and maximum requirements and how non-payment will be addressed.

5.3 Clinical and Cultural Competency

- A. Provide culturally and linguistically competent treatment services and demonstrate an ability to provide treatment in languages other than English including access to interpreters during services as needed and translators for written documents.
- B. Demonstrate training in and utilization of suicide assessment and thoughtful crisis stabilization planning.
- C. The vendor is expected to meet Community Psychiatric Support and Treatment (CPST) Redesign guidelines when they are implemented.

5.4 Documentation, Records, and Compliance

- A. Contact MHSADS if an assessment yields a different level of clinical service (such as duration of symptoms exceeds three (3) years) prior to any changes in treatment; except in a crisis situation. MHSADS may ultimately have Contractor serve individual. When there are discrepancies between the Contractor and MHSADS regarding appropriateness of referrals, MHSADS will make the final decision.
- B. Complete and maintain health records which meet HIPAA regulations and applicable professional standards including, but not limited to, creation and implementation of assessments, service plans, service notes, and crisis planning. Identify the electronic health record utilized.
- C. Employ and provide personnel who comply with the professional ethics of their respective clinical licensure body or board.
- D. Maintain personnel files with documentation that conveys compliance with state and federal requirements and requirements of this Contract (i.e. training transcripts, professional licenses).
- E. Ensure and demonstrate as requested compliance with applicable state and federal laws and regulations.
- F. Demonstrate ability to securely exchange information, including emails with MHSADS.
- G. Sign and adhere to the Loudoun County Business Associates Agreement with MHSADS (Attachment I) or have a valid, signed

Authorization to Release Information by the individual for MHSADS and Contractor to exchange information.

- H. Possess and maintain current and adequate malpractice/liability coverage in accordance with Subsection 6.6 Insurance.
- I. Provide documentation of adherence to compliance with requirements as requested by MHSADS and/or Loudoun County.
- J. Maintain appropriate licenses for the delivery of all services provided by Loudoun County's LINC CSC Services program including Medical Doctor, Doctor of Osteopathy, Physician Assistant, Nurse Practitioner, License Professional Counselor, Licensed Clinical Social Worker, Licensed Marriage and Family Therapist, and Licensed Clinical Psychologist and pursue licensure for CSC Services if a license becomes available.

5.5 Staffing, Supervision, and Training

- A. Provide ongoing supervision, training, and support to personnel to ensure compliance with contract requirements and as needed or requested by MHSADS.
- B. Prepare and implement policies and procedures which can be provided to MHSADS upon request that:
 - 1. Define quality assurance activities, prohibition of dual relationships, standards of practice and confidentiality (HIPAA and 42CFR Part 2); and produce the manual for review by MHSADS upon request.
 - 2. Define a complaint/grievance process, to include complaint investigation and resolution.
 - 3. Address training and supervision practices.
 - 4. Address services are provided in a manner consistent with sound therapeutic practices, which respect the dignity of each person served.
- C. Ensure Contractor's staff attend and complete any training required to provide CSC Services in Loudoun County.

5.6 Reporting, Monitoring, and Evaluation

- A. Develop and submit reports as requested by MHSADS as needed within timelines requested. Reports may include information required by MHSADS State Performance Contract such as demographic information.
- B. Revise, correct, and/or amend documentation including reports and individual documentation in response to feedback and

recommendations. Resubmit documentation as requested within timelines requested.

- C. Participate in Quarterly Contract Management Meetings or other meetings as requested by MHSADS Contract Administrator.
- D. Collaborate with MHSADS in assessing outcomes of services.
- E. Provide program evaluation including performance measures and outcomes during quarterly meetings.
- F. Ensure all data collection and reporting deadlines are met according to grant and DBHDS Performance Contract requirements.
- G. Prepare written reports and presentations as required.
- H. Participate in a Kickoff Meeting hosted by Loudoun County upon award of the Contract.

5.7 County Responsibilities

MHSADS to provide onsite training to equip staff with the necessary skills and knowledge to accurately and consistently document patient information in the MHSADS Electronic Health Record (EHR) system.

6.0 TERMS AND CONDITIONS

The Contract with the successful Offeror will contain the following Terms and Conditions. Offerors taking exception to these terms and conditions or intending to propose additional or alternative language must (a) identify with specificity the County Terms and Conditions to which they take exception or seek to amend or replace; and (b) include any additional or different language with their proposal. Failure to both identify with specificity those terms and conditions Offeror takes exception to or seeks to amend or replace as well as to provide Offeror's additional or alternate Contract terms may result in rejection of the proposal. **While the County may accept additional or different language if so provided with the proposal, the Terms and Conditions marked with an asterisk (*) are mandatory and non-negotiable.**

6.1 Procedures

The extent and character of the services to be performed by the Contractor shall be subject to the general control and approval of the County's designated Contract Administrator or their authorized representative(s). The Contractor shall not comply with requests and/or orders issued by other than the County's designated Contract Administrator or their authorized representative(s) acting within their authority for the County. Any change to the Contract must be approved in writing by the Division of Procurement and the Contractor.

6.2 Term

The Contract shall cover the period from June 1, 2026, through May 31, 2027, or an equivalent period depending upon date of Contract award.

This Contract may be renewed at the expiration of the initial term at the request of the County. The renewal may be for up to three (3) additional one (1) year periods. Any increases after the initial period should be mutually agreed to by the parties, however, in no instance will the contract price adjustment for a renewal period exceeds three percent (3%).

6.3 Delays and Delivery Failures

Time is of the essence. The Contractor must keep the County advised at all times of status of parties' agreement. If delay is foreseen, the Contractor shall give immediate written notice to the Division of Procurement. Should the Contractor fail to deliver the proper item(s)/service(s) at the time and place(s) contracted for, or within a reasonable period of time thereafter as agreed to in writing by the Division of Procurement, or should the Contractor fail to make a timely replacement of rejected items/services when so required, the County may purchase items/services of comparable quality and quantity in the open market to replace the undelivered or rejected items/services. The Contractor shall reimburse the County for all costs in excess of the Agreement price when purchases are made in the open market; or, in the event that there is a balance the County owes to the Contractor from prior transactions, an amount equal to the additional expense incurred by the County as a result of the Contractor's nonperformance shall be deducted from the balance as payment.

6.4 Business, Professional and Occupational License Requirement

All firms or individuals located or doing business in Loudoun County are required to be licensed in accordance with the County's "Business, Professional, and Occupational Licensing (BPOL) Tax" Ordinance.

Wholesale and retail merchants without a business location in Loudoun County are exempt from this requirement. Questions concerning the BPOL Tax should be directed to the Office of Commissioner of Revenue, telephone (703) 777-0260.

6.5 Payment of Taxes

All Contractors located or owning property in Loudoun County shall assure that all real and personal property taxes are paid.

The County will verify payment of all real and personal property taxes by the Contractor prior to the award of any Contract or Contract renewal.

6.6 Insurance

A. The Contractor shall be responsible for its work and every part thereof, and for all materials, tools, equipment, appliances, and property of any and all description used in connection therewith. The

Contractor assumes all risk of direct and indirect damage or injury to the property or persons used or employed on or in connection with the work contracted for, and of all damage or injury to any person or property wherever located, resulting from any action, omission, commission or operation under the Contract.

B. The Contractor and all subcontractors shall, during the continuance of the work under the Contract, provide the following:

1. Workers' Compensation and Employer's Liability to protect the Contractor from any liability or damages for any injuries (including death and disability) to any and all of its employees, including any and all liability or damage which may arise by virtue of any statute or law in force within the Commonwealth of Virginia.
2. Comprehensive General Liability insurance to protect the Contractor, and the interest of the County, its officers, employees, and agents against any and all injuries to third parties, including bodily injury and personal injury, wherever located, resulting from any action or operation under the Contract or in connection with the contracted work. The General Liability insurance shall also include the Broad Form Property Damage endorsement, in addition to coverage for explosion, collapse, and underground hazards, where required.
3. Automobile Liability insurance, covering all owned, non-owned, borrowed, leased, or rented vehicles operated by the Contractor.
4. Professional Liability against any and all wrongful acts, errors, or omissions on the part of the Contractor resulting from any action or operation under the Contract or in connection with the contracted work.
5. Cyber Liability Insurance, with a minimum limit of \$2,000,000, including coverage for third-party liability, data breach response costs, monitoring services, notification expenses, and HIPAA regulatory response.

C. The Contractor agrees to provide the above referenced policies with the following limits. Liability insurance limits may be arranged by General, Automobile and Professional Liability policies for the full limits required, or by a combination of underlying policies for lesser limits with the remaining limits provided by an Excess or Umbrella Liability policy

1. Workers' Compensation:

	Coverage A:	Statutory
	Coverage B:	\$100,000
2.	General Liability:	
	Per Occurrence:	\$1,000,000
	Personal/Advertising Injury:	\$1,000,000
	General Aggregate:	\$2,000,000
	Products/Completed Operations:	\$2,000,000
	Fire Damage Legal Liability:	\$100,000

GL Coverage, excluding Products and Completed Operations, should be on a Per Project Basis

3.	Automobile Liability:	
	Combined Single Limit:	\$1,000,000
4.	Professional Liability:	
	Per Occurrence:	\$1,000,000
	General Aggregate:	\$1,000,000

D. The following provisions shall be agreed to by the Contractor:

1. No change, cancellation, or nonrenewal shall be made in any insurance coverage without a forty-five (45) day written notice to the County. The Contractor shall furnish a new certificate prior to any change or cancellation date. The failure of the Contractor to deliver a new and valid certificate will result in the suspension of all payments until the new certificate is furnished.

2. Liability Insurance "Claims Made" basis:

If the liability insurance purchased by the Contractor has been issued on a "claims made" basis, the Contractor must comply with the following additional conditions. The limits of liability and the extensions to be included as described previously in these provisions, remain the same. The Contractor must either:

a. Agree to provide, prior to commencing work under the Contract, certificates of insurance evidencing the above coverage for a period of two (2) years after final payment for the Contract for General Liability policies and five (5) years for Professional Liability policies. This certificate shall evidence a "retroactive date" no later than the beginning of the Contractor's work under this Contract, or

b. Purchase the extended reporting period endorsement for the policy or policies in force during the term of this Contract and evidence the purchase of this extended

reporting period endorsement by means of a certificate of insurance or a copy of the endorsement itself.

3. The Contractor must disclose the amount of deductible/self-insured retention applicable to the General Liability, Automobile Liability and Professional Liability policies, if any. The County reserves the right to request additional information to determine if the Contractor has the financial capacity to meet its obligations under a deductible/self-insured plan. If this provision is utilized, the Contractor will be permitted to provide evidence of its ability to fund the deductible/self-insured retention.
4.
 - a. The Contractor agrees to provide insurance issued by companies admitted within the Commonwealth of Virginia, with the Best's Key Rating of at least A: VII.
 - b. European markets including those based in London, and the domestic surplus lines market that operate on a non-admitted basis are exempt from this requirement provided that the Contractor's broker can provide financial data to establish that a market's policyholder surpluses are equal to or exceed the surpluses that correspond to Best's A: VII Rating.
5.
 - a. The Contractor will provide an original signed Certificate of Insurance and such endorsements as prescribed herein.
 - b. The Contractor will provide on request certified copies of all insurance coverage related to the Contract within ten (10) business days of request by the County. These certified copies will be sent to the County from the Contractor's insurance agent or representative. Any request made under this provision shall be deemed confidential and proprietary.
 - c. Any certificates provided shall indicate the Contract name and number.
6. The County, its officers and employees shall be Endorsed to the Contractor's Automobile and General Liability policies as an "additional insured" with the provision that this coverage "is primary to all other coverage the County may possess." (Use "loss payee" where there is an insurable interest). A Certificate of Insurance evidencing the additional insured status must be presented to the County along with a copy of the Endorsement.

7. Compliance by the Contractor with the foregoing requirements as to carrying insurance shall not relieve the Contractor of their liabilities provisions of the Contract.
- E. Contractual and other Liability insurance provided under this Contract shall not contain a supervision, inspection or engineering services exclusion that would preclude the County from supervising and/or inspecting the project as to the end result. The Contractor shall assume all on-the-job responsibilities as to the control of persons directly employed by it.
 - F. Precaution shall be exercised at all times for the protection of Persons (including employees) and property.
 - G. The Contractor is to comply with the Occupational Safety and Health Act of 1970, Public Law 91-956, as it may apply to this Contract.
 - H. Any loss insured under subparagraph 6.6.B.4. is to be adjusted with the County and made payable to the County as trustee for the requirements of any applicable mortgagee clause.
 - I. If an "ACORD" Insurance Certificate form is used by the Contractor's insurance agent, the words "endeavor to" and ". . . but failure to mail such notice shall impose no obligation or liability of any kind upon the company" in the "Cancellation" paragraph of the form shall be deleted.
 - J. The Contractor agrees to waive all rights of subrogation against the County, its officers, employees, and agents.
- 6.7 The Contractor shall indemnify and hold harmless the County, including its officials and employees, from all liability, losses, costs, damages, claims, causes of action, and suits of any nature (specifically including reasonable attorney's fees and defense costs of third party claims) incidental to or brought as a consequence of any negligent act, error, omission, or breach of the applicable standard of care by the Contractor and or its subcontractors. The Contractor agrees that this clause shall include claims involving infringement of patent or copyright. This section shall survive the Contract. The County is prohibited from indemnifying Contractor and/or any other third parties.

6.8 Safety

All Contractors and subcontractors performing services for the County are required and shall comply with all OSHA, State and County Safety and Occupational Health Standards and any other applicable rules and regulations. Also, all Contractors and subcontractors shall be held responsible for the safety of their employees and any unsafe acts or conditions that may cause injury or damage to any persons or property within and around the work site area under this Contract.

6.9 Notice of Required Disability Legislation Compliance*

The County is required to comply with state and federal disability legislation: The Rehabilitation Act of 1973 Section 504, The Americans with Disabilities Act (ADA) for 1990 Title II and The Virginians with Disabilities Act of 1990.

Specifically, the County, may not, through its contractual and/or financial arrangements, directly or indirectly avoid compliance with Title II of the Americans with Disabilities Act, Public Law 101-336, which prohibits discrimination by public entities on the basis of disability. Subtitle A protects qualified individuals with disability from discrimination on the basis of disability in the services, programs, or activities of all State and local governments. It extends the prohibition of discrimination in federally assisted programs established by the Rehabilitation Act of 1973 Section 504 to all activities of State and local governments, including those that do not receive Federal financial assistance, and incorporates specific prohibitions of discrimination on the basis of disability in Titles I, III, and V of the Americans with Disabilities Act. The Virginians with Disabilities Act of 1990 follows the Rehabilitation Act of 1973 Section 504.

6.10 Ethics in Public Contracting *

The provisions contained in §§ 2.2-4367 through 2.2-4377 of the Virginia Public Procurement Act as set forth in the 1950 Code of Virginia, as amended, shall be applicable to all Contracts solicited or entered into by the County. A copy of these provisions may be obtained from the Purchasing Agent upon request.

The above-stated provisions supplement, but do not supersede, other provisions of law including, but not limited to, the Virginia State and Local Government Conflict of Interests Act (§ 2.2-3100 *et seq.*), the Virginia Governmental Frauds Act (§ 18.2-498.1 *et seq.*) and Articles 2 and 3 of Chapter 10 of Title 18.2. The provisions apply notwithstanding the fact that the conduct described may not constitute a violation of the Virginia State and Local Government Conflict of Interests Act.

6.11 Employment Discrimination by Contractors Prohibited *

Every Contract of over \$10,000 shall include the following provisions:

- A. During the performance of this Contract, the Contractor agrees as follows:
 - 1. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, status as a service-disabled veteran, status as a military family, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably

necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

2. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, shall state that such Contractor is an equal opportunity employer.
3. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient to meet this requirement.

B. The Contractor will include the provisions of the foregoing paragraphs, 1, 2, and 3 in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

6.12 Drug-free Workplace*

Every Contract of over \$10,000 shall include the following provisions: During the performance of this Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purpose of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific Contract awarded to a Contractor in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana during the performance of the Contract.

6.13. Prohibition of Forced or Indentured Child Labor*

Every Contract of over \$10,000 shall include the following provisions:

- A. During the performance of this Contract, the Contractor certifies and agrees to: (i) the prohibition in use of forced or indentured child labor in the performance of the Contract, and (ii) include the provisions of the foregoing clause in every subcontract or purchase order of over

\$10,000, so that the provisions will be binding upon each subcontractor or vendor.

- B. For the purposes of this section, "forced or indentured child labor" means all work or service (i) exacted from any person younger than 18 years of age under the menace of any penalty for the nonperformance of such work or service and for which such person does not offer himself voluntarily or (ii) performed by any person younger than 18 years of age pursuant to a contract the enforcement of which can be accomplished by process or penalties.

6.14 Faith-Based Organizations*

The County does not discriminate against faith-based organizations.

6.15 Immigration Reform and Control Act of 1986*

By entering this Contract, the Contractor certifies that it does not and will not during the performance of this Contract violate the provisions of the Federal Immigration Reform and Control Act of 1986, which prohibits employment of illegal aliens.

6.16 Workmanship and Inspection

All work under this Contract shall be performed in a skillful and workmanlike manner. The Contractor and its employees shall be professional and courteous at all times. The County reserves the right to require immediate removal of any Contractor employee from County service it deems unfit for service for any reason, not contrary to law. This right is non-negotiable, and the Contractor agrees to this condition by accepting this Agreement. Further, the County may, from time to time, make inspections of the work performed under the Agreement. Any inspection by the County does not relieve the Contractor of any responsibility in meeting the Agreement requirements.

The Contractor will have all employees working at County sites wear photo identification (frontal face). This identification must be prominently displayed at all times. No one with a felony conviction may be employed under this Agreement. The Contractor MUST remove any employee from County service who is convicted of a felony during his or her employment.

6.17 Substitutions

NO substitutions, additions or cancellations, including those of key personnel, are permitted after Contract award without written approval by the Division of Procurement. Where specific employees are proposed by the Contractor for the work, those employees shall perform the work as long as those employees work for the Contractor, either as employees or subcontractors, unless the County agrees to a substitution. Requests for substitutions will be reviewed by the County and approval may be given by the County at its sole discretion.

6.18 Exemption from Taxes*

Pursuant to Va. Code § 58.1-609.1, the County is exempt from Virginia State Sales or Use Taxes and Federal Excise Tax, therefore the Contractor shall not charge the County for Virginia State Sales or Use Taxes or Federal Excise Tax on the finished goods or products provided under the Contract. However, this exemption does not apply to the Contractor, and the Contractor shall be responsible for the payment of any sales, use, or excise tax it incurs in providing the goods required by the Contract, including, but not limited to, taxes on materials purchased by a Contractor for incorporation in or use on a construction project. Nothing in this section shall prohibit the Contractor from including its own sales tax expense in connection with the Contract in its Contract price.

6.19 Ordering, Invoicing, and Payment

All work requested under this Contract shall be placed on a County issued Purchase Order. The Contractor shall not accept credit card orders or payments.

Contractor shall submit invoices at the end of each calendar month, such statement to include a detailed breakdown of all charges and shall be based on completion of tasks or deliverables for the period of time being billed and shall include progress reports.

Invoices shall be submitted to:

County of Loudoun, Virginia
Department of Mental Health, Substance Abuse and Developmental
Services
Attn: Financial Services Division
906 Trailview Blvd.
Leesburg, VA 20175

Or

mhsadsfinance@loudoun.gov

Upon receipt of invoice and final inspection and acceptance of the equipment and/or service, the County will render payment within thirty (30) days unless any items thereon are questioned, in which event payment will be withheld pending verification of the amount claimed and the validity of the claim. The Contractor shall provide complete cooperation during any such investigation. Unless invoice items are questioned, the interest shall accrue at the rate of one percent (1%) per month for any late payments.

Individual Contractors shall provide their social security numbers, and proprietorships, partnerships, and corporations shall provide their federal employer identification number on the pricing form.

6.20 Payments to Subcontractors *

Within seven (7) days after receipt of amounts paid by the County for work performed by a subcontractor under this Contract, the Contractor shall either:

- A. Pay the subcontractor for the proportionate share of the total payment received from the County attributable to the work performed by the subcontractor under this Contract; or
- B. Notify the County and subcontractor, in writing, of his intention to withhold all or a part of the subcontractor's payment and the reason for non-payment.

The Contractor shall pay interest to the subcontractor on all amounts owed that remain unpaid beyond the seven (7) day period except for amounts withheld as allowed in item B. above.

Unless otherwise provided under the terms of this Contract, interest shall accrue at the rate of one percent (1%) per month.

The Contractor shall include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements as set forth above with respect to each lower-tier subcontractor.

The Contractor's obligation to pay an interest charge to a subcontractor pursuant to this provision may not be construed to be an obligation of the County.

6.21 Assignment*

The Agreement may not be assigned in whole or in part without the prior written consent of the Division of Procurement. The rights and obligations of the Contractor are personal and may be performed only by the Contractor. Any purported assignment that does not comply with this provision is void. This Agreement is binding upon and inures to the benefit of the parties and their respective permitted successors and assigns.

6.22 Termination

Subject to the provisions below, the Contract may be terminated by the County upon thirty (30) days advance written notice to the Contractor; but if any work or service hereunder is in progress, but not completed as of the date of termination, then the Contract may be extended upon written approval of the County until said work or services are completed and accepted.

A. Termination for Convenience

The County may terminate this Contract for convenience at any time in which the case the parties shall negotiate reasonable termination costs.

B. Termination for Cause

In the event of Termination for Cause, the thirty (30) days advance notice is waived, and the Contractor shall not be entitled to termination costs.

C. Termination Due to Unavailability of Funds in Succeeding Fiscal Years

If funds are not appropriated or otherwise made available to support continuation of the performance of this Contract in a subsequent fiscal year, then the Contract shall be canceled and, to the extent permitted by law, the Contractor shall be reimbursed for the reasonable value of any non-recurring costs incurred but not amortized in the price of the supplies or services delivered under the Contract.

6.23 Contractual Disputes*

The Contractor shall give written notice to the Purchasing Agent of intent to file a claim for money or other relief within ten (10) calendar days of the occurrence giving rise to the claim or at the beginning of the work upon which the claim is to be based, whichever is earlier.

The Contractor shall submit its invoice for final payment within thirty (30) days after completion or delivery.

The claim, with supporting documentation, shall be submitted to the Purchasing Agent by US Mail, return receipt requested, courier, or overnight delivery service, no later than sixty (60) days after final payment. If the claim is not disposed of by agreement, the Purchasing Agent shall reduce his/her decision to writing and mail via U.S. mail or otherwise forward a copy thereof to the Contractor within thirty (30) days of the County's receipt of the claim.

The Purchasing Agent's decision shall be final unless the Contractor appeals within thirty (30) days by submitting a written letter of appeal to the County Administrator, or his designee. The County Administrator shall render a decision within sixty (60) days of receipt of the appeal.

No Contractor shall institute any legal action until all statutory requirements have been met. Each party shall bear its own costs and expenses resulting from any litigation, including attorney's fees.

6.24 Severability*

In the event that any provision shall be adjudged or decreed to be invalid, by a court of competent jurisdiction, such ruling shall not invalidate the entire Agreement but shall pertain only to the provision in question and the remaining provisions shall continue to be valid, binding and in full force and effect.

6.25 Governing Law/Forum

This Agreement shall be governed and construed in all respects by its terms and by the laws of the Commonwealth of Virginia. Any judicial action shall be filed in the Commonwealth of Virginia, County of Loudoun. Contractor expressly waives any objection to venue or jurisdiction of the Loudoun County Circuit Court, Loudoun County, Virginia. Contractor expressly consents to waiver of service of process in an action pending in the Loudoun County Circuit Court pursuant to Virginia Code Section 8.01-286.1.

6.26 Notices

All notices and other communications hereunder shall be deemed to have been given when made in writing and either (a) delivered in person, (b) delivered to an agent, such as an overnight or similar delivery service, or (c) deposited in the United States mail, postage prepaid, certified or registered, addressed as follows:

TO CONTRACTOR:

TBD

TO COUNTY (a) and (b):

County of Loudoun, Virginia
Division of Procurement
1 Harrison Street, S.E., 1st Floor

**Drop Box: Procurement
Proposals and Bid**

Leesburg, Virginia 20175
Attn: Sadia Siddiq Ferguson

TO COUNTY (c):

County of Loudoun, Virginia
Division of Procurement
P.O. Box 7000
Leesburg, Virginia 20177
Attn: Sadia Siddiq Ferguson

And

County of Loudoun, Virginia
Department of Mental Health, Substance
Abuse and Developmental Services
906 Trailview Blvd.
Leesburg, Virginia 20175
Attn: Beena Chundevalel

Due to security restrictions, public access to County facilities is extremely limited. The mailing or delivery by an agent of notices is preferred. However, if a notice is hand delivered, it will be received in the lobby of 1 Harrison Street, SE, Leesburg, Virginia 20175 ONLY in

the Drop Box labeled: Procurement Bids and Proposals between the hours of 8:30 a.m. and 5:00 p.m.

Notice is deemed to have been received: (i) on the date of delivery if delivered in person; (ii) on the first business day after the date of delivery if sent by same day or overnight courier service; or (iii) on the third business day after the date of mailing, if sent by certified or registered United States Mail, return receipt requested, postage and charges prepaid.

6.27 Authority to Transact Business in Virginia*

A Contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so, required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described herein that enters into a Contract with the County pursuant to the Virginia Public Procurement Act, Sections 2.2-4300 *et seq.* shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50 of the Code of Virginia, to be revoked or cancelled at any time during the term of the Contract. The County may void any Contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

6.28 Licensure

To the extent required by the Commonwealth of Virginia (see e.g. Sections 54.1-1100 *et seq.* of the Code of Virginia) or the County, the Contractor shall be duly licensed to perform the services required to be delivered pursuant to this Contract.

6.29 Confidentiality

A. Contractor Confidentiality

The Contractor acknowledges and understands that its employees may have access to proprietary, business information, or other confidential information belonging to the County of Loudoun. Therefore, except as required by law, the Contractor agrees that its employees will not:

1. Access or attempt to access data that is unrelated to their job duties or authorizations as related to this Contract.
2. Access or attempt to access information beyond their stated authorization.
3. Disclose to any other person or allow any other person access to any information related to the County or any of its facilities

or any other user of this Contract that is proprietary or confidential. Disclosure of information includes, but is not limited to, verbal discussions, FAX transmissions, electronic mail messages, voice mail communication, written documentation, "loaning" computer access codes and/or another transmission or sharing of data.

The Contractor understands that the County, or others may suffer irreparable harm by disclosure of proprietary or confidential information and that the County may seek legal remedies available to it should such disclosure occur. Further, the Contractor understands that violations of this provision may result in Contract termination.

The Contractor further understands that information and data obtained during the performance of this agreement shall be considered confidential, during and following the term of this Contract, and will not be divulged without the Purchasing Agent's written consent and then only in strict accordance with prevailing laws. The Contractor shall hold all information provided by the County as proprietary and confidential and shall make no unauthorized reproduction or distribution of such material.

B. County Confidentiality

The County understands that certain information provided by the Contractor during the performance of this Agreement may also contain confidential or proprietary information. Contractor acknowledges that this Contract and public records (as defined by §2.2-3701 of the Virginia Freedom of Information Act) provided pursuant to this Contract are subject to the Virginia Freedom of Information Act §§2.2-3700 *et seq.* and the Virginia Public Procurement Act §2.2-4342 of the Code of Virginia.

6.30 Counterparts

This Contract and any amendments or renewals hereto may be executed in a number of counterparts, and each counterpart signature, when taken with the other counterpart signatures, is treated as if executed upon one original of this Contract or any amendment or renewal. A signature by any party to this Contract provided by facsimile or electronic mail is binding upon that party as if it were the original.

6.31 No Smoking

Smoking in all County buildings is prohibited. The County may designate a smoking area outside County facilities. The Contractor shall only use those designated smoking areas. Certain County facilities, both inside and outside, may be entirely smoke free. Contractor shall inquire of the Contract

Administrator or designee if a facility is entirely smoke free. Failure to adhere to the County's no smoking policies may lead to removal of Contractor employees and possible Contract termination.

6.32 Background Checks

The Contractor shall obtain background checks on all personnel who will be assigned to County buildings working in any capacity including supervision. The background check MUST be completed and received by the County Contract Administrator before any personnel can work on County property.

The Contractor should have enough qualified people with current background checks so as to be able to provide a replacement within twenty-four (24) hours. It is recommended that the Contractor keep on file with the Contract Administrator a list of persons who may work at County properties so that replacements can be quickly made. Should a replacement take longer than twenty-four (24) hours, this may be cause for termination of the Agreement. Should the Contractor assign someone who has not had a background check, that person will be immediately ordered off of County property and the Contractor may not bill the County for any hours worked. No one with a felony conviction may be employed under this Agreement. The Contractor MUST remove any employee from County service who is convicted of a felony during his or her employment. After initial background checks have been made, they must be done annually for any person working at County sites after one (1) year. Failure to obtain background checks as specified can result in termination of the Agreement.

6.33 Force Majeure

A party is not liable for failure to perform the party's obligations if such failure is as a result of Acts of God (including fire, flood, earthquake, storm, hurricane or other natural disaster), war, invasion, act of foreign enemies, hostilities (regardless of whether war is declared), civil war, rebellion, revolution, insurrection, military or usurped power or confiscation, terrorist activities, nationalization, government sanction, blockage, embargo, strikes at national level or industrial disputes at a national level, or strike or industrial disputes by labor not employed by the affected party, its subcontractors or its suppliers and which affect an essential portion of the contracted for works but excluding any industrial dispute which is specific to the performance of the works or this Contract, interruption or failure of electricity or telephone service.

If a party asserts Force Majeure as an excuse for failure to perform the party's obligation, that party must immediately notify the other party giving full particulars of the event of Force Majeure and the reasons for the event of Force Majeure preventing that party from, or delaying that party in performing its obligations under this Contract and that party must use its

reasonable efforts to mitigate the effect of the event of Force Majeure upon its or their performance of the Contract and to fulfill its or their obligations under the Contract.

An event of Force Majeure does not relieve a party from liability for an obligation which arose before the occurrence of that event, nor does that event affect the obligation to pay money in a timely manner which matured prior to the occurrence of that event.

The Contractor has no entitlement and County has no liability for: (1) any costs, losses, expenses, damages or the payment of any part of the Contract price during an event of Force Majeure; and (2) any delay costs in any way incurred by the Contractor due to an event of Force Majeure.

6.34 Survival of Terms

Upon discharge of this Agreement, Sections (Notice, Hold Harmless, Governing Law/Forum, and Contractual Disputes) of these Terms and Conditions continue and survive in full force and effect.

6.35 Non-Waiver

No waiver of any provision of this Agreement shall constitute a waiver of any other provision nor shall any waiver of this Agreement constitute a continuing waiver unless otherwise expressly provided.

6.36 Non-Exclusivity

This agreement does not limit the County's right to independently contract with another independent certified public accountant or accounting firm to perform similar audit services.

6.37 Health Insurance Portability and Accountability Act (HIPAA)

The Contractor hereby certifies that it is in compliance with the Health Insurance Portability and Accountability Act of 1996 [HIPAA] (Public Law 104-191) Privacy Rule. The Contractor agrees that upon termination of this Agreement, it will return or destroy all protected health information (PHI) received from County. If return or destruction is not possible, Contractor will extend the protection of the Agreement to the information and limit further uses and disclosures that make the return or destruction impossible. The Contractor also agrees to use reasonable administrative, technical and physical safeguards to ensure the integrity and confidentiality of all PHI that it receives or possesses from the County and that it will protect the health information against reasonable anticipated threats or hazards to the security or integrity of the information and unauthorized uses or disclosures of the information. The Contractor shall be obligated by this Agreement to advise the County within forty-eight (48) hours of occurrence of any HIPAA Privacy Rule violations.

In the event the County becomes aware of a HIPAA violation, the County will take reasonable steps up to and including termination of this Agreement to ensure that the Contractor ends the violation. Failure to end the violation will result in County notification of the federal, state, and local authorities.

7.0 EVALUATION OF PROPOSALS: SELECTION FACTORS

The criteria set forth below will be used in the receipt of proposals and selection of the successful Offeror.

The County Proposal Analysis Group (PAG) will review and evaluate each proposal, and selection will be made on the basis of the criteria listed below. Offerors submitting proposals shall include statements on the following:

- 7.1 Ability to meet or exceed all requirements stated in Section 5.0 (30 points)
- 7.2 Credentials and related experience (25 points)
- 7.3 Ability to utilize Electronic Health Record systems (15 points)
- 7.4 Provides culturally competent treatment (10 points)
- 7.5 Cost of Services (20 points)

The PAG will collectively develop a composite rating which indicates the group's collective ranking of the highest rated proposals in a descending order. The PAG may then conduct interviews with only the top-ranked Offerors, usually the top two (2) or three (3) depending upon the number of proposals received. Negotiations shall be conducted with Offerors so selected. The PAG may request a Best and Final Offer(s) (BAFO) and/or make a recommendation for the Contract award.

8.0 PROPOSAL SUBMISSION FORMAT

Offerors are to make written proposals that present the Offeror's qualifications and understanding of the work to be performed. Offerors shall address each of the specific evaluation criteria listed below, in the following order. Failure to include any of the requested information may result in the loss of points or the proposal will be deemed incomplete and rejected.

8.1 Ability to meet or exceed all requirements stated in Section 5.0

The Offeror must submit a Technical Proposal containing the following information. This information will be considered the minimum content of the proposal. Proposal contents shall be arranged in the same order and identified with headings as presented herein

- A. Name of firm submitting proposal
 - 1. Main office address
 - 2. Date organized
 - 3. Type of business

4. If a corporation, when and where incorporated
 5. Federal, State and County registration numbers
- B. Contractor shall provide proof that the office location for treatment services is located within Loudoun County, Virginia. Accepted forms of proof are not limited to a valid business license issued in Loudoun County, a certificate of incorporation showing the county address, or a lease agreement, deed, or utility bill tied to the county address.
- C. Understanding of the problem and technical approach.
1. Statement and discussion of the requirements as outlined in 5.0.
 2. Offeror's proposed definitive Scope of Work with explanation of technical approaches and a detailed outline of the proposed program for executing the requirements of the technical scope and achieving project objectives.
 3. Offeror should demonstrate an awareness of difficulties in the completion of this undertaking, and a plan for surmounting them. Special attention should be given to methodological issues as well as the program sustainability outside of County-assistance that will be encountered in such a project.
- D. The Offerors CSC Services model must include cohesive coordination between the Offerors staff and the MHSADS staff assigned to this project. This is essential in effectively treating the individuals served and to successfully transition them to MHSADS' staff when appropriate.

Offeror staff shall include:

1. Virginia Licensed therapist or therapist receiving supervision towards licensure to provide individual and group Resilience Training.
2. Employment and/or Vocational Specialist to assist individuals to begin and/or maintain employment or to enroll in and attend school.
3. Certified Peer Specialist to collaborate and assist with Action Planning for Prevention and Recovery (APPR), Whole Health Action Management (WHAM), and other peer recovery interventions.
4. Psychiatric Prescriber, either Medical Doctor (MD) Doctor of Osteopathy Medicine (DO) or Nurse Practitioner (NP) to evaluate and treat with current and effective psychotropic medication Offeror shall demonstrate the capability to provide Telepsychiatry services

E. Preliminary Work Plan:

1. The Offeror must present a description of the phases or segments into which the proposed program can logically be divided and performed. The technical narrative should address separately each of the tasks and subtasks described in the Request for Proposal, Section 5.0 Scope of Services, and responses should be keyed to appropriate task numbers. This section should also contain a discussion of any changes proposed by the Offeror that substantially differs from the project scope described in these Special Provisions.
2. This section should include detailed descriptions of activities that are to occur, significant milestones, and anticipated deliverables.
3. In this section, the Offeror may also comment, if deemed appropriate, on any aspect of the Request for Proposal, including suggestions on possible alternative approaches to the coverage, definition, development, and organization of the issues presented in the Scope of Services Section, and may propose alternative approaches.

F. Compliance with Contractual Terms

State your compliance with the County's Contract Terms and Conditions listed in Section 6.0. Specifically, list any deviations and provide justification.

8.2 Credentials and related experience

A. Organizational and Staff Experience: Offerors must describe their qualifications and experience to perform the work described in this Request for Proposal, Sections 4.0 Offeror's Minimum Qualifications and 5.0 Scope of Services. Information about experience should include direct experience with specific subject matter.

1. Contractor shall comment on employment of clinical staff who are trained in and use motivational interviewing techniques and an evidence-based model of behavioral health treatment clinically appropriate for the population the successful offer will treat.
2. Contractor shall address providing personnel with current Virginia Human Rights and Health Insurance Portability and Accountability Act (HIPPA) Occupational Safety and Health Administration (OSHA), Cardiopulmonary Resuscitation (CPR) and First Aid training will be onsite and available to respond.

3. Contractor shall report providing personnel with current behavior management/de-escalation training will be on site and available to respond
 4. All required trainings, including but not limited to, OSHA, CPR and First Aid, Virginia Human Rights and Health Insurance Portability and Accountability Act (HIPAA) must be included with the proposal submission.
- B. References: Special notation must be made of similar or related programs performed and must include organization names, addresses, and name of contact persons, and telephone numbers for such reference. Provide a minimum of three references.
 - C. Personnel: Full-time and part-time staff, proposed consultants and subcontractors who may be assigned direct work on this project should be identified. Information is required which will show the composition of the task or work group, its specific qualifications, and recent relevant experience. Special mention shall be made of direct technical supervisors and key technical personnel, and approximate percentage of the total time each will be available for this project. The technical areas, character, and extent of participation by any subcontractor or consultant activity must be indicated and the anticipated sources will be identified.
 - D. Resumes of staff and proposed consultants are required indicating education, background, and recent relevant experience with the subject matter of the project. Current e-mail addresses and telephone numbers must be included.
 - E. A staffing plan is required which describes the Offeror's proposed staff distribution to accomplish this work. The staffing plan should indicate a chart that partitions the time commitment of each professional staff member across the proposed tasks and a timeline for the project. It is mandatory that this section identify the key personnel who are to work on the project, their relationship to be contracting organization, and amount of time to be devoted to the project. This includes Consultants as well as regular employees of the Offeror, if relevant.
 - F. The Offeror shall provide copies of Licenses and certifications pursuant to Section 4.0.
 - G. Financial Statements: The Offeror shall provide an income statement and balance sheet from the most recent reporting period.

8.3 Ability to utilize Electronic Health Record systems.

- A. Offeror shall describe its ability to utilize electronic health record systems.

8.4 Provides culturally competent services

- A. Provide outline describing how staff are trained in cultural competency and sensitivity and how services will be provided to non-English-Speaking individuals including access to interpreter and translators for written documents.

8.5 Cost of Services

- A. Offeror's fully burdened fixed monthly rate for the services Scope of Services stated in Section 5.0.
1. Offeror must provide, for the fixed monthly rate, a detailed price breakdown for each service category as well as totals for services provided together if pricing differs and calculated at a monthly rate. The breakdown must include labor categories, rates, hours, and extended totals and other expenses.
 2. Include breakdown of other expenses such as clerical support, other overhead costs, supplies, etc.

9.0 INSTRUCTIONS FOR SUBMITTING PROPOSALS

9.1 Preparation and Submission of Proposals

- A. Before submitting a proposal, read the **ENTIRE** solicitation including the Terms and Conditions. Failure to read any part of this solicitation will not relieve an Offeror of its contractual obligations.
- B. Pricing must be submitted on the provided pricing form only. Include other information, as requested or required.
- C. All proposals shall be signed by the individual or authorized principals of the firm.
- D. All attachments to the RFP requiring execution by the Offeror are to be returned with the proposal.
- E. Offerors may submit either a physical (hard copy) response or an online electronic response to this solicitation as provided in the instructions below. If the County receives both an online electronic submission and a physical (hard copy) submission for the same solicitation, then the online electronic proposal shall take precedence over the physical (hard copy) submission, unless the Offeror specifically states otherwise in their response.

F. *Instructions for Submitting a Physical (Hard Copy) Proposals*

1. All physical (hard copy) proposals must be submitted to the Division of Procurement in a sealed container. The face of the sealed container shall indicate the RFP number, time and date of opening, the title of the RFP, the name of the firm, and the firm's complete return address.
2. Physical (Hard Copy) Proposals may be submitted via one of the following options:

US Mail to:

County of Loudoun, Virginia
Division of Procurement
PO Box 7000
Leesburg, Virginia 20177-7000.

OR

Hand delivered to:

County of Loudoun, Virginia
Division of Procurement
1 Harrison Street, S.E. 1st Floor

Procurement Bids and Proposals Drop Box

Leesburg, Virginia 20175

OR

Private carrier (UPS/FedEx) to:

Loudoun County Procurement
1 Harrison Street, S.E.,

ATTN: PROCUREMENT BIDS & PROPOSALS

Leesburg, Virginia 20175

Please note: Offerors choosing to submit proposals via US Mail or UPS/FedEx should allow at least an additional twenty-four (24) hours in the delivery process to ensure proposals are received on time. Overnight delivery does not guarantee that the proposal will be delivered to the appropriate location prior to the Acceptance Date and Time.

3. Failure by a Offeror to address and label their submission in accordance with the requirements of this section may result in submission being delivered to an incorrect location which will ultimately result in rejection for late submission.
4. Each firm shall submit one (1) original, one (1) electronic copy (in PDF format) on a USB flash drive, and one (1) copy of their proposal to the County's Division of Procurement as indicated

on the cover sheet of this RFP.

G. *Instructions for Submitting Online Electronic Bids/Proposals*

1. Electronic submissions may be submitted through the County's iSupplier system. Bidders/Offerors can access iSupplier by clicking here: https://ebsprdext.loudoun.gov/OA_HTML/AppsLocalLogin.jsp. **Faxed and/or e-mailed proposals will not be accepted.**
2. Registration and access to iSupplier is free. iSupplier registration is **MANDATORY** to submit an online electronic response. To learn more and register, please visit <https://www.loudoun.gov/926/BiddersSuppliers-Registration>. iSupplier account set-up, approval, and/or updates may take up to **five (5)** business days. Bidders/Offerors should confirm their ability to access and use iSupplier well in advance of the solicitation Acceptance Date and Time to allow sufficient time to request technical support, if needed.
3. Offerors must acknowledge and accept the County's Online Submission Terms and Conditions prior to submitting an online response.
4. Guides for registration and submitting an online electronic bid/proposal using iSupplier are available on the County's website at <https://www.loudoun.gov/926/BiddersSuppliers-Registration>. These guides provide detailed instructions for online electronic proposal submission.
 - a. iSupplier Registration: Loudoun iSupplier Guide
 - b. Instructions for submitting online electronic bids/proposals: iSupplier Guide for Suppliers – Sourcing (Solicitations/Bid Opportunities)
 - c. Frequently Asked Questions
5. The file(s) attached to the online electronic bid/proposal must be in PDF format unless otherwise stated. Encrypted or password protected files are prohibited. Offerors assume all risks and are solely responsible for ensuring the County is able to access, open, and download file(s) attached to their bid/proposal. Electronic links to proposals are prohibited. If the County is unable to access or open any file(s) associated with the online electronic submission, the County will consider those file(s) as not submitted. Offerors are cautioned to ensure that the files attached to the proposal are complete. Bid/Proposal submission forms must be completed legibly

and in their entirety; and all required supplemental information, including addenda, must be furnished and presented in an organized, comprehensive, and easy to follow manner.

6. An online electronic proposal is not considered successfully submitted unless all necessary files have been uploaded and the online electronic bid/proposal response status is **“Active”**. An iSupplier system generated e-mail confirmation receipt with a unique confirmation number will be provided once submission is complete. Offerors are responsible for the consequences of any failure to plan ahead in the submission of its bid/proposal. Incomplete online electronic responses in **“Draft”** status will not be accepted.
 7. For technical assistance, please contact the Division of Procurement at (703) 777-0403 or via email at procurement@loudoun.gov. Please note that County staff will not be able to view your draft online submission and will only be able to provide general assistance related to system use and access.
 8. Online electronic proposals are sealed and cannot be opened until the Acceptance Date and Time specified.
 9. Offerors may withdraw their online electronic bid/proposal submission prior to the Acceptance Date and Time. A new online electronic bid/proposal may be submitted to facilitate changes through the Acceptance Date and Time specified.
- H. Proposals must be received by the Division of Procurement prior to 4:00 p.m., Eastern time on the date specified on the cover of the RFP. Time can be verified by visiting <http://www.time.gov>. Requests for extensions of this time and date will not be granted, unless deemed to be in the County's best interest. Bidders/Offerors mailing their bids/proposals shall allow for sufficient mail time to ensure receipt of their bids/proposals by the Division of Procurement by the time and date fixed for acceptance of the bids/proposals. Bids/Proposals or unsolicited amendments to bids/proposals received by the County after the Acceptance Date and Time will not be considered. Bids/Proposals will be publicly accepted and logged in at the time and date specified above.

9.2 Questions and Inquiries

Questions and inquiries, both oral and written, will be accepted from any and all Offerors. However, when requested, complex oral questions shall be submitted in writing. The Division of Procurement is the sole point of

contact for this solicitation unless otherwise instructed herein. Unauthorized contact with other Loudoun County staff regarding the RFP may result in the disqualification of the Offeror. Inquiries pertaining to the RFP must give the RFP number, time and date of opening and the title of the RFP. Material questions will be answered in writing with an Addendum provided, however, that all questions are received *by 11:00 a.m. January 13, 2026*. It is the responsibility of all Offerors to ensure that they have received all Addenda and to include signed copies with their proposal. Addenda can be downloaded from www.loudoun.gov/procurement.

9.3 Proprietary Information

The submission of trade secrets or proprietary information with a proposal is strongly discouraged. If such information must be submitted by a Bidder/Offeror in connection with this solicitation, **the Bidder/Offeror must invoke the specific exclusion or exemption that applies and the protection pursuant to § 2.2-4342 of the Code of Virginia for it to be exempt from disclosure under the Virginia Freedom of Information Act, Virginia Code §§ 2.2-3700, et seq., as applicable. Bidders/Offerors must clearly identify the data or other materials to be protected and state the reasons why protection is necessary prior to or upon submission.** Bidders/Offerors shall not mark sections of their proposal as “proprietary” if they are to be part of the award of the contract and are of a "Material" nature. A Bidder/Offeror shall not designate as trade secrets or proprietary information: (a) an entire bid, proposal, or prequalification application; (b) any portion of a bid, proposal, or prequalification application that does not contain trade secrets or proprietary information; (c) line-item prices or total bid, proposal, or prequalification application prices, or (d) any information that is readily ascertainable by proper means.

Failure to identify proprietary and confidential information in accordance with § 2.2-4342F of the Code of Virginia may result in the disclosure of information pursuant to a Freedom of Information Act request. Additionally, the County will not notify the bidder, Offeror, or contractor of any request for disclosure of their bid/proposal pursuant to a Freedom of Information Act request. Further, the County assumes no liability for the disclosure or use of information contained in a bid/proposal if not appropriately marked in accordance with [§ 2.2-4342](#).

9.4 Firm Pricing for County Acceptance

Proposal pricing must be firm for County acceptance for a minimum of ninety (90) days from proposal receipt date. “Discount from list” proposals are not acceptable unless requested.

9.5 Authority to Bind Firm in Contract

Proposals MUST give the full firm name and address of the Offeror. Failure to manually sign proposal may disqualify it. Person signing proposal should show TITLE or AUTHORITY TO BIND THE FIRM IN A CONTRACT. Firm name and authorized signature must appear on the proposal in the space provided on the pricing page. Those authorized to sign are as follows:

If a sole proprietorship, the owner may sign.

If a general partnership, any general partner may sign.

If a limited partnership, a general partner must sign.

If a limited liability company, a "member" may sign or "manager" must sign if so specified by the Articles of Organization.

If a regular corporation, the CEO, President or Vice-President must sign.

Others may be granted authority to sign but the County requires that a corporate document authorizing him/her to sign be submitted with proposal.

9.6 Withdrawal of Proposals

A. All proposals submitted shall be valid for a minimum period of ninety (90) calendar days following the date established for acceptance.

B. Proposals may be withdrawn on written request from the Offeror at the address shown in the solicitation prior to the time of acceptance.

C. Negligence on the part of the Offeror in preparing the proposal confers no right of withdrawal after the time fixed for the acceptance of the proposals.

9.7 County Furnished Support/Items

The estimated level of support required from County personnel for the completion of each task shall be estimated by position and man days.

The Offeror shall indicate the necessary telephones, office space, and materials the Offeror requires. The County may furnish these facilities if the County considers them reasonable, necessary, and available for the Offeror to complete its task.

9.8 Subcontractors

Offerors shall include a list of all subcontractors in their proposal. Proposals shall also include a statement of the subcontractors' qualifications. The County reserves the right to reject the successful Offeror's selection of subcontractors for good cause. If a subcontractor is rejected, the Offeror may replace that subcontractor with another subcontractor subject to the approval of such contractor by the County. Any such replacement shall be at no expense to the County, nor shall it result in an extension of time without County approval.

9.9 References

All Offerors shall include with their proposals a list of at least three (3) current

references for whom comparable work has been performed. This list shall include company name, person to contact, address, telephone number, fax number, e-mail address, and the nature of the work performed. Failure to include references shall be cause for rejection of proposal as non-responsible. Offeror hereby releases listed references from all claims and liability for damages that may result from the information provided by the reference.

9.10 Late Proposals

LATE proposals shall be returned to the Offeror UNOPENED, if RFP number, acceptance date and Offeror's return address is shown on the container.

9.11 Rights of County

The County reserves the right to accept or reject all or any part of any proposal, waive informalities, and award the contract to best serve the interest of the County. Informality shall mean a minor defect or variation of a proposal from the exact requirements of the Request for Proposal which does not affect the price, quality, quantity, or delivery schedule for the goods, services or construction being procured.

9.12 Prohibition as Subcontractors

No Offeror who is permitted to withdraw a proposal shall, for compensation, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn proposal was submitted.

9.13 Proposed Changes to Scope of Services

If there is any deviation from that prescribed in the scope of services, the appropriate line in the scope of services shall be ruled out and the substitution clearly indicated. The County reserves the right to accept or reject any proposed change to the scope.

9.14 Notice of Award

A Notice of Award will be posted on the County's web site (www.loudoun.gov/procurement).

9.15 Protest

Offerors may refer to §§ 2.2-4357 through 2.2-4364 of the Code of Virginia to determine their remedies concerning this competitive process. Protests shall be submitted to the Director, Finance and Procurement.

9.16 Miscellaneous Requirements

A. The County will not be responsible for any expenses incurred by a firm in preparing and submitting a proposal. All proposals shall provide a

straight-forward, concise delineation of the firm's capabilities to satisfy the requirements of this request. Emphasis should be on completeness and clarity of content.

- B. Offerors who submit a proposal in response to this RFP may be required to make an oral presentation of their proposal. The Division of Procurement will schedule the time and location for this presentation.
- C. Selected contents of the proposal submitted by the successful Offeror and this RFP will become part of any contract awarded as a result of the Scope of Services contained herein. The successful firm will be expected to sign a contract with the County.
- D. The County reserves the right to reject any and all proposals received by reason of this request, or to negotiate separately in any manner necessary to serve the best interests of the County. Offerors whose proposals are not accepted may be notified in writing.

9.17 Debarment

By submitting a proposal, the Offeror is certifying that Offeror is not currently debarred by the County, or in the case of a procurement involving federal funds, by the Federal Government. A copy of the County's debarment procedure in accordance with § 2.2-4321 of the Code of Virginia is available upon request.

9.18 Proof of Authority to Transact Business in Virginia

An Offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 of the Code of Virginia shall include in its bid or proposal the identification number issued to it by the State Corporation Commission (SCC). Any Offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law shall include in its bid or proposal a statement describing why the Offeror is not required to be so authorized. Any Offeror described herein that fails to provide the required information shall not receive an award unless a waiver of this requirement and the administrative policies and procedures established to implement this section is granted by the Purchasing Agent or his designee. The SCC may be reached at (804) 371-9733 or at <http://www.scc.virginia.gov/default.aspx>.

9.19 Cooperative Procurement

As authorized in Section 2.2-4304 of the Code of Virginia, this procurement is being conducted on behalf of and may be used by public bodies, agencies, institutions and localities of the several states, territories of the United States, and the District of Columbia with the consent of the

Contractor.

9.20 W-9 Form Required

Each Offeror shall submit a completed W-9 form with their proposal. In the event of contract award, this information is required in order to issue purchase orders and payments to your firm. A copy of this form can be downloaded from <http://www.irs.gov/pub/irs-pdf/fw9.pdf>.

9.21 Insurance Coverage

Offerors shall include with their proposal a copy of their current Certificate of Insurance that illustrates the current level of coverage the Offeror carries. The Certificate can be a current file copy and does not need to include any "additional insured" language for the County.

9.22 Legal Action

No Offeror or potential Offeror shall institute any legal action until all statutory requirements have been met.

9.23 Certification by Contractor as to Felony Convictions

No one with a felony conviction may be employed under this Contract and by the signature of its authorized official on the response to this Solicitation, the Contractor certifies that neither the contracting official nor any of the Contractor's employees, agents or subcontractors who will work under this Agreement have been convicted of a felony.



Loudoun County, Virginia

Division of Procurement
1 Harrison Street, 4th Floor
Leesburg, Virginia 20175

**10.0 PROPOSAL SUBMISSION FORMS
COORDINATED SPECIALTY CARE SERVICES**

THE FIRM OF: _____

Address: _____

FEIN _____

Hereby agree to provide the requested services as defined in Request for Proposal No. RFQ 686933 as follows:

Fixed Monthly Rate \$ _____

A. Return the following with your proposal. If Offeror fails to provide with their proposal, items shall be provided within twenty-four (24) hours of proposal opening.

ITEM: INCLUDED: (X)

- 1. W-9 Form: _____
- 2. Certificate of Insurance: _____
- 3. Addenda, if any (Informality): _____

B. Failure to provide the following items with your proposal shall be cause for rejection of the proposal as non-responsible or the proposal will be deemed incomplete and rejected. It is the responsibility of the Offeror to ensure that it has received all addenda and to include signed copies with their proposal (9.2).

ITEM: INCLUDED: (X)

- 1. Addenda, if any: _____
- 2. Payment Terms: _____ net 30 or _____ Other
- 3. Proof of Authority to Transact Business in Virginia Form (9.18): _____
- 4. Minimum Qualification Documentation (4.0): _____
- 5. References (9.9): _____
- 6. Attachment I - HIPAA Business Associate Agreement _____
- 7. Attachment II - Pricing Sheet _____



Loudoun County, Virginia

Division of Procurement
1 Harrison Street, 4th Floor, MSC #41C
Leesburg, Virginia 20175

Person to contact regarding this proposal: _____

Title: _____ Phone: _____ Fax: _____

E-mail _____

Name of person authorized to bind the Firm (9.5): _____

Signature: _____ Date: _____

By signing and submitting a proposal, your firm acknowledges and agrees that it has read and understands the RFP documents and that your Firm is not currently Debarred by a local or state government or the Federal Government.



PROOF OF AUTHORITY TO TRANSACT BUSINESS IN VIRGINIA

THIS FORM MUST BE SUBMITTED WITH YOUR PROPOSAL. FAILURE TO INCLUDE THIS FORM SHALL RESULT IN REJECTION OF YOUR PROPOSAL

Pursuant to Virginia Code §2.2-4311.2, a bidder/offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 of the Code of Virginia shall include in its bid/ proposal the identification number issued to it by the State Corporation Commission ("SCC"). Any bidder/offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law shall include in its bid or proposal a statement describing why the offeror is not required to be so authorized. Any bidder/offeror described herein that fails to provide the required information shall not receive an award unless a waiver of this requirement and the administrative policies and procedures established to implement this Section is granted by the Purchasing Agent or his designee.

If this bid/proposal for goods or services is accepted by the County of Loudoun, Virginia, the undersigned agrees that the requirements of the Code of Virginia Section 2.2-4311.2 have been met.

Please complete the following by checking the appropriate line that applies and providing the requested information. **PLEASE NOTE: The SCC number is NOT your federal ID number or business license number. The Bidder/Offeror:**

is a corporation or other business entity with the following SCC identification number: _____ **OR-**

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder/offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder/offeror's out-of-state location) **-OR-**

is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder/offeror's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

****NOTE**** >> Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids/proposals (The County reserves the right to determine in its sole discretion whether to allow such waiver):

Please attach additional sheets of paper if you need to explain why such bidder/offeror is not required to be authorized to transact business in Virginia.

_____ Legal Name of Company (as listed on W-9)

_____ Legal Name of Bidder/Offeror

_____ Authorized Signature _____ Date

_____ Print or Type Name and Title

References for: RFP # RFQ 686993 COORDINATED SPECIALTY CARE SERVICES

Offerors shall provide references on this form.

1. Firm Name _____
Contact _____
Title _____ E-mail _____
Mailing Address _____
Phone _____ Fax _____
Lenth of Time: _____ Time Period: _____
Type of Services Provided: _____
Total Value: \$ _____

2. Firm Name _____
Contact _____
Title _____ E-mail _____
Mailing Address _____
Phone _____ Fax _____
Lenth of Time: _____ Time Period: _____
Type of Services Provided: _____
Total Value: \$ _____

3. Firm Name _____
Contact _____
Title _____ E-mail _____
Mailing Address _____
Phone _____ Fax _____
Lenth of Time: _____ Time Period: _____
Type of Services Provided: _____
Total Value: \$ _____

WE VALUE YOUR FEEDBACK

Your experience matters to us.

Help us improve future procurement opportunities by sharing how you heard about this solicitation and your experience with the process.

If you participated in this solicitation, please take a few minutes to complete our brief survey. Your feedback matters and helps shape future opportunities.

In the survey, you'll be asked:

- How you heard about this solicitation
- How your request for assistance was handled (if applicable)
- How you were treated by Procurement staff
- Your overall experience working with the Division of Procurement
- Any additional comments or suggestions

 [Click here to provide feedback](#)

Or use the following link: <https://www.loudoun.gov/FormCenter/Procurement-22/Loudoun-County-Division-of-Procurement-S-414>

Thank you for helping us serve you better.



Cooperative Rider Clause

The Mid-Atlantic Purchasing Team (MAPT) is the agreement between the Metropolitan Washington Council of Governments (“MWCOCG”) and the Baltimore Metropolitan Council (“BMC”) to aggregate the public entity and non-profit purchasing volumes in the Maryland, Virginia and Washington, D.C. region (“region”).

Format

A lead agency format is used to accomplish this work. The Lead Agency in this procurement has included this MAPT Cooperative Rider Clause in this solicitation indicating its willingness to allow other public entities to participate pursuant to the following Terms and Conditions:

1. Terms

- 1.1 Participating entities, through their use of the Cooperative Rider Clause, agree to the terms and conditions of the resulting contract to the extent that they can be reasonably applied to the participating entity.
- 1.2 Participating entities may also negotiate additional terms and conditions specific to their local requirements upon mutual agreement between the parties.

2. Other Conditions - Contract and Reporting

- 2.1. The contract resulting from this solicitation shall be governed by and "construed in accordance with the laws of the State/jurisdiction in which the participating entity officially is located;
- 2.2. To provide to MWCOCG and/or BMC contract usage reporting information, including but not limited to quantity, unit pricing and total volume of sales by entity, as well reporting other participating entities added on the contract, on demand and without further approval of contract participants;
- 2.3. Contract obligations rest solely with the participating entities only;
- 2.4. Significant changes in total contract value may result in further negotiations of contract pricing with the lead agency and participating entities.

In pricing and other conditions, vendors are urged to consider the broad reach and appeal of MAPT with public and non-profit entities in this region.

A list of the participating members of the Mid-Atlantic Purchasing Team can be found at the following web links www.mwcog.org/purchasing-and-bids/cooperative-purchasing/member-links/ and <http://www.baltometro.org/our-work/cooperative-purchasing/brcpc-representatives>

ATTACHMENT I



COUNTY OF LOUDOUN, VIRGINIA HIPAA BUSINESS ASSOCIATE AGREEMENT

This **BUSINESS ASSOCIATE – QUALIFIED SERVICE ORGANIZATION AGREEMENT** (the “BA/QSO Agreement”) is made as of the (Enter day _____) of (Enter month, year _____) by and between the **County of Loudoun, Virginia, a Virginia political subdivision of the Commonwealth of Virginia** (herein referred to as “Covered Entity” or “County”) and (Provider _____) (herein referred to as “BA/QSO”) and is hereby incorporated into and is subject to the Agreement for Services (the herein referred to as “Agreement for Services”) between the parties with an effective date of _____.

The County is a single legal entity that is a “Covered Entity” and has designated itself as a “Hybrid Entity” with the **Department of Mental Health, Substance Abuse and Developmental Services** as a **health care component** within the County’s Hybrid Entity.

The HIPAA Rules require that the County and a Business Associate enter into a Business Associate Agreement that contains specific requirements relating to the use or disclosure of protected health information by the BA. In addition, the 42 CFR Part 2 Rules require that the County and a Qualified Service Organization enter into a similar QSO Agreement. This integrated BA/ QSO Agreement is intended to ensure that a party meeting the definition of both a business associate, as defined in 45 CFR §160.103, and a qualified service organization, as defined in 42 CFR § 2.11, will establish and implement appropriate and reasonable safeguards for protected health information pursuant to the requirements of the HIPAA and Part 2 Rules and any other law or regulation related to protected health information. Except as otherwise limited in this BA/ QSO Agreement, the BA/ QSO may use or disclose protected health information to perform for, or on behalf of, the County the functions provided herein so long as such use or disclosure would not violate the HIPAA or Part 2 rules if done so by the County.

1. Definitions:

The following terms in this BA/ QSO Agreement shall have the same meaning as the terms in the HIPAA Rules: Breach, Data Aggregation, Designated Record Set, Disclosure, Health Care Operations, Individual, Minimum Necessary, Notice of Privacy Practices, Protected Health Information, Required by Law, Secretary, Security Incident, Subcontractor, Unsecured Protected Health Information, and Use. The following terms used in this Agreement shall have the same meaning as those terms in Part 2, unless otherwise noted: Part 2 Program, Patient, Patient-Identifying Information, Qualified Service Organization.

As used in this BA/ QSO Agreement, the terms below will have the following meanings:

Business Associate. “Business Associate” shall generally have the same meaning as the term “business associate” at 45 CFR §160.103. For purposes of this BA/ QSO Agreement, the “Business Associate” will be the entity with which the County is entering into this BA/ QSO Agreement.

BA/ QSO. BA/ QSO shall mean a party meeting the definition of both a business associate, as defined in 45 CFR §160.103, and a qualified service organization, as defined in 42 CFR § 2.11. For purposes of this BA/ QSO Agreement, the “BA/ QSO” will be the entity with which the County is entering into this BA/ QSO Agreement.

Covered Entity. “Covered Entity” shall generally have the same meaning as the term “covered entity” at 45 CFR §160.103. For purposes of this BA/ QSO Agreement, the “Covered Entity” is the County.

Electronic Health Record (EHR). Electronic Health Record means the digital version of an individual’s paper

COORDINATED SPECIALTY CARE SERVICES

RFP #RFQ 686993

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chart.

HIPAA Rules. "HIPAA Rules" mean the Privacy, Security, Breach Notification, and Enforcement Rules at 45 CFR Parts 160 and 164.

Part 2. Part 2 shall refer to 42 CFR Part 2, *Confidentiality of Substance Use Disorder Patient Records*.

Protected Information. Protected Information shall mean protected health information, as that term is defined in 45 CFR § 160.103, and patient-identifying information, as defined in 42 CFR § 2.11.

2. Obligations and Activities of BA/ QSO:

- (a) BA/ QSO agrees to not use or disclose protected health information other than as permitted or required by this BA/ QSO Agreement or as required by law.
- (b) BA/ QSO agrees to use appropriate safeguards to prevent the use or disclosure of protected health information other than as provided for in this BA/ QSO Agreement or as required by law.
- (c) BA/ QSO agrees to provide HIPAA and Part 2 training to employees and subcontractors on applicable policies and procedures and HIPAA and Part 2 requirements and provide upon request:
 - i. BA/ QSO's HIPAA/ Part 2 Policies and Procedures (including policies regarding transmitting and transporting PHI).
 - ii. Documentation which indicates each of the agency's employees and subcontractors working with Loudoun County's Protected Health Information have been trained on applicable policies and procedures.
- (d) BA/ QSO agrees to provide the County with documentation as requested reflecting the BA/ QSO's and its subcontractors' compliance with and enforcement of HIPAA and Part 2. The documentation requested may include but is not limited to policies and procedures, trainings, audits and breach investigations. When the County makes a request for this documentation, the BA/ QSO agrees to provide the documentation within five (5) business days.
- (e) BA/ QSO agrees to provide the County with the name and contact information for the BA/ QSO's and its subcontractors' Privacy and Security Officer(s). Further, BA/ QSO agrees to provide the County a 24-hour emergency contact.
- (f) BA/ QSO agrees to ensure completion of it or its subcontractor's agents of any needed training or HIPAA/ Part 2 policy updates within thirty (30) days of the county requesting trainings and/or policy updates.
- (g) BA/ QSO agrees to comply with Subpart C of 45 CFR Part 164 with respect to electronic protected health information, and have formal policies and procedures in compliance with 42 CFR § 2.16, to prevent the use or disclosure of protected health information other than as provided for in this BA/ QSO Agreement or as required by law.
- (h) BA/ QSO agrees to report to the County within five (5) calendar days any use or disclosure not provided for by this BA/ QSO Agreement of which it becomes aware, including breaches of unsecured protected health information as required at 45 CFR §164.410, and any security incident which involves protected health information of which it becomes aware. Notification shall be in writing and submitted to the County Contract Manager. The notification must include as much of the following information as is known:
 - i. Date of Potential Breach
 - ii. Date of Potential Breach discovery
 - iii. Number of individuals whose PHI may have been involved.
 - iv. Names of individuals whose PHI may have been involved.
 - v. To whom the information was disclosed.

- vi. Circumstances of the potential breach (how the information was disclosed?)
 - vii. Any Mitigating actions taken to protect the information
 - viii. Name, Position and Contact information of primary contact for investigation
- (i) BA/ QSO agrees to provide the County with the identity of each individual whose unsecured protected health information has been, or is reasonably believed to have been, breached within 10 calendar days of the discovery of a potential breach. BA/ QSO agrees to provide other available information that the County needs in order for the County to provide notification to individuals affected by the breach, the Health and Human Services Office of Human Rights and, if required by law, the media.
 - (j) BA/ QSO agrees to mitigate, to the extent commercially practicable and as required by law, any harmful effect that is known to BA/ QSO of a use or disclosure of protected health information by the BA/ QSO in violation of the requirements of this BA/ QSO Agreement.
 - (k) BA/ QSO agrees to ensure, in accordance with 45 CFR §164.502(e)(1)(ii) and §164.308(b)(2), that any agent including subcontractors that create, receive, maintain, or transmit protected health information on behalf of the BA/ QSO agree to the same restrictions, conditions, and requirements that apply to the BA/ QSO with respect to such information.
 - (l) BA/ QSO agrees that any agent including subcontractors that create, receive, maintain or transmit protected health information on behalf of the BA/ QSO shall perform such practices in areas wherein HIPAA and Part 2 is enforced. (Not outside of U.S. and its territories)
 - (m) BA/ QSO agrees to forward an individual or individual's designee's request to access information in the designated record set to the County within 5 calendar days as necessary to satisfy the County's obligations under 45 CFR §164.524 and, if applicable, VA Code 32.1 - 127.1:03(D)(1).
 - (n) BA/ QSO agrees to make any amendment(s) to protected health information in a designated record set as directed by the County in order to satisfy the County's obligations pursuant to 45 CFR §164.526. BA/ QSO agrees to forward an individual or individual's designee's request to amend information in a designated record set to the County within five (5) calendar days.
 - (o) BA/ QSO agrees to document and maintain all information required to provide an accounting of disclosures to an individual or individual's designee as necessary to satisfy the County's obligations under 45 CFR §164.528. BA/ QSO agrees to provide such accounting of disclosures to the County within thirty (30) calendar days of the request.
 - (p) BA/ QSO will retain records in compliance with applicable record retention laws and will comply with applicable record security provisions of 42 C.F.R. § 2.16 for the maintenance and destruction of Part 2 information.
 - (q) BA/ QSO agrees to comply with the requirements set out in Subpart E of 45 CFR Part 164 if BA/ QSO is performing a function for the County for which compliance with Subpart E is required.
 - (r) Should the US Department of Health and Human Services request information in the possession of the BA/ QSO, the BA/ QSO shall make such information available to the County or directly to the US Department of Health and Human Services as indicated in the request.

3. Permitted Uses and Disclosures by BA/ QSO:

- (a) BA/ QSO may only use or disclose protected health information as necessary to perform the functions, activities, or services for, or on behalf of, the County as set forth in the Agreement for Service, and consistent with 42 CFR § 2.11, provided that such use or disclosure does not violate the HIPAA Rules if done so by the County.
- (b) BA/ QSO may use or disclose protected health information as required by law.

- (c) To the extent BA/ QSO receives, stores, processes, or otherwise deals with Part 2 information, it is fully bound by 42 CFR Part 2, including the requirement to resist any efforts, including in judicial proceedings if necessary, to obtain access to PHI related to substance use disorder diagnosis, treatment, or referral for treatment except as permitted by 42 CFR Part 2. Unless otherwise authorized by 42 CFR Part 2, Part 2 information may only be disclosed by BA/ QSO to the County.
- (d) BA/ QSO agrees to make uses and disclosures and requests for protected health information subject to the following minimum necessary requirements:
 - i. Only use or disclose the minimum amount of PHI that is necessary to perform a function, activity, or service for, or on behalf of, the County; and
 - ii. Only allow employees of the BA/ QSO access to PHI if such access is necessary to perform a function, activity, or service for, or on behalf of, the County.
- (e) BA/ QSO may not use or disclose protected health information in a manner that would violate Subpart E of 45 CFR Part 164 if done by the County except for the specific uses and disclosures set forth in i and ii below.
 - i. BA/ QSO may use PHI for the proper management and administration of BA/ QSO or to carry out the legal responsibilities of the BA/ QSO provided that such use or disclosure is required or permitted by law.
 - ii. If the obligations of the BA/ QSO under this BA/ QSO Agreement require data aggregation services, the BA/ QSO may provide such services.

4. Term:

- (a) Term: This BA/ QSO Agreement shall be effective as of the date of execution, below, and shall terminate as of the termination of the Agreement for Services or on the date the County terminates for cause provided herein, whichever is earlier.

5. Termination:

- (a) Termination for Cause: If the County determines that BA/ QSO has violated a material term of this BA/ QSO Agreement then the County shall, at the County's discretion, either i) provide an opportunity for BA/ QSO to cure the violation, or ii) terminate this BA/ QSO Agreement.
- (b) Obligation of BA/ QSO Upon Termination: Upon termination of this BA/ QSO Agreement for any reason, BA/ QSO, with respect to protected health information received from the County, or created, maintained, or received by BA/ QSO on behalf of the County, shall:
 - i. Retain only that protected health information that is necessary for BA/ QSO to continue its proper management and administration or to carry out its legal responsibilities;
 - ii. Return to the County the remaining protected health information;
 - iii. Continue to use appropriate safeguards and comply with Subpart C of 45 CFR Part 164 with respect to electronic protected health information to prevent use or disclosure of the protected health information, other than as provided in this section, for as long as BA/ QSO retains the protected health information;
 - iv. Not use or disclose the protected health information retained by BA/ QSO other than for the purposes for which such protected health information was retained and subject to the same conditions set out under *Permitted Uses and Disclosures by BA/ QSO* which applied prior to termination; and
 - v. Return to the County the protected health information retained by BA/ QSO when it is no longer needed by BA/ QSO for its proper management and administration or to carry out its legal responsibilities.
- (c) Survival: The obligations of BA/ QSO under this section shall survive the termination of this BA/ QSO Agreement.

6. Miscellaneous:

- (a) Regulatory References: The parties agree to be bound by those provisions of the HIPAA and Part 2 Rules specifically referenced as in effect or as amended.
- (b) Amendment: The Parties agree to take such action as is necessary to amend this BA/ QSO Agreement from time to time as may be necessary for compliance with the requirements of the HIPAA and Part 2 Rules and any other applicable law or regulation.
- (c) Interpretation: Any ambiguity in this Agreement shall be interpreted to permit compliance with the HIPAA and Part 2 Rules.

Each party has caused this agreement to be executed on its behalf by its authorized representative as indicated below:

Business Associate:	County:
Entity Name	
Address	
Address	
Phone number	Phone Number
Contact name	Contact name

Agreed: _____ Date: _____
 [Insert Signature Authority Name]

Title: [Insert Title] _____

Agreed: _____ Date: _____

Title:

**Original retained at the Procurement Office
Copy to

ATTACHMENT II

PRICING SHEET 1

1. DIRECT LABOR (Specify labor categories)	ESTIMATED HOURS	HOURLY RATE	ESTIMATED COST	PRICE
		\$	\$	
DIRECT LABOR TOTAL				\$
2. INDIRECT COSTS (Specify indirect cost categories)	RATE	x BASE =	ESTIMATED COST	
	\$		\$	
DIRECT COST TOTAL				\$
3. PROFIT (BLOCKS 1 + 2) x ___ %				\$
4. OTHER DIRECT COSTS				
			ESTIMATED COST	
a. TRAVEL				
1. Transportation			\$	
2. Per Diem			\$	
(check current County Travel Policy)				
TRAVEL SUBTOTAL			\$	
b. EQUIPMENT, MATERIALS, SUPPLIES (Specify categories)	QUANTITY	COST	ESTIMATED COST	
		\$	\$	
EQUIPMENT SUBTOTAL			\$	
c. SUBCONTRACTS				
SUBCONTRACTS SUBTOTAL			\$	
d. OTHER (Specify categories)	QUANTITY	COST	ESTIMATED COST	
			\$	
OTHER SUBTOTALS			\$	
OTHER DIRECT COSTS TOTAL				\$
5. TOTAL PRICE				\$

Pricing Page Instructions for Attachment II

1. Direct Labor – Block 1
 - a. The Offeror must provide labor classifications and the average hourly rates which will be paid for each classification expected to work on the project. This schedule shall not disclose employee names.
 - b. Direct Labor costs are defined as actual salaries and wages paid principals and employees for time directly chargeable to the project. Direct labor costs do not include fringe benefits such as social security contributions, unemployment, excise and payroll taxes, workmen's compensation, health and retirement benefits, sick leave, vacation, holiday pay, etc.
2. Indirect Costs (Overhead) – Block 2
 - a. Overhead costs shall include fringe benefits, indirect salaries and wages, plus general and administrative expenses.
 - b. Overhead costs shall not include the following disallowable costs: bad debts, contingencies, donations, entertainment, fines and penalties, interest expense, marketing and promotion, legislative lobbying costs, defense of fraud, alcoholic beverages, and dividend distribution to employees. Indirect salaries must be salaries paid only to active employees and principals. Bonuses are generally allowed.
3. Profit – Block 3
 - a. Fees or profits shall be expressed as a percentage of the Total Estimated Cost minus consultant costs.
4. Other Direct Costs – Block 4
 - a. Travel: The costs of travel and transportation (County mileage rates) will be entered in blocks 4a 1. and 2. These items will be broken down into separate costs and rates associated with each item (i.e., mileage rates, airfare cost, vehicle rental fees, lodging and / or meal rates, County per diem, etc.). Lodging and / or meal rates shall be consistent with the County's current Travel Policy in effect at the time the proposal is submitted.
 - b. Equipment, Materials, Supplies: Block 4b
 - c. Subcontracts: Block 4c
 - d. Other: Block 4d
5. Total Price: Block 5 is the sum of Blocks 1, 2, 3, 4a, b, c, and d.