

Bidder Questions and Answers

RFP #5360 – MENTAL HEALTH SERVICES

Question	Does the RFP outline a specific budget allocated for these services? If so, any information regarding the budget range would be greatly appreciated.
Answer	The RFP does not outline a specific budget. That being said, we understand that these services come with a human hiring component, so we are hoping to stay within the range of \$200,000 - \$500,000 total. We are looking to use the Mental Health Grant award through the Wisconsin Department of Public Instruction.

Question	The RFP mentions seeking mental health providers. Could you please specify the estimated number of providers KUSD is looking to secure?
Answer	The caseload is dependent upon the need for individual and group therapy. The therapist will also be responsive to student needs throughout the school day as well as collaboration with staff. Our preference is for the therapist to be available to the hours of the school day.

Question	Do we need to be registered as vendors with KUSD to bid on this RFP?
Answer	No

Question	Is the Kenosha Unified School District (KUSD) open to 100% virtual services for mental health support?
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Answer	We would prefer in-person supports/services.
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Question	Could you please provide insight into the reason behind the issuance of this RFP?
Answer	We have noticed an increase in the mental health needs for our students and the inability for families to access resources within the community. We feel that if the district was able to provide support on-site, it would allow for quicker and more immediate intervention.

Question	How many incumbents are currently providing mental health services to KUSD students? Are there multiple incumbents, and if so, are you able to disclose their identities?
Answer	Currently the services are being provided in 25 of our K-12 buildings (Elementary Schools: 14; Middle Schools: 5; High Schools: 3; Choice/Charter/Specialty Schools: 3). The number of students being served depends on the needs at each building.

Question	What was the rate at which the incumbent(s) provided these services?
Answer	Our current provider bills the insurance provider- unfortunately at this time they are no longer able to provide services to students with commercial/private insurance. The criteria for therapists that are allowed to provide services for commercial/private insurance exceeds their organizations current capacity.

Question	Regarding the scope of work, is there an estimated number of hours of services needed or an approximate number of full-time equivalents (FTEs) anticipated? Additionally, do you have an approximate caseload of students who currently require or will require mental health services?
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Answer	These services will need to provide mental health services to a range of 75-100 students, district-wide, throughout the school day.
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Question	Does the district have a strategic plan around mental wellness? If so, can you provide that information?
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Answer	This work aligns to a goal within our strategic plan: KUSD will implement an equitable school culture that promotes positive relationships and mutual respect where all students excel in high-quality learning experiences as measured by various local and State Assessments.
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Question	Is the district currently contracting out for these services?
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Answer	We are currently working with a provider, however the scope of the work and the criteria for therapists that are allowed to provide services for commercial/private insurance exceeds their organizations current capacity.
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Question	What are the current hourly rates or costs of these contracted services?
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Answer	Our current provider bills the insurance provider- unfortunately at this time they are no longer able to provide services to students with commercial/private insurance. The criteria for therapists that are allowed to provide services for commercial/private insurance exceeds their organizations current capacity.
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Question	The RFP references a total cost for the project, but there is not enough detail in the RFP to determine what a total cost would be. Are hourly rates for services acceptable?
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Answer	The cost of the project would be funded through an awarded grant.
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Question	The contract appears to be for a school year. Are there renewal options after 24/25?
Answer	We would definitely consider renewal options post 24/25. We will lean into what the data tells us as to the student/family outcomes.

Question	Will the awarded vendor be able to bill the district directly for these services or are we expected to bill Medicaid or student insurance?
Answer	Provider would be responsible for billing.
Question	Can the District confirm the population of students to be served under this RFP; i.e. will the services be limited to the special ed population, general ed or both?
Answer	The support would be available to all students, regardless of special education identification.
Question	Can the District provide any data on the number of students served in the previous school year? i.e. number of students receiving mental health supports, number of services delivered etc.
Answer	Currently 73 secondary students (at multiple buildings) are being serviced through individual counseling services. They are also serviced as needed throughout the school day.

Question	Can the District share data/information on the current staff providing services across the district; number of Mental Health Staff, licensure breakdown, etc?
Answer	We would need therapists with appropriate licensure to provide services to those with state and commercial insurance.
Question	How will the services delivered under this RFP be funded; i.e. grant funding, general budget allocation etc?
Answer	We are looking to utilize our Mental Health grant award through DPI.
Question	Does the District have a budget for these services?
Answer	The RFP does not outline a specific budget. That being said, we understand that these services come with a human hiring component, so we are hoping to stay within the range of \$200,000 - \$500,000 total. We are looking to use the Mental Health Grant award through the Wisconsin Department of Public Instruction.
Question	Will the district consider proposals from companies that ONLY provide teletherapy in regards to this solicitation?
Answer	We would prefer in-person supports/services.
Question	What is the estimated number of positions needed (part-time vs. full-time)?
Answer	The caseload is dependent upon the need for individual and group therapy. The therapist will also be responsive to student needs throughout the school day as well as collaboration with staff. Our preference is for the therapist to be available to the hours of the school day.

Question	Will the district award more than 1 vendor?
Answer	We are hoping for consistency of services through one vendor, but would possibly look at splitting support by level- one vendor providing support for Elementary and a second vendor providing support at Secondary.
Question	Is a local office required? Is there a preference for local vendors?
Answer	No- we will entertain any vendor that can meet the requirements and expectations on the job.
Question	Would the district consider companies that only provide virtual mental health services (tele-therapy)?
Answer	We would prefer in-person supports/services.
Question	Does the district require the mental health services to be performed only by a School Psychologist, or would the district consider other positions capable of performing mental health services such as Counselors, Social Worker, etc.?
Answer	The district would require that the mental health services be provided by a licensed therapist.
Question	Does the district foresee awarding more than one vendor
Answer	We are hoping for consistency of services through one vendor, but would possibly look at splitting support by level- one vendor providing support for Elementary and a second vendor providing support at Secondary.

Question	Do you require wet-linked signatures, or would you accept electronic signatures or scanned colored copies of original signatures?
Answer	We utilize DocuSign for any documents that require a signature
Question	Does the district have a preference for the cost structure, or can the vendor propose their own pricing models (e.g., hourly rates, flat rates for screenings or assessments, and/or other fees)?
Answer	Vendors may propose their own pricing model within the budget (\$200,000-\$500,000).
Question	On average, how many hours were utilized for mental health services within the past school year?
Answer	Hours are dependent upon student need.

Question	Do you require resumes of potential service providers upon proposal submission?
Answer	We would want the vendor to vet all possible service providers.

Question	If resumes are required, can the vendor provide blind resumes with the service provider's full names removed and license numbers partially redacted to protect their privacy?
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Answer	We would want the vendor to vet all possible service providers.
Question	What are the current awarded vendor names and rates for mental health services?
Answer	Not releasing that information
Question	Are you satisfied with your current vendors or have there been challenges in the past year?
Answer	Not releasing that information
Question	Is the scope of this project to include Kenosha Unified School District 4k staff? Or, is the focus entirely on the 19k students, noted in the RFP?
Answer	The scope would not include 4K.
Question	What other mental health services are currently available to support the student population in Kenosha?
Answer	<p>This work aligns to a goal within our strategic plan: KUSD will implement an equitable school culture that promotes positive relationships and mutual respect where all students excel in high-quality learning experiences as measured by various local and State Assessments.</p> <p>We have noticed an increase in the mental health needs for our students and the inability for families to access resources within the community. We feel that if the district was able to provide support on-site, it would allow for quicker and more immediate intervention.</p>

Question	As an innovative district, is Kenosha Unified open to providing mental health services that are virtual - in a manner that extends care beyond school hours, increases capacity of existing staff, and fits within MTSS approach?
Answer	We would prefer in-person supports/services.
Question	What are some of the top challenges your students / teachers / mental health staff have been facing?
Answer	Our current provider bills the insurance provider- unfortunately at this time they are no longer able to provide services to students with commercial/private insurance. The criteria for therapists that are allowed to provide services for commercial/private insurance exceeds their organizations current capacity. This in turn, results in many students either not being seen or placed on a wait list. In terms of our younger students, we are seeing a lot more “lid-flips” then in years past that results in an aggressive outburst. In our older students we are seeing more suicidal ideations and substance use/misuse which is difficult for staff to intervene.
Question	Do you have any life skills programs or curriculum in place?
Answer	We are currently using Second Step at the Elementary/Middle levels and The Core Project at select secondary buildings.
Question	How many dedicated mental health staff (counselor, social worker, psych) does your district have?
Answer	We have Counselors and SSWs who provide school-based and IEP services at our buildings- I would not title them as mental health staff, which is why we are looking for an outside provider.

Question	Do you all follow a Multi-tiered System of Support (MTSS) approach?
Answer	Yes
Question	What are the current wait times for your counselors to see students?
Answer	Impossible to say, that would be based on the needs at each building.
Question	What is the timeline for project award and desired implementation/go live for the services in this RFP?
Answer	We would like to be up and running for the 2024-2025 school year.
Question	Has funding been identified and approved for this initiative?
Answer	The RFP does not outline a specific budget. That being said, we understand that these services come with a human hiring component, so we are hoping to stay within the range of \$200,000 - \$500,000 total. We are looking to use the Mental Health Grant award through the Wisconsin Department of Public Instruction.

End of Q&A for RFP XXXX – TBD