



STATE OF TENNESSEE  
DEPARTMENT OF HEALTH

## REQUEST FOR PROPOSALS # 34347-65223 AMENDMENT # 2 FOR TOBACCO CESSATION FOR PREGNANT USERS

DATE: September 8, 2022

RFP # 34347-65223 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events updates and confirms scheduled RFP dates. Any event, time, or date containing revised or new text is highlighted.

EVENT	TIME (central time zone)	DATE
1. RFP Issued		August 5, 2022
2. Disability Accommodation Request Deadline	2:00 p.m.	August 10, 2022
3. Pre-response Conference	10:00 a.m.	August 11, 2022
4. Notice of Intent to Respond Deadline	2:00 p.m.	August 12, 2022
5. Written "Questions & Comments" Deadline	2:00 p.m.	August 17, 2022
6. State Response to Written "Questions & Comments"		September 8, 2022
7. Second Round Written "Questions & Comments" Deadline	2:00 p.m.	September 12, 2022
8. Second Round State Response to Written "Questions & Comments"		September 21, 2022
9. Response Deadline	2:00 p.m.	October 3, 2022
10. State Completion of Technical Response Evaluations		October 12, 2022
11. State Opening & Scoring of Cost Proposals	8:00 a.m.	October 13, 2022
12. Negotiations		October 13-20, 2022
13. State Notice of Intent to Award Released and RFP Files Opened for Public Inspection	2:00 p.m.	October 21, 2022

14. End of Open File Period		October 28, 2022
15. State sends contract to Contractor for signature		October 31, 2022
16. Contractor Signature Deadline	2:00 p.m.	November 1, 2022

**2. State responses to questions and comments in the table below amend and clarify this RFP.**

Any restatement of RFP text in the Question/Comment column shall NOT be construed as a change in the actual wording of the RFP document.

RFP Section	#	Question/Comment	State Response
Proforma Section A	1	How many people do you estimate will make use of this service each year?	500 to 700 per year is estimated
Proforma Section A	2	Can the enrollees or eligible partners complete the program online or do they have to visit a physical setting and have sessions there with the trained staff?	Yes, enrollees and eligible partners must visit a physical setting.
RFP Attachment 6.3.	3	Are we able to charge the state based on the participants who register for our program or must we offer a fixed cost in advance independent of how many people will use the program?	No, the program is not based on income of the participants, nor if they have insurance. However, TennCare has reimburse the state for some of services provided through the program. Please refer to the cost model provided in the RFP for information on how the contractor will be charged.
Proforma Section A.4.	4	The states asked for the program to offer non-cash incentives from local merchants. Is there a list of trusted merchants we could contact?	No, there is no list of trusted merchants. The selected vendor is asked to work with local merchants to accept the non cash incentives.
Proforma Section A.10.	5	Is there a list of trusted medical suppliers that offer Carbon Monoxide monitors and saliva tests for nicotine testing?	No, the State does not have a list of trusted medical suppliers.
RFP Section 1.1.	6	Does the RFP as a statewide program, include all TN counties AND the TN Metros within the scope of work and budget? Or are Metros to have their own contract for scope of work and budget with the Contractor?	No. The RFP only covers the rural counties, and metros acquire their own contract.
RFP Attachment 6.3	7	<ul style="list-style-type: none"> <li>Saliva tests: Saliva test details are not listed in A.9 (possible typo and should say A.10) and should not be a per month proposed cost but instead, a per county per year proposed cost. A minimum of 1 pkg of 25 individual saliva tests is needed per enrollment site/year, which would change the evaluation factor.</li> <li>CO monitor: Should not be a per month proposed cost.</li> </ul>	<p>Saliva testing will be used as a backup device in case the CO monitor cannot be used. Every county/metro will not be required to have the saliva test. The saliva test will be purchased as needed. A minimum of 1 pk of 25 is not needed per enrollment. Please see amendment to RFP for change to UOM and evaluation factor.</p> <p>Purchasing of CO monitor is on an as needed basis. At this time, all counties</p>

		<p>Each site needs at least one monitor at their agency which would not need to be ordered on a monthly basis. This would also change the evaluation factor and it would be based on overall need.</p> <ul style="list-style-type: none"> <li>• One-Time Program Setup Materials, Annual Equipment Maintenance, Supplemental Program Materials: These packages and what they include is not defined in the RFP. See below questions/comments in the Contract-Scope section, as we ask for clarification of what these packages entail.</li> <li>• Until we know the answers to these questions, we cannot ask further questions nor suggest adequate changes to the proposed cost and/or evaluation factor(s). Considering these packages were not defined, will we be allowed to ask follow-up questions in regards to them once the Questions and Comments deadline has passed? We are concerned because if we are to go off of our assumptions as to what the packages are defined as based on the last RFP, there may be issues that need to be addressed.</li> </ul>	<p>and metros have monitors. The monitors have a 5 year warranty to cover any repairs. The State is anticipating replacement of some or all CO monitors over the course of the contract. Please see amendment to RFP for change to UOM and evaluation factor.</p> <p>For new contractors there is a onetime setup fee which will provide essential items to start the program. The essential items will likely vary based upon the program proposed by the respondent.</p> <p>Annual Equipment are items needed to be used with the CO monitor. D-pieces, calibration kit, and a replacement calibration tank. (Usually purchased yearly).</p> <p>Supplemental Program Supplies: Disposal mouth pieces required as needed. (Required for each enrollee who utilize the CO monitor test)</p>
Proforma Section A.2.c.	8	The definition for an enrollee is inaccurate. An enrollee should be defined as: an individual who is pregnant, 36 weeks or less gestation, is a current tobacco user, quit since becoming pregnant, OR quit tobacco 3 months prior to becoming pregnant.	Proforma section A.2.c. is replaced with: c. "Enrollee" means an individual who is pregnant, 36 weeks or less gestation, is a current tobacco user, quit since becoming pregnant, or quit tobacco/ tobacco products 3 months prior to becoming pregnant.
Proforma Section A.3.	9	The Contractor does not provide direct education/services to the program enrollees. The Contractor provides the Program Facilitators with the education necessary for them to then provide health education and cessation counseling support directly to the enrollees.	The Contractor provides the Program Facilitators with the education necessary for them to then provide health education and cessation counseling support directly to the enrollees. Please see changes to Proforma Section A.3.to clarify this point.
Proforma Section A.4.	10	It states that the use of the non-cash incentives is limited to only the specific item(s) approved by the State. What	The non- cash incentives are diapers (any brand and size) and baby wipes.

		items for purchase are approved by the State?	
Proforma Sections A.4. and A.5.	11	Please define and provide details regarding the parameters of needing “two local merchants”. If the Contractor creates and maintains relationships with two different merchants, does the State expect two different incentives options? Or can one incentive option be redeemable at both merchants?	<p>The use of two merchants provides an additional option that is needed to accommodate enrollees.</p> <p>No, the program wants to provide the same incentive to any merchant.</p> <p>Yes, it would be an ideal situation to redeem incentive at both merchants. This will allow the enrollee to utilize the incentive regardless of where they are able to shop at the time.</p>
Proforma Section A.9.	12	Would A.9 c, e and f be more accurately denoted under A.10 Testing and Monitoring?	Proforma Section A.9.c., A.9.e., and A.9.f. have been moved to A.1.0.
Proforma Section A.9.c.	13	Please define what the Supplemental Program Material package includes. (Our assumption is it refers to the steribreath disposable mouthpieces for the CO monitor).	Supplemental Program Supplies: Disposal mouth pieces required as needed. (Required for each enrollee who utilize the CO monitor test)
Proforma Section A.9.e.	14	Please define what the One-Time Program Setup Materials package consists of. (Our assumption is it refers to the CO monitor and all the necessary accessories that are needed when an agency begins implementing the program).	One time Setup is based primary on a new contractor. To provide items/materials needed to start the program. The items will likely vary based upon the program proposed by the respondent.
Proforma Section A.9.f.	15	Please define what the Annual Equipment Maintenance package includes. (Our assumption is it includes CO monitor accessories that may be needed on a regular basis such as D-pieces, calibration tank, etc.).	Annual Equipment are items needed to be used with the CO monitor. D-pieces, calibration kit, and a replacement calibration tank. (Usually purchased yearly).
Proforma Section C.3.c.	16	The cost of services and goods has dramatically increased over the past few years and is likely to continue to do so. Considering the contract is multi-year, how should applicants to this RFP consider this when creating the Cost Proposal?	Please refer to Proforma section C.2. Compensation Firm. Create a long-term pricing strategy for the length of the contract.

3. **Delete RFP # 34347-65223, in its entirety, and replace it with RFP # 34347-65223, Release # 2, attached to this amendment.** Revisions of the original RFP document are emphasized within the new release. **Any sentence or paragraph containing revised or new text is highlighted.**
4. **RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.