

**STATE OF TENNESSEE
DEPARTMENT OF HEALTH**

REQUEST FOR GRANT PROPOSALS

FOR

PERINATAL TELEHEALTH

RFGP Number: 34347-95324

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REQUEST FOR GRANT PROPOSAL

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DEPARTMENT OF HEALTH

I. STATEMENT OF INTENT AND DESCRIPTION OF SERVICES REQUESTED:

The Tennessee Department of Health hereinafter referred to as "State" or "Department" is soliciting grant proposals for establishing or expanding perinatal telehealth services in a defined Tennessee geographic area targeting underserved populations as further described below. The purpose of this Request for Grant Proposal (RFGP) is to define the State's minimum requirements, solicit grant proposals and gain adequate information from which the State can evaluate the services you propose to provide.

Perinatal telehealth refers to health care services during pregnancy and postpartum administered by two-way, real-time interactive communication between a patient and a physician or practitioner at a distant site through telecommunications equipment that includes, at a minimum, audio and visual equipment.

The State intends to award up to 4 grant(s) for a period of 36 months with an expected effective period from October 1, 2024, to April 30, 2027, and with a maximum grant amount of \$1,000,000 per year per project. A total of \$2,000,000 per year is available to fund all grants selected for funding. The number and amount of grants awarded will depend on the number and budgets of the **Proposals** received.

A. Detailed Description of Services Requested:

The State of Tennessee, Department of Health, issues this Request for Grant Proposals ("RFGP") for the purpose of awarding funding for providing a statewide or regional projects to provide perinatal telehealth in Tennessee.

State appropriations are available in the amount of \$6,000,000 for three years to fund up to 4 pilot projects in Tennessee for a maximum of three years for institutions to develop or expand a perinatal telehealth project in a defined geographic area in Tennessee. It is expected that a program would become self-sustaining after the end of the three years of state funding. The maximum grant for any one project is \$1,000,000 per year.

Required components of a program include (further details are in the contract template scope of services):

- Providing real time visits with maternal-fetal medicine specialists and other health care providers via audio/video to patients located at specific sites in rural and underserved areas of the geographic area described in the proposal. Visits could include specialty visits, routine visits, mental health visits, substance use disorder treatment, non-stress test, or fetal monitoring.

- Making referrals.
- Creating and distributing best practice guidelines with the participating providers.
- Providing training and continuing education to participating providers.
- Operating a 24/7 call center for providers and patients.
- Providing case management to patients during the prenatal period and/or for postpartum concerns.
- Providing necessary equipment to participating sites.
- Providing an outreach coordinator to recruit practices and clinics (visiting sites; training; recruiting; providing follow-up; etc.).
- Establishing a billing system that covers both the telehealth visit and additional services provided.

The proposal should include the following components:

- Describe your capacity for creating a perinatal telehealth system for a defined Tennessee geographic area for providers and patients. Include a description of the existing perinatal telehealth landscape in the defined geographic area to prevent duplication of services.
- Describe the geographic area in Tennessee you propose to cover with the project.
- Describe what specific experience you have with providing high risk maternal care for women.
- Describe what specific experience you have in providing telehealth services, including type, volume, geographic area, and population.
- Describe your plans for developing and disseminating professional education and public awareness programs on perinatal health.
- Describe the system you are proposing, including who would be potential partners. Include letters of commitment from the partners, including the Regional Perinatal Center's directors for the geographic area you are proposing to cover.
- Describe in detail all components of the perinatal telehealth system you are proposing. Include a description of the platform you will be using for telehealth to provide services.
- Describe interpretation services available for the visits, including type of services available for patients whose primary language is not English.
- Describe process of evaluating patient satisfaction with the telehealth services.

- Include the staffing plan for your proposed project, including the qualified medical professionals who can provide telehealth perinatal services to high-risk women and to health care providers, and other staff needed for the project. Include staff titles, percent of time on the project, job descriptions, and salaries.
- Describe the electronic data collection system that records all patients' telehealth visits and referrals and all outreach and education for health care providers and describe the capacity to produce reports on program activities.
- Describe your system for billing third party vendors, including Medicaid/TennCare and private insurance providers, for patient perinatal services.
- Describe how the program will become self-sustaining after the end of the three years of state funding.

II. GENERAL INSTRUCTIONS AND REQUIREMENTS:

This Request for Grant Proposal (RFGP) is issued by the State of Tennessee, Department of Health. The Competitive Procurement Assistant shall be the sole point of contact for this RFGP. All correspondence **must** be sent to:

Jessica Lynn Taylor
 Competitive Procurement Assistant
 Service Procurement Program
 Division of Administrative Services
 Andrew Johnson Tower, 6th Floor
 710 James Robertson Parkway
 Nashville, TN 37243
 Phone: (615) 532-7560
 Fax: (615) 741-3840
 Email: Competitive.Health@tn.gov

A. Schedule of Events:

The following is an anticipated timetable for the procurement process. The State reserves the right to adjust the schedule as it deems necessary.

EVENT	TIME (central time zone)	DATE (all dates are state business days)
1. RFGP Issued		July 17, 2024
2. Pre-Proposal Tele-Conference	2:30 p.m.	July 22, 2024

3. Notice of Intent to Propose Deadline	2:00 p.m.	July 23, 2024
4. Written "Questions & Comments" Deadline	2:00 p.m.	July 26, 2024
5. State Response to Written "Questions & Comments"		August 2, 2024
6. Proposal Deadline	2:00 p.m.	August 14, 2024
7. State Completion of Organizational & Technical Grant Proposal Evaluations	2:00 p.m.	August 23, 2024
8. State Scoring of Grant Budgets	3:00 p.m.	August 23, 2024
9. Evaluation Notice Released		August 27, 2024
10. Contractor Contract Signature Deadline		September 16, 2024
11. Effective Start Date of Contract		October 1, 2024

A Pre-Proposal Tele-Conference will be held at the time and date detailed in the Schedule of Events. Any proposer desiring to submit a proposal as a prime grantee contractor in response to this RFGP is encouraged to have at least one (1) representative at the tele-conference, however attendance is not mandatory. The tele-conference information is as follows:

Meeting Name: RFGP #34347-95324 Teleconference
 Meeting number (access code): 2316 477 9577
 Meeting password: sCDnE9vwm93
 Meeting Link:
<https://tn.webex.com/tn/j.php?MTID=m619490b5cbae2c6669a545e400143fa8>
 Join by phone: +1-415-655-0001

The purpose of the proposers' tele-conference is to discuss the RFGP scope of services. The State shall entertain questions, however potential proposers must understand the State's response to any question at the Pre-Proposal Tele-conference shall be tentative and non-binding. Potential proposers should submit questions concerning the RFGP in writing pursuant to Part II, Section C.

Potential proposers with a disability may receive accommodation relating to the communication of this RFGP and participating in the RFGP process. Potential proposers may contact the Competitive Procurement Assistant in Section II to request such reasonable accommodation.

B. Notice of Intent to Propose:

Before the Notice of Intent to Propose Deadline detailed in the RFGP Section II, Part A, Schedule of Events, potential proposers should submit to the Competitive Procurement Assistant a Notice of Intent to Propose (in the form of a simple e-mail or other written communication). Such notice should include the following information:

- the business or individual's name (as appropriate)
- a contact person's name and title
- the contact person's mailing address, telephone number, facsimile number, and e-mail address

A Notice of Intent to Propose creates no obligation and is not a prerequisite for making a proposal, however, it is necessary to ensure receipt of any RFGP amendments or other notices and communications relating to this RFGP.

C. Questions and Answers:

Questions concerning the RFGP must be presented to the Competitive Procurement Assistant, in writing, on or before the Deadline for Written Questions and Comments as detailed in Section II, Part A Schedule of Events. Each question should specify the RFGP sections to which questions pertain. Questions should be emailed to the Competitive Procurement Assistant at the address shown in Section II of this RFGP.

The State's written responses to written questions shall be considered official. Written responses shall be emailed to potential proposers as indicated in Section II, Part B and on the date indicated in Section II, Part A Schedule of Events. Responses shall also be available at the following website <http://tn.gov/health/article/funding-opportunities>. The responses shall be included in the RFGP thereby as an amendment.

D. Submission of Proposals:

The proposer must submit a proposal by online submission via the following link no later than the deadline specified in Section II, Part A Schedule of Events in the form and detail specified in this RFGP. Please contact the Competitive Procurement Assistant at the address as specified in Section II with any issues or concerns with online submission.

Web Link: <https://www.tn.gov/health/funding-opportunities.html>

It is the sole responsibility of the proposer to ensure that its proposal is delivered at the date and time specified in this RFGP in Section II, Part A Schedule of Events. A late proposal shall not be accepted for review and evaluation by the State.

The proposal filing deadline is important. If proposals are submitted late, they are deemed to be late. The clock-in time shall be determined by the time of the online submission. No other clock or watch shall have any bearing on the time of proposal submission. Proposers are advised to avoid waiting until the last minute to submit proposals.

Each Proposer shall assume the risk of the method of dispatching any communication or proposal to the State. The State assumes no responsibility for delays or delivery failures resulting from the method of dispatch.

E. Proposal Amendment and Rules for Withdrawal:

A proposal may be withdrawn prior to the proposal due date by submitting a written request for its withdrawal to the State, signed by the proposer and mailed to the Competitive Procurement Assistant shown in Section II.

The State shall not accept any amendments, revisions, or alterations to proposals after the proposal due date, unless formally requested in writing by the State prior to that time.

Any submitted proposal shall remain a valid proposal for six 6 months after the proposal due date.

F. Acceptance of Proposals:

All proposals properly submitted shall be accepted for evaluation. However, the State reserves the right to request clarifications or corrections to proposals, reject any or all proposals received, cancel or withdraw this RFGP, according to the best interests of the State.

Requests for clarifications or corrections by the State may be in writing or may be oral. Requests for clarifications or corrections by the State shall not allow the proposer to alter its technical proposal or price contained in the grant budget, if any. Proposers' responses to State requests for clarifications or corrections shall be in writing and signed by an individual authorized to commit the proposer. Written responses to the State shall be received by the Competitive Procurement Assistant shown in Section II, pursuant to time frames set forth in the State's request for clarification of corrections.

The State reserves the right to waive variances in proposals provided such action is in the best interest of the State.

Where the State may waive variances, such waiver shall not modify other RFGP requirements or excuse the proposer from full compliance with the remainder of RFGP specifications and other grant requirements if the proposer is awarded a grant.

G. Right to Further Negotiate:

The Department can, at its sole discretion, further clarify or negotiate with the best evaluated proposer(s) subsequent to Notice of Intent to Award.

H. Assignment and Subcontracting:

The proposer must clearly identify in the proposal any intended subcontracts, the scope of work to be subcontracted, and the name(s) of potential subcontractor(s). All subcontracts must be approved by the State. The proposer (prime grantee), however, shall be responsible for all work performed.

I. Incurring Costs:

All costs incurred by the proposer in preparing its proposal shall be borne by the proposer.

J. Disclosure of Proposal Contents:

All proposals and other materials submitted in response to this RFGP become the property of the State of Tennessee. Selection or rejection of a proposal does not affect this right. All proposal information, including detailed budget information, shall be held in confidence during the evaluation process. Only upon the completion of the evaluation of proposals, indicated by public release of a Notice of Intent to Award, shall the proposals and associated materials be open for review. By submitting a proposal, the Proposer acknowledges and accepts that the full contents of the proposal and associated documents shall become open to public inspection.

III. PROPOSER ASSURANCES AND REQUIREMENTS:

All proposers must submit the Letter of Transmittal and Competitive Requirements for the Request for Grant Proposal, which are signed by an individual legally authorized to bind the proposer regarding compliance with the assurances and submission requirements. If a proposer fails to submit a Letter of Transmittal and Competitive Requirements or to comply with any of the requirements contained in the Letter of Transmittal and Competitive Requirements, the State may consider the proposal to be non-responsive and reject the proposal.

IV. PROPOSAL FORMAT AND CONTENT:

Your proposal shall address at least Sections IV.A, B, and C as follows. These sections shall be evaluated by the State and awarded points based upon the appropriateness, completeness and quality of the proposal.

Proposer must provide a detailed description of organizational capacity and experience, program scope and approach to service delivery, and program evaluation process to describe how they shall achieve the requirements of the grant. Proposer must address each segment of the project separately for the relevant section of your proposal.

A. Organizational Capacity: Organization, Experience and Staff: (30 TOTAL POINTS)

This section shall contain pertinent information relating to your organization, staffing and experience that would substantiate your credentials to perform the services requested by the State. The following information should be included, at a minimum:

Describe your organization's experience as it relates to this proposal.

1. Describe your organization's demonstrated capacity with similar projects and populations. If your organization is requesting "continuation" of previously funded activities, these should be described, and indicators of program success should be included.
2. If your organization is, or has been, in a contractual relationship with the State of Tennessee, please provide the following information:
 - State agency name
 - Time period of the contract
 - Services provided
 - Name of main contact at state agency
3. Describe staff qualifications for the proposal. Include job descriptions, resumes, staffing pattern, percent time to be dedicated to the project, and other resources for implementing the project. Include an organization chart for the project.

B. Technical Proposal for Scope of Services: (60 TOTAL POINTS)

This section should describe your plans and approach for providing the services requested. The information should be in sufficient detail to enable the State to ascertain your understanding of the services to be accomplished. The following information must be included, at a minimum:

1. Project Description/Understanding **(15 SUB-POINTS)**

You must provide a comprehensive narrative captioned, "Project Description/Understanding" that illustrates your organization's understanding of the State's requirements. The section must include the following information:

- Describe the target population and the geographic areas to be served.
- Describe the minimum numbers to be served, and an estimate of other persons to be impacted by your proposal.
- Describe how the program shall focus on and meet the identified needs of the target population.
- Describe any gaps in services to be addressed by the project.
- Describe when, where and how often services shall be delivered.

- Describe your partners for this project, including health care providers, health care facilities, and the Regional Perinatal Center for the geographic area proposed for the project.

2. Project Approach **(30 SUB-POINTS)**

You must provide a comprehensive narrative captioned “Project Approach” that illustrates how your organization shall provide the scope of services and meet the state’s service needs. The section must include the following information:

- Describe the overall services and specific activities to be provided by the project.
- Describe how the target population shall be identified, recruited and retained.
- Describe innovative approaches to provision of services. Explain the benefits of those approaches and how they shall maintain local autonomy and the voices of consumers and providers in each region of the state.
- Describe partnerships and involvement with other community agencies for the project. Describe partnership with the Regional Perinatal Center in the geographic area to be served and include a letter of commitment from the Regional Perinatal Center directors.
- Describe the use of volunteers, if any.
- Describe any special program issues such as confidentiality, client safety, transportation, etc.

3. Project Management and Evaluation **(15 SUB-POINTS)**

The “Project Management and Evaluation” section must provide a description of the goals and objectives to be established to measure the project’s success, as well as how your organization shall determine it has accomplished its goals in terms of impact upon project participants. The “Project Management and Evaluation” section must include the following:

- Identify the goals and objectives for the project to establish how the project shall impact the target population.
- Identify the performance indicators to be used to measure the project’s success.
- Identify the data sources to be used to capture both benchmark and periodic outcome measures.
- Identify any potential barriers to the project’s success and describe how your agency shall address each anticipated barrier.
- Include a timeline for implementation of the project. Provide detail for year 1 and estimated times for years 2 and 3.

C. Grant Budget: **(10 TOTAL POINTS)**

Include all costs for the proposed project. These costs could include anticipated salaries, equipment, software, communications, supplies (including educational materials), or data management. Include a budget narrative with details on each line item requested.

This section shall contain all information relating to cost, based on a line-item budget. Complete the Grant Budget form and attached line-item details found in the Sample Grant Contract as attachment 2. A position description should be provided with the expected qualifications for each position listed on the attached Salaries Detail. Indicate the percentage (%) of time a person's salary is to be charged to the proposed contract. A description of how dollars shall be used must be provided for each line item completed on the budget with a superscript 2 on the end.

Note: Each expense object line-item is defined by the *U.S. OMB's Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, Subpart E Cost Principles* (posted on the Internet at: <https://www.ecfr.gov/current/title-2/subtitle-A/chapter-II/part-200/subpart-E>) and CPO Policy 2013-007 (posted online at <https://www.tn.gov/generalservices/procurement/central-procurement-office--cpo-/library-.html>).

V. **PROPOSAL EVALUATION:**

An evaluation committee made up of at least three (3) representatives of the Department of Health will be established to judge the merit of eligible proposals. Proposals are not judged solely on consideration of price or solely on consideration of technical factors.

- A. Any proposal or Grant Budget that is incomplete or contains significant inconsistencies or inaccuracies shall be rejected. The State reserves the right to waive minor variances or reject any or all proposals. The State reserves the right to request clarifications from all proposers.
- B. The committee shall analyze Organizational and Technical proposals on the basis of factors pertinent to the services requested in this RFGP. The specifications within this RFGP represent the minimum performance necessary for response.
- C. The Competitive Procurement Assistant shown in Section II, shall meet with the evaluation committee to summarize and record their point awards on the Organizational and Technical sections of the proposal.
- D. The Competitive Procurement Assistant shown in Section II shall open and review Grant Budgets in the presence of the evaluation committee. The Competitive Procurement Assistant, in conjunction with the evaluation committee, shall review the costs and determine if they have any significant impact on the Organizational and Technical scores. Adjustments may be made accordingly.

- E. Once total scores for Organizational and Technical sections and Grant Budgets are finalized, the Competitive Procurement Assistant shall recommend to the Commissioner of the Department of Health the best evaluated proposal(s). Once approved by the Commissioner of the Department of Health, the Competitive Procurement Assistant shall send out the Notice of Intent to Award.

VI. GENERAL PROPOSER INFORMATION REGARDING GRANT CONTRACT:

- A. Sample Grant Contract:

Please see the Sample Grant Contract which delineates the scope of services and/or options for the scope of services which the State expects the Grantee to provide (see Section A. of Sample Grant Contract). Additionally, the Sample Grant Contract includes the terms and conditions considered standard by the State. Do not complete the blanks in the Sample Grant Contract; the State shall complete the blanks upon award of the Grant Contract.

- B. Additional Services:

If a proposer indicates that services shall be provided beyond those described in the Sample Grant Contract, these additional services should be listed in the proposal and, if accepted by the State, shall be included in the grant document.

- C. Proposer Exceptions to the Sample Grant Contract and/or RFGP:

If a proposer has an exception or objects to any of the terms and conditions listed in the Sample Grant Contract, the exception(s) must be listed in the proposal. Similarly, if a proposer is unable to provide any information requested in the RFGP for evaluation, that information is to be listed along with an explanation as to why the proposer cannot comply with the RFGP. Exceptions may result in disqualification of the proposer's proposal.