



The Alliance for Aging OAA RFP 2009 Bidders Presentation

September 2009

Bidders Conference



No questions pertaining to the RFP will be allowed during this presentation.

Please submit your questions to

OAAARFP2009@elderaffairs

on or before 9/8. Answers will be posted in our Website on 9/10

Disclaimer



Any information presented henceforth that conflicts with the OAA RFP of 2009 as posted in the Alliance for Aging, Inc. Website shall not be considered valid—The information presented in the OAA RFP of 2009 as posted in the Website prevails.

Mission



To foster optimal quality of life for elders and their families in Miami-Dade and Monroe Counties.

The Alliance For Aging



Amount Available

	Total	Miami-Dade	Monroe
Title III-B	\$4,011,206	\$3,901,637	\$109,569
Title III-C1	\$4,136,069	\$3,993,469	\$142,600
Title III-C2	\$2,970,257	\$2,759,425	\$210,832
Title III-E	\$1,619,032	\$1,562,472	\$56,560

The Alliance For Aging



When

- ✓ Notice of intent—optional 9/8
- ✓ Last day for questions—via email only these will be answered. 9/8 Answers posted 9/10 on Web site.
- ✓ Accepting responses starts 9/15
- ✓ Due date 9/29 @10:30 AM.
- ✓ Proposals opened 9/29 @ noon
- ✓ Review panel meets 9/29 @ 3PM

The Alliance For Aging



When—cont.

- ✓ Scores back from reviewers 10/19
- ✓ Score sheets tallied 10/20 @ 2PM
- ✓ Funding recommendations discussed by the board 10/22 @ 4PM
- ✓ Notice of award posted 10/23 @11 PM
- ✓ Appeals due 11/9 @ noon

The Alliance For Aging *Details*



RFP Structure:

1. Application is by title—there are 4 titles/subtitles: B, C1, C2, E
2. A separate application is required for each title/sub for which funding is requested.
3. There are title/subtitle overall award caps—for example, under B no award for the entire title will exceed \$1.1 million.

The Alliance For Aging *Details*



RFP Structure:

- ☞ There are service specific award caps by title—for example under B, no more than 50% for each service. However, if there is not enough interest from other providers, this restriction would not apply.
- ☞ There are minimum awards—for example \$25,000 for Adult Day Care under B

The Alliance For Aging *Details*



RFP Structure:

- ➡ For most services there is a cap on the number of awards. For example, 5 for Adult Day Care under B.
- ➡ The providers are selected based on their final score for the given service and title.
- ➡ The highest final score is first, the second highest final score is second, and so on until the number of the cap is reached.

The Alliance For Aging *Details*



RFP Structure:

- ➡ The provider with the highest final score for the given title and service will be awarded all of the funding they requested in the application (up to the maximum permitted).
- ➡ The provider with the second highest final score will be awarded all of the funding they requested in the application (up to the maximum permitted and the service cap).
- ➡ The provider with the third, fourth, and fifth will go in turns until either the funding is exhausted or the amount left is less than the minimum for an award.

The Alliance For Aging *Details*



RFP Structure:

- ☞ **THEREFORE:** an agency may be “selected” and yet receive no funding.

The Alliance For Aging *Details*



RFP Structure:

- ☞ All providers receiving awards for any service will receive awards for Screening and Assessment.

The Alliance For Aging RFP SCORING:



Scoring is by service. Maximum possible is 300 points.

1. There are 2 modules: Program (200 pts) and Fiscal (100 pts).
2. The Program module score is common to all services within a title/sub. For example, for a particular applicant all services under B will receive the same program score, say, 180.
3. The Fiscal module score is specific to each service. For example, for the same provider Adult Day Care may score 85 and Homemaker 90.
4. The service score is the sum of the Program and Fiscal scores. For example for the provider above, the score for Adult Day Care would be 265 and for Homemaker 270.

The Alliance For Aging RFP SCORING:



Program module scores:

1. Scoring is by Title/Subtitle.
2. Maximum possible is 200 points.
3. Contains five components.

The Alliance For Aging RFP SCORING:



Program module scores:

Component one of five.

1. Maximum possible is 40 points.
2. Scored by Alliance for Aging staff.
3. Objectively scored by formula.
4. Two items, consumer projections and service catchment area.

The Alliance For Aging RFP SCORING:



Program module scores:

Component one of five.

Consumer projections

1. Maximum possible is 20 points.
2. Based on percentage of total consumers served who are classified as:
 1. 60+ at Poverty Level or Below.
 2. Low Income Minority < 125% of Poverty.
 3. 60+ with Mobility & Self Care Limitation.
 4. 60+ Living in Rural Areas.
 5. Able to Attend Senior Center.

The Alliance For Aging RFP SCORING:



Program module scores:

Component one of five.

Consumer projections (Continued)

3. Individual consumers could be in none, one, or multiple classifications. Total number of consumers could be different than the sum of consumers by category. No single category can have more consumers than the Total Number of Consumers Served.
4. Percent value for each category is the number of Consumers in the category divided by the Total Number of Consumers Served.
5. The percent value (100% = 1.0000) is multiplied by the weight for the Product value.
6. The score is the sum of the Product values, with a maximum score of 20 points.

The Alliance For Aging RFP SCORING:



Program module scores:

Component one of five.

Service catchment area

1. Maximum possible is 20 points.
2. The Number of customers in selected zip codes.
 1. The sum of customers should NOT be greater than the Total Number of Consumers Served in the Consumer Projections.
3. This number is multiplied by the weight for the Product.
4. The score is the sum of the Products, with a 20 point maximum.

The Alliance For Aging RFP SCORING:



Program module scores:

Component two of five.

1. Maximum possible is 40 points.
2. Score determined by Proposal Review Committee.
3. Each Committee member decides if application satisfactorily addresses key items.
4. Application score is the arithmetic mean of committee member scores.

The Alliance For Aging RFP SCORING:



Program module scores:

Component three of five.

1. Maximum possible is 40 points.
2. Score determined by Proposal Review Committee.
3. Each Committee member decides if application satisfactorily addresses outcome measure strategy, action steps and standards.
4. Application score is the arithmetic mean of committee member scores.

The Alliance For Aging RFP SCORING:



Program module scores:

Component four of five.

1. Maximum possible is 70 points.
2. Scored verified by Alliance for Aging Staff.
3. Score is based on recent experience and performance.
4. Applicants who have been a provider with the Alliance for Aging in the past three years are classified based on their Alliance for Aging experience.

The Alliance For Aging RFP SCORING:



Program module scores:

Component five of five.

1. Maximum possible is 10 points.
2. Scored by Alliance for Aging staff.
3. One point is provided for the inclusion of each of ten items.
4. Some items might need to be revised if applicant is selected.

The Alliance For Aging RFP SCORING:



Fiscal module scores:

1. Scoring is by service within Title/Subtitle.
2. Maximum possible is 100 points.
3. Contains two components, adjusted unit rate and leverage.

The Alliance For Aging RFP SCORING:



Fiscal module scores:

Adjusted Unit Rate score.

1. Maximum possible is 75 points.
2. Scored by Alliance for Aging staff.
3. Application with the lowest adjusted unit rate receives 75 points. Application with the second lowest adjusted unit rate receives 70 points. Next lowest receives 65 points, etc.
4. Tied adjusted unit rates receives same points.
5. Adjusted unit rates above the maximum allowed rates are NOT considered.

The Alliance For Aging RFP SCORING:



Fiscal module scores:

Adjusted Unit Rate score – Example

Seven providers are competing for Counseling under Title III-E. The Maximum Allowed Rate is \$60.

Provider A: \$45.18

Provider B: \$56.24

Provider C: \$45.17

Provider D: \$56.24

Provider E: \$62.11

Provider F: \$60.00

Provider G: \$52.00

Points:

Provider C: 75 points

Provider A: 70 points

Provider G: 65 Points

Provider B: 60 Points

Provider D: 60 Points

Provider F: 50 Points

Provider E: NOT CONSIDERED

The Alliance For Aging RFP SCORING:



Fiscal module scores:

Leverage Score

1. Maximum possible is 25 points*.
2. Scored by Alliance for Aging staff.
3. Score is 10 times the Anticipated Amount of all Other Sources divided by the Proposed Amount OAA Funded, with a maximum score of 25 points.

* Except for services without a Maximum Allowed Rate

The Alliance For Aging RFP SCORING:



Fiscal module scores:

Services without a Maximum Allowed Rate

1. Services include Housing Improvements, Material Aid
2. Services with heterogeneous unit rates.
3. No points given for Adjusted Unit Rate Score.
4. Leverage score is multiplied by 4.

The Alliance For Aging RFP SCORING:



Tie Scores:

For services with an Adjusted Unit Rate Score:

1. Ties will be awarded based on the Fiscal Module Score.

For services without a Maximum Allowed Rate:

1. Ties will be awarded based on the Program Module Score.