

**FLORIDA DEVELOPMENTAL DISABILITIES COUNCIL, INC.
REQUEST FOR PROPOSAL**

ACKNOWLEDGMENT

**SUBMIT TO:
FLORIDA DEVELOPMENTAL DISABILITIES COUNCIL, INC. (FDDC)
ATTN: CFO
124 MARRIOTT DRIVE, SUITE 203
TALLAHASSEE, FL 32301**

RFP Number: 2007-CD-6000

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**NEGOTIATIONS WILL BE HELD THE WEEK OF JULY 30, 2007 AND MAY NOT BE
WITHDRAWN WITHIN 60 DAYS AFTER SUCH DATE AND TIME.**

RELEASE DATE:
March 23, 2007

TITLE:
Early Care and Education Inclusion Coordinators

VENDOR NAME:

VENDOR MAILING ADDRESS:

CITY - STATE - ZIP:

AREA CODE:

PHONE NUMBER:

I CERTIFY that this negotiation is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting an offer for the same material, supplies, equipment, or services, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this negotiation and certify that I am authorized to sign this response and that the offer is in compliance with all requirements of the Request for Proposal, including but not limited to, certification requirements. In conducting negotiations with an agency for the FDDC, respondent offers and agrees that if this negotiation is accepted, the respondent will convey, sell, assign or transfer to the FDDC all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States and the FDDC for price fixing relating to the particular commodities or services purchased or acquired by the FDDC. At the FDDC 's discretion, such assignment shall be made and become effective at the time the purchasing agency tenders final payment to the respondent.

**AUTHORIZED SIGNATURE:
(MANUAL)**

**AUTHORIZED SIGNATURE TITLE:
(TYPED)**

Florida Developmental Disabilities Council, Inc.

Request for Proposal (RFP)

RFP Number: 2007-CD-6000

Funded Through:

Appropriation #75-7-1536 from the U.S. Department of Health & Human Services,
Administration on Developmental Disabilities, through FDDC

Administered By:

Florida Developmental Disabilities Council, Inc.

Request For Proposal (RFP)

RFP Number: 2007-CD-6000

Florida Developmental Disabilities Council, Inc.

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SECTION 1: BACKGROUND, NEED AND PURPOSE, STATEMENT OF WORK, AND TERMS OF AGREEMENT

1.1 Background

The Florida Developmental Disabilities Council, Inc. (FDDC), also known as the "Council", a non-profit corporation organized pursuant Chapter 617, Florida Statutes, was authorized by Section 393.002 Florida Statutes, and Executive Order of the Governor (E.O. 95-478), empowered the Council to act as the "state designated agency" to administer the funds under Part B of the Developmental Disabilities Assistance and Bill of Rights Act (Public Law 106-402).

The administrative service provisions for the Council are found in federal regulations Office of Management and Budget (OMB) Circular A-110 and 45 Code of Federal Regulations (CFR) 74.

The developmental disabilities formula grant funds come from the U.S. Department of Health and Human Services (DHHS) and are administered by the Administration for Children and Families (ACF). Funds are authorized by P.L. 106-402: Developmental Disabilities Assistance and Bill of Rights Act of 2000, and are cited in 42 U.S.C. 6000, et. seq., as amended. Funds are made available to the states to be used for improving the quality, extent, and scope of the broad range of community services needed by persons with developmental disabilities. Priority is given to those persons whose needs are not otherwise met under the Individuals with Disabilities Education Act, the Rehabilitation Act of 1973, or other health, education, or welfare programs.

In accordance with the federal Developmental Disabilities Assistance and Bill of Rights Act, 42 U.S.C. s. 6001(8), developmental disabilities is defined as a severe, chronic disability of an individual which: A) is attributable to mental or physical impairment or combination of mental and physical impairments; B) is manifested before the person turns age twenty-two; C) is likely to continue indefinitely; D) results in substantial functional limitations in three or more of the following areas of major life activity --self-care, receptive and expressive language, learning, mobility, self-direction, capacity for independent living, and economic self-sufficiency; and E) reflects the person's need for a combination and sequence of special, interdisciplinary, or generic care, treatment, or other services which are of lifelong or extended duration and are individually planned and coordinated; except that such term, when applied to infants and young children means individuals from birth to age nine, inclusive, who have substantial developmental delay or specific congenital or acquired conditions, may be considered to have a developmental disability described above, if, without services and supports, they have high probability of meeting those criteria later in life.

1.2 Need and Purpose

NOTE: Responses to this RFP will be accepted from Florida Early Learning Coalitions ONLY.

Florida was nominated to participate in the Expanding Opportunities for Inclusion Pre-Institute State Planning Day in summer 2005 and again in 2006, sponsored by the US Department of Education - Office of Special Education and Rehabilitative Services. The purpose of this initiative was to help states build on existing efforts to improve inclusive opportunities for young children with disabilities.

The National Early Childhood Technical Assistance Center (NECTAC) was commissioned to coordinate such efforts in Florida, facilitating a workgroup including required and invited participants. This workgroup, including representation from the Council, developed a strategic plan for improving inclusive practices for all young children in Florida. The strategic plan rests on institutional knowledge (stakeholders have supporting data) and the collective knowledge and expertise within the workgroup. Tasks within this plan that overlap with the Council's plan (to be addressed in this project) are outlined as follows:

Outcome: 1. A. Input and collaboration among agencies and organizations at the state level will address specific issues, barriers, concerns, and policies related to early childhood inclusion.

Task 1 – Identify successful local inclusion models that can be replicated in other communities.

Task 2 – Identify and build upon existing programmatic flexibility and funding opportunities for inclusion.

Task 3 – Ensure awareness, invite input and promote linkage among agencies regarding inclusion related activities (e.g. resources, policy and technical assistance papers).

Task 4 – Sustain and enhance needed technical support systems.

There are currently thirty-one (31) Early Learning Coalitions (ELCs) in Florida, providing services in all sixty-seven counties. The Agency for Workforce Innovation - Office of Early Learning (AWI/OEL) has guidelines and mandates governing inclusive practices for the children they serve, including an Inclusion Specialist job description for ELCs. Such a position is offered as a guideline for hiring or designating an employee to meet the inclusion requirements in the Child Care Resource & Referral Network Standard Level of Service.

AWI/OEL guidelines require ELCs to commit at least 4% of their Child Care Development Fund (CCDF) quality budget to inclusion supports. The ELCs have varying levels of commitment to inclusion and interpret these guidelines independently. They have differing levels of experience providing inclusive training and supports, differing levels of staff time and dollars committed to providing these supports, and differing levels of commitment from local stakeholders. Some ELCs are using evidence-based inclusion models while others are doing very little to formally address lack of, or limited inclusive practices. As such, depending on where a child lives and/or attends early care and education programs, he/she experiences a range of inclusive options – from totally excluded, to fully included, with necessary modifications/accommodations in place.

Early care and education programs within the state serve children in rural and urban settings, in small and large groups. Initial reports of models involving an “inclusion coordinator” type staff position range from such staff serving anywhere from 5 – 10 centers. Therefore, if each ELC has one inclusion coordinator (some only function in this capacity for a portion of their overall duties), only a small number of the 11,722 licensed early care and education facilities in the state are receiving their services. According to the Statewide Child Care Resource & Referral data report (2006) 4642 of these are Family Child Care Homes, 1212 are Exempt Child Care Centers, and 5868 are Child Care Centers. Florida’s ELCs need more full-time inclusion coordinators to facilitate inclusion of more children with developmental disabilities in early care and education settings.

1.3 Statement of Work

Description

The purpose of this project will be to set up (or expand) an evidence-based model of inclusive early care and education by providing training, technical assistance and support coordination for existing programs to include children and/or increase the number of children with developmental disabilities attending.

It is anticipated this project will continue for two or more years. It is also anticipated that the selected provider/ELC will select an existing evidence-based practice/model (or combination of multiple practices/models) of inclusive early care and education programs to replicate with this project. The offeror will describe the selected practice(s)/model(s), clearly justify the selection(s), and provide adequate documentation that the practice(s)/model(s) are, in fact, evidence-based.

Objectives / Services to be Provided

1. Provider/ELC will develop and implement marketing components for 1) recruitment of sites to participate, and 2) to inform parents/guardians of training, technical assistance and supports to targeted sites to improve access for children with developmental disabilities at such sites.
2. Recognizing that adding such supports will still not meet all the need, provider will establish criteria for site selection, ensuring equal opportunity regardless of membership in ELC.
3. Provider/ELC will establish (or expand capacity of) inclusive practices designed after evidence-based implementation practices and inclusion models for children in all types of early care and education settings.
4. Provider will identify at least five (5) sites that will be established and/or expanded (in at least one rural and one urban county) as sites where children with disabilities are fully included and representing naturally occurring proportions.
5. Provider/ELC will conduct periodic needs assessments to determine initial and ongoing training and technical assistance needs for at least the five (5) identified sites. Satisfaction Evaluations will be conducted after each training and TA visit.
6. Provider/ELC will train all staff at selected sites and document staff ability to demonstrate and implement newly learned strategies.
7. Provider will develop a plan for building capacity, to include skills needed by staff to be successful in facilitating inclusive practices, and how they would teach and mentor others about how to succeed in such endeavors.
8. Provider/ELC will provide training, technical support to all early care and education providers needing/requesting support (including, i.e. franchises, universities, faith-based programs), not just members of ELCs.
9. Provider/ELC will develop a database that includes but is not limited to: the name of each site, staff trained, number and age of students, ratio of students with and without disabilities, hours and days students with and without disabilities are served.
10. Provider will maintain and continually update database to provide periodic progress reports.
11. Provider/ELC will create and use a pre and post informational survey for parents at each site.
12. Provider/ELC will develop and/or use existing training materials that are user friendly, accessible materials, in formats that can be posted and downloaded on the web.
13. Provider/ELC will develop a plan for sustainability once Council funding ends.
14. Provider/ELC will collaborate with AWI/OEL at all times during project, to ensure adherence to established guidelines and mandates.
15. Provider/ELC will convene an advisory council to meet at least quarterly to monitor the project.
16. Provider/ELC will develop and implement an evaluation and monitoring system to ensure that project goals are met and corresponding reports are made available.
17. Provider/ELC will provide information in the form of a presentation to Child Development / Education Task Force at least one time during the project.
18. Provider/ELC will provide a comprehensive report on all components of the project, to include but not be limited to a plan for expansion and sustainability, analysis of pre and post surveys and data collected, as well as evidence of success worthy of presenting to AWI/OEL for the purpose of documenting the benefits, and therefore justifying the need for full-time inclusion coordinators to be part of their (federal and/or state) mandates and funding for all ELCs.

1.4 Terms of Agreement

The contract resulting from this RFP will be in effect between approximately August 2007 and August 2008 (12 months). Funding for this contract period will not exceed \$75,000 of federal grant funds from FDDC. The Council reserves the right to negotiate with the bidder awarded the contract a final project budget and scope of work. FDDC may approve up to two continuation contracts for two subsequent twelve-month periods.

A Match requirement is required in each proposal of not less than 33% of the total project costs, to be finalized as part of the negotiations process. Grantees must match \$1 for every \$3 requested to reach a

33% match of the total approved cost of the project. Documentation of 33% match of project expenses must be maintained. The match requirement may be satisfied by values placed on in-kind contributions or through grantee-incurred costs, or by a combination of the two. Not more than 50% of said Match requirement shall be "In Kind" match and not more than 5% of said Match requirement shall be volunteer time of individuals who are not grantee employees. Costs paid by other federal grants may not be used for match. The match must fund activities directly related to the project. Indirect cost is calculated on and cannot exceed ten percent (10%) of total salary and fringe benefits. *Note: To calculate the match share for the 33% required match, divide the amount of your request by three. Then, to calculate the total grant amount, combine the one-third figure with the dollars requested. (i.e., funds requested \$10,000 divide by 3 = match amount of \$3,333.33. \$10,000+\$3,333.33 =total project cost of \$13,333.33)*

SECTION 2: REQUEST FOR PROPOSAL PROCESS

The process involved in soliciting proposals, evaluation proposals, and selecting the offeror for contract negotiation leading to the award of a contract is a multi-step process:

- Step 1: RFP release by FDDC
- Step 2: Letter of Intent submitted in accordance with the Proposal Schedule of Events and Deadlines listed in Section 7
- Step 3: Written Questions submitted in accordance with the Proposal Schedule of Events and Deadlines listed in Section 7
- Step 4: Response to Written Questions in Accordance with the Proposal Schedule of Events and Deadlines listed in Section 7
- Step 5: Offerors' RFP proposals submitted in Accordance with the Proposal Schedule of Events and Deadlines listed in Section 7
- Step 6: Mandatory Criteria Evaluation
- Step 7: Proposal scoring
- Step 8: Contract negotiations

2.1 Contact Person

This RFP is issued by FDDC. It is sent to all Executive Directors of Florida Early Learning Coalitions, and advertised on the FDDC web site at fddc.org. The sole point of contact is:

Lisa Taylor, Chief Financial Officer
Florida Developmental Disabilities Council, Inc.
124 Marriott Drive, Suite 203
Tallahassee, Florida 32301 - 2981
Phone: 850 / 488-4180
Fax: 850 / 922-6702
TDD: 850 / 488-8633

2.2 Offeror Disqualification

To be disqualified as an offeror under this provision, the offeror must have: (1) had a contract terminated by FDDC for cause; or (2) developed or drafted specifications, requirements, statements of work, invitations for bids and/or requests for proposals contained within this RFP before its publication in the Florida Administrative Weekly and/or the FDDC web site.

2.3 Provider Performance

The provider's performance will be assessed and documented throughout the life of the contract by the contract manager. This assessment of the provider will be based upon the following: the quality of the deliverables and products produced; the implementation of provision of services as stipulated in the

contract; compliance with all provisions of the contract; and the general performance of the provider in meeting the expectations of the contract manager and the Council, as well as the end result of the project.

At the conclusion of the contract, an overall assessment of the provider's performance relative to the contract will be conducted. If the performance assessment identifies serious inadequacies in adherence to contract requirements or in meeting performance expectations listed in the contract, the contract manager will notify the provider in writing and stipulate the improvements or corrective action(s) that need to be exhibited or accomplished in any subsequent contracts with the Council. This information will become a part of the provider's performance profile for use by other Council contract managers when assessing RFP proposals and when developing and implementing subsequent contracts with this provider.

Agencies, organizations and/or consultants who exhibit the same inadequacies in subsequent contracts with the Council, risk the Council invoking its right to prohibit sole sourcing with said provider for up to three years. A prohibition from sole sourcing and the documented provider performance assessment that led to this prohibition will be considered sufficient evidence of the provider's inability or unwillingness to perform and, in turn, exclude that provider from being awarded a contract through a Council RFP process, again for up to three years.

2.4 Limitations on Contacting FDDC Personnel, Board Members and Committee Members

Prospective offerors are prohibited from contacting FDDC personnel, FDDC board members, or any member of the final Selection Committee other than the person named in Section 2.1. Violation of this limitation may result in disqualification of the prospective offeror. However, FDDC will conduct regularly scheduled business with offerors currently under contract with FDDC.

2.5 Letter of Intent to Submit a Proposal

Submission of the **Letter of Intent form (Attachment V)** within the time indicated on the Schedule of Events and deadlines (Section 7) is encouraged of all prospective proposers. Organizations that submit a Letter of Intent to submit a proposal will receive a copy of all addenda, clarifications to the RFP, and responses to written questions. Prospective bidders are not required to submit a Letter of Intent, but if they do not, the bidder will be responsible for obtaining any and all additional information about the RFP, including addenda, clarifications, and answers to questions from the FDDC website (fddc.org). The submission of a Letter of Intent to submit to FDDC does NOT require or mandate an agency to submit a proposal. **The Letter of Intent should be submitted via Fax, US mail, or commercial carrier, or hand delivered to:**

Lisa Taylor, CFO
Florida Developmental Disabilities Council, Inc.
124 Marriott Drive, Suite 203
Tallahassee, FL 32301

2.6 Acceptance of Proposals

Proposals must be received by FDDC in accordance with the Proposal Schedule of Events and Deadlines listed in Section - 7 of this document at 124 Marriott Drive, Suite - 203, Tallahassee, Florida 32301 - 2981. No changes, modifications or additions to the proposals submitted after this deadline will be accepted by or be binding on FDDC. Any proposal submitted shall remain a valid offer for at least 60 days after the proposal submission date. Proposals not received at either the specified place, or by the specified date and time, or both, will be rejected and returned unopened to the prospective offeror by FDDC. Proposals may be sent via U.S. Mail, Express mail, or hand delivered. **PROPOSALS SUBMITTED BY FACSIMILE OR ELECTRONICALLY WILL BE REJECTED.**

FDDC reserves the right to reject any and all proposals or to waive minor irregularities when to do so

would be in the best interest of FDDC. Minor irregularities are defined as a variation from the RFP terms and conditions which does not affect the price of the proposal, or give the prospective offeror an advantage or benefit not enjoyed by other prospective offerors, or does not adversely impact the interest of the agency. At its opinion, FDDC may correct minor irregularities but is under no obligation to do so whatsoever.

2.7 Withdrawal of Proposal

A written request for withdrawal, signed by the offeror, may be considered if received by FDDC within 72 hours after the proposal opening time and date indicated in the Schedule of Events. A request received in accordance with this provision may be granted by FDDC upon proof of the impossibility to perform based upon obvious error on the part of the offeror pursuant to Rule 60A-1.002 (8), FAC.

2.8 Posting of Proposals Ranking

Ranking of responses to the RFP will be posted at 124 Marriott Drive, Suite 203, Tallahassee, Florida 32301-2981 and on FDDC's website at (fddc.org) in accordance with the Proposal Schedule of Events and Deadlines listed in Section -7 of this document. The notice will be posted for 72 hours (3 working days).

2.9 Protests

Any offeror, who desires to protest either the content in this procurement solicitation or the proposed ranking, shall do so in accordance with the Procurement Policy of FDDC. Failure to file a protest within the times prescribed in that Procurement Policy, or failure to post a bond or other security in accordance with that Procurement Policy shall constitute a waiver of proceedings under the Procurement Policy.

2.10 Special Accommodations

Any person with a qualified disability shall not be denied equal access and effective communication regarding any bid/proposal documents or the attendance at any related meeting or bid/proposal opening. If accommodations are needed because of a disability, please contact Lisa Taylor at 850 / 488-4180.

SECTION 3: INSTRUCTIONS TO PROSPECTIVE OFFERORS

NOTE: Responses to this RFP will be accepted from Florida Early Learning Coalitions ONLY.

Proposal content must respond to this RFP solicitation adequately and appropriately. This section provides information and instructions necessary to meet minimum submission requirements.

3.1 FDDC Request for Proposal Acknowledgement Form

This form is required by FDDC and must be signed and returned with the proposal.

3.2 Title Page

Each copy of the proposal must include a title page(s) that contains the following information:

1. Title of proposal and RFP Number
2. Offeror's legal name
3. Organization to which proposal is submitted
4. Name, title, address, phone number, fax number, and internet e-mail address, if available, of person who may respond to inquiries regarding the proposal.
5. Name of project director

6. Name and title of official authorized to sign contract
7. Organization's mission, vision, and values statement

3.3 Response to Need and Purpose

This section should provide a narrative that demonstrates the offeror understands the need for and purpose of the project, including the scope and complexity. The offeror should include any unique perspectives or insights concerning the challenges facing ELCs as they attempt to include children with all types of disabilities into all types of Early Care and Education settings.

3.4 Description of the Proposed Plan to Perform Required Tasks

This section should thoroughly describe the offeror's plan for performing the functions as described in 1.3 Statement of Work. A narrative should be provided that describes how the offeror intends to perform the various activities projected to address the need and accomplish the purpose of the project. The narrative should include a description of the selected evidence-based implementation practice(s)/model(s) for including children with developmental disabilities in early care and education settings the offeror intends to replicate, including adequate documentation that the practice(s)/model(s) are, in fact, evidence-based. The narrative should reflect values that are consistent with the values and mission of the Council.

A detailed work plan should be included to chart the progress of the actions to be undertaken. For each major activity included in the work plan, the time frames for completion and the person(s) responsible should be identified.

3.5 Description of Staffing

Offerors must provide a detailed description of staffing in their proposals. Below is a list of minimum requirements for this section of the RFP proposal:

1. A description of the staff who will be employed or contracted by the provider and their qualifications. Include resumes of the individuals proposed to work on the project. The resume shall include education, years of work experience, role and management responsibilities, licenses, certificates, and any relevant technical courses or training.
2. A synopsis of corporate or individual qualifications, indicating ability to manage and successfully complete the functions required in this proposal.
3. Any evaluations or descriptions of past or current projects similar to the functions of this proposal.
4. The offeror must demonstrate expertise and experience in the area of providing direct services as well as training and technical assistance to Early Care and Education facilities, relating to including children with disabilities.

3.6 Description of Quality Assurance/Quality Improvement System

This section should describe the quality assurance/quality improvement (QA/QI) system to be used in monitoring and evaluating the progress of the project, including the mechanisms for identifying and correcting problems or delays in implementation and assessing the overall outcomes. The description should include an explanation of how the QA/QI System for this project is integrated into the provider organization's QA/QI System. The provider should propose measurable outcomes against which their overall progress will be assessed.

Project evaluation needs to include, at a minimum, a regularly updated work plan, identification of any barriers to meeting objectives, time lines and outcomes, as well as completion of the Council's Exhibits I, Data Collection Form, and J, Consumer Satisfaction Survey.

3.7 Budget and Budget Narrative

Offerors will include in this section a proposed line item budget, accompanied by a detailed budget narrative, using the format provided. The budget narrative must explain and demonstrate that each entry on the line item budget sheet is allowable, reasonable and necessary. The budget and budget narrative must present a cost-effective funding level for achieving the purpose of the project. The form for submitting the budget may be found in Attachment II.

3.8 References

Each proposal should contain three (3) references who can be contacted to obtain a recommendation concerning the provider's performance in providing services similar to those required by the RFP. A minimum of two references will be contacted. For providers with a history of contracting with the FDDC, one of the references will be the FDDC assessment of performance. A form for submitting the references and contact information may be found in Attachment VI.

3.9 Cost of Developing and Submitting a Proposal

FDDC is not liable for any costs incurred by any offeror in responding to this RFP. All proposals become the property of FDDC and will not be returned to the offeror once opened. FDDC shall have the right to use any and all ideas or adaptations of ideas contained in any proposal received in response to this RFP. Selection or rejection of a proposal will not affect this right.

3.10 How to Submit a Proposal

This important section describes how to correctly submit a proposal for this RFP. Failure to submit all information requested or failure to follow instructions may result in the proposal being considered non-responsive and, therefore rejected. Please follow the following instructions carefully:

1. Proposals must be delivered sealed, clearly marked "Early Care and Education Inclusion Coordinators", and delivered by the deadline indicated in section 7, Proposal Schedule of Events and Deadlines.
2. The proposal document should not exceed 25 pages in length, pages should be numbered with 1" margins, single or 1.5 spaced, no larger than letter size (8 1/2" x 11 ") and printed on one side only, double-sided proposals will not be accepted. Proposal document length does not include: 1) table of contents, 2) index, 3) attachments, 4) budget proposals, and 5) other materials. The font size and type is at the discretion of the offeror but must be at least as large as the font type you are currently reading (Times New Roman 11).

Do not include spiral or bound materials or pamphlets. All attachments or exhibits must be letter size and if reduced to letter size must be readable. Ink and paper colors must not prevent the entire proposal from being photocopied.

3. Each proposal should be unbound, collated, and include a table of contents with each section clearly labeled with the appropriate heading.
4. An original and nine (9) copies of the proposal and supporting materials are required. At least one copy of the proposal submitted to FDDC must contain an original signature of an official of the offeror who is authorized to bind the offeror to their proposal. The original copy should be marked "original". One electronic version of the proposal also should be submitted on a CD.

5. Offerors must submit proposal items in the following order:

- A. FDDC Invitation to Negotiate Acknowledgement Form (See section 3.1)
- B. Title Page (See section 3.2)
- C. Table of Contents (Identifies major sections along with page numbers)
- D. Response to Need and Purpose (See section 3.3)
- E. Description of Plan to Performing Tasks (See section 3.4)
- F. Description of Staffing (See section 3.5)
- G. Quality Assurance/Quality Improvement System (See Section 3.6)
- H. Budget and Budget Narrative (See section 3.7 and Attachment II)
- I. References (See section 3.8 and Attachment VI)
- J. Attachments applicable to offeror proposal
 - I. Required Certifications
 - II. Budget Request and Narrative
 - III. Certification Regarding Lobbying
 - IV. Debarment and Suspension Certification Form
 - V. Letter of Intent

SECTION 4: FINANCIAL SPECIFICATIONS

4.1 Funding Source

This project is funded through appropriation and #75-7-1536 from the U.S. Department of Health & Human Services, Administration on Developmental Disabilities, through FDDC. Catalog of Federal Domestic Assistance (CFDA) # 93.630.

4.2 Allowable Costs

The following Office of Management and Budget Circulars are used as guidelines to determine allowable costs depending on the organizational structure of the entity submitting a proposal: (1) A-21 Cost Principles for Educational Institutions, (2) A-87 Cost Principles for State, Local and Indian Tribal Governments, and (3) A-122, Cost Principles for Non-Profit Organizations. Allowable costs pertaining to this RFP include costs such as:

- 1. Personnel salaries and benefits
- 2. Travel in accordance with Florida Statutes, regulations, and FDDC Policies
- 3. Other direct costs such as supplies, postage, copying, telephone, educational materials, etc.
- 4. Indirect cost is calculated on and cannot exceed ten percent (10%) of total salary and fringe

- benefits
- 5. Direct service costs

All contractual costs will be negotiated with the FDDC contract manager and must be approved prior to contract execution.

4.3 Non-Allowable Costs

In addition to the following list, see applicable cost principles as noted in Section 4.2 for additional unallowable costs:

1. Cash award to employees or ceremony expenditures
2. Penalty on borrowed funds or statutory violations or penalty for late/nonpayment of taxes
3. Out of state travel
4. Organizational affiliations, fund raising, and public relations
5. Deferred payments to employees as a fringe benefit package
6. Severance pay and unearned leave
7. Purchase of equipment or furniture
8. Staff overtime pay
9. Supplanting of local, state, or federal funds
10. Acquisition of real property, building construction, alterations, renovations, or other capital improvements
11. Purchase of medical care or social services

4.4 Invoicing and Payment of Invoices

All invoices must be submitted in detail sufficient for a proper pre-audit and post-audit thereof.

Contract resulting from this RFP will be either cost reimbursement or fixed price/fixed fee, depending on the types of services rendered.

One original invoice should be submitted for payment on resulting contract. All support documentation will be legible and copy ready. All submissions not in compliance with these guidelines will be returned to the offeror for re-submission.

Invoices will be processed only after acceptance of the deliverable is determined by FDDC and the contract manager signs the invoice. Disputed invoices will be returned to the successful offeror for correction.

The successful offeror shall submit the final invoice and all deliverables for payment to FDDC prior to termination of the contract. If the contractor fails to do so, all right to payment is forfeited, and the FDDC will not honor any request submitted after aforesaid time period.

All invoices will be in accordance with FDDC payment procedures and schedules.

SECTION 5: CONTRACT PROVISIONS

5.1 Default

Failure to perform according to this bid and/or resulting contract shall be cause for the organization to be found in default in which any and all re-procurement costs may be charged against the

organization. Any violations of these stipulations may also result in the contractor's name being removed from the FDDC's vendor mailing list.

5.2 Unauthorized Aliens

FDDC shall consider the employment by any contractor of unauthorized aliens a violation of section 274 A (e) of the Immigration and Nationalization Act. Such violation shall be cause for unilateral cancellation of this contract.

5.3 Administrative Pre-Site Visits

The basis for administrative pre-site visits is for FDDC to determine an agency's programmatic and fiscal eligibility for the RFP. An administrative pre-site visit does not guarantee awarding of a contract to an offeror. FDDC reserves the right to conduct an administrative pre-site visit for award determination if an organization meets any of the following criteria:

1. The organization has not previously contracted with FDDC;
2. The organization has contracted with FDDC and has had a corrective action plan; or
3. FDDC has received information that warrants further investigation of that organization.

5.4 Oral Presentation

After the proposals have been ranked, FDDC, at its sole discretion, may invite selected proposers to make an oral presentation on the proposal at a date, time, and location to be specified. Invitations will be by written notification to the contact person listed in the proposal. FDDC will identify individuals to be present and review all oral presentations.

5.5 Proposer Questions or Inquiries

Questions related to this RFP must be received in writing by the contact person listed in Section 2.1 and accordance with the Proposal Schedule of Events and Deadlines listed in Section 7 of this document. Questions may be sent by US Mail, facsimile, express mail, or hand-delivered. **Telephone calls and/or emails will NOT be accepted.** Responses to questions will also be in accordance with the Proposal Schedule of Events and Deadlines listed in Section 7.

5.6 Public Records

Any material submitted in response to this RFP will become a public document pursuant to section 119.07, F.S. This includes materials which the responding proposer might consider to be confidential or a trade secret. Any claim of confidentiality is waived upon submission, effective after opening pursuant to section 119.07, F.S.

5.7 Trade Secrets

FDDC will attempt to afford protection from disclosure of any trade secrets consistent with section 381.83, Florida Statutes. Any prospective vendor or offeror acknowledges however, that protections afforded by section 381.83, Florida Statutes are incomplete, and it is hereby agreed by the offeror that no right or remedy for damages arises there from.

5.8 Sub-contracting

The successful offeror may, only with **prior written approval** of FDDC, enter into written subcontracts for performance of specific services under the contract. Anticipated subcontract agreements known at the

time of proposal submission and the amount of the subcontract must be identified in the offeror's response to this RFP. Prior to the effective date of any subcontract, provider must request and receive written approval from FDDC's contract manager. No subcontract that the offeror enters into with respect to performance under the contract resulting from this RFP shall in any way relieve the offeror of any responsibility for performance of its duties. All payments to subcontractors shall be made by the offeror. No payment to the offeror will be processed until FDDC approves all subcontracts, in writing. The contract manager must approve all subcontractor agreements and any subsequent changes made to those agreements.

The offeror shall not engage, on a full- or part-time basis, anyone employed by the FDDC.

5.9 Standard Contract

FDDC's Standard Contract (Attachment VII) contains all administrative, financial and non-programmatic terms and conditions usually mandated by federal or state statute and policy of FDDC. Use of this document is mandatory for contracts as it contains the basic clauses required in all contracts. The terms and conditions contained in the Standard Contract are non-negotiable.

SECTION 6: PROPOSAL EVALUATION CRITERIA AND SCORING

6.1 Description of Ranking

Ranking of proposals will be based on the scoring by the Selection Committee with the proposal scoring the highest being ranked first. A final site visit to the offeror with the highest ranking may be conducted prior to final contract negotiations.

6.2 Selection Committee

A Selection Committee of not less than three people will be used to read, evaluate, and rank properly submitted proposals. The Selection Committee will be comprised of members of FDDC and, if necessary, others with pertinent backgrounds.

6.3 Selection Committee Evaluation

The maximum possible score for any proposal is 100 points. **Proposals that score less than 70 are ineligible for award under this RFP.** While developing the proposal, please refer to the scoring criteria below for assuring completion.

The selection committee will consist of a minimum of three members. Each member will read and score each proposal independently, discuss each proposal jointly, and then submit final results for tabulation. The quantitative score from each member will be averaged and a final score will be assigned to the proposal. Scores will be ranked in numerical order and submitted to the Council's Chief Financial Officer.

The highest ranked proposal will be funded through this RFP. If negotiations with the highest ranked contractor are unsuccessful, the proposal will no longer be considered, and the next highest ranked proposal may be contacted for negotiation. This process will continue until a contract is awarded, or until the selection committee recommends otherwise. All proposals will remain with the Council and will not be returned to the offeror after the RFP process is completed. Scored criteria are grouped into the following categories and weighting:

1.0 Response to Need and Purpose (15 Maximum points)

The proposal contains sufficient information to determine that the offeror understands the need for and purpose of this project.

2.0 Description of Plan to Perform Tasks (35 Maximum points)

The proposal contains a narrative description of the activities to be performed, including a detailed work plan, that is adequate and sufficient to accomplish the requirements of the RFP and reflects the values and mission of the Council.

3.0 Description of Staffing (20 Maximum points)

Person(s) engaged to complete the activities of this project are qualified to perform the required duties, including relevant experience in the area of providing direct services as well as training and technical assistance to Early Care and Education facilities and are organized to meet the time frames established.

4.0 Description of Quality Assurance/Quality Improvement System (10 points)

The proposal contains a description of the quality assurance/quality improvement system that provides for a continuous self-correcting mechanism, is integrated into the provider's organization, and includes measurable outcomes that are consistent with the actions in the work plan and will serve to evaluate the provider's performance.

5.0 Budget and Budget Narrative (15 Maximum points)

The proposal includes a proposed line item budget, accompanied by a detailed budget narrative, on a separate sheet of paper. The budget narrative must explain and demonstrate that each entry on the line item budget sheet is allowable, reasonable and necessary. The budget and budget narrative must present a cost-effective funding level for achieving the purpose of the project.

6.0 References (5 Maximum points)

At a minimum, two references will be contacted to obtain recommendations of the provider's current and/or past performance. For providers who have a history of contracting with FDDC, one of those references will be the FDDC assessment of performance.

TOTAL MAXIMUM POINTS 100

6.4 Identical Tie Bid

When evaluating proposals, if the Council is confronted with identical pricing or scoring from multiple providers, the Council will invite the proposers with the tie bids to each make an oral presentation. Following the presentation and a question and answer period, the committee will select the proposal deemed in the best interest of the Council.

SECTION 7: PROPOSAL SCHEDULE OF EVENTS AND DEADLINES

ACTIVITY/EVENT	DATE	METHOD
RFP Released and Advertised	(Friday) March 23, 2007	FDDC's Electronic Notification System and all Florida Early Learning Coalitions
Letter of Intent is requested by this date (although not mandatory) Written questions due to FDDC	Prior to 4:00 pm EST April 20, 2007	Submit to: Lisa Taylor, Chief Financial Officer Florida Developmental Disabilities Council, Inc. 124 Marriott Drive, Suite 203 Tallahassee, Florida 32301 - 2981 Phone: 850 / 488-4180 Fax: 850 / 922-6702
FDDC responses to offerors' written inquiries	Week of May 7, 2007	Responses to inquiries mailed to all offerors who submitted a letter of intent and posted at FDDC's website (fddc.org).
Sealed RFP proposals due and Opened	Prior to 2 pm EST (Friday) June 8, 2007	<u>U.S. Mail, Express Mail, & Hand Delivery</u> Submit to: Lisa Taylor, Chief Financial Officer Florida Developmental Disabilities Council, Inc. 124 Marriott Drive, Suite 203 Tallahassee, Florida 32301 - 2981
Mandatory Criteria Evaluation and proposal scoring begins	Week of June 25, 2007	Selection Committee Meets
Anticipated Posting of top ranked offeror RFP proposals (Posting is for 72 hours)	(Friday) July 13, 2007	Posted by written notice at: 1. Florida Developmental Disabilities Council, Inc. 124 Marriott Drive, Suite 203 Tallahassee, Florida 32301 - 2981 2. FDDC website (fddc.org)
Start contractual negotiations	Week of July 30, 2007	
Anticipated contract start date	(Monday) August 20, 2007	