

**Division of Financial Management  
 Department of Procurement  
 MONTGOMERY COUNTY PUBLIC SCHOOLS  
 45 W. Gude Drive, Suite 3100  
 Rockville, Maryland 20850**

April 28, 2026

**QUESTIONS AND ANSWERS**

**The following are questions and responses regarding  
 RFP No 4548.2 School-Based Mental Health Therapeutic Services**

Question 1	<p>Please confirm the sections that need to be addressed for the 'Point by Point' response:</p> <ul style="list-style-type: none"> <li>• Scope of Services including <u>all the individual points listed on pages 3 and 4 of the RFP</u></li> <li>• 3.1 Technical Requirement and Vendor Experience</li> <li>• 3.2 Timeline for Implementation</li> <li>• 3.3 Data and Privacy</li> <li>• 3.4 Training</li> <li>• 5.0 Price</li> </ul>
Answer 1	<p><i>A point by point response includes a response to each section indicated above with details on how you would provide these services. Additionally, you should respond to all other sections that you understand and will comply.</i></p>
Question 2	<p>Please clarify what a redacted copy is.</p>
Answer 2	<p><i>A redacted copy is a version of your original submission with any confidential or proprietary information redacted or blacked out.</i></p>
Question 3	<p>What is the anticipated total award amount / annual budget for this RFP, and is there a not-to-exceed amount per awardee or across all awardees?</p>
Answer 3	<p><i>The anticipated total award amount is \$1.6 million pending approval by the Montgomery County Board of Education and receipt of federal grant funding.</i></p>
Question 4	<p>Can MCPS share historical information on prior awards for similar school-based mental health services, including award amounts, number of awardees, number of schools served, referral volume, students served, payer mix, and uninsured volume?</p>
Answer 4	<p><i>This RFP was previously released in 2022 and two vendors were awarded the contract. The total award amount was \$1.6 million with \$800,000 being awarded to each vendor. Total schools served is approximately 70 elementary and middle schools. Referral volumes vary based on the needs of the building each year including the total number of students served. MCPS does not collect information on whether students have insurance or are uninsured.</i></p>

Question 5	Does MCPS expect each awarded vendor to provide the full range of services listed in the RFP directly, including comprehensive assessments, individual therapy, group therapy, and family therapy, or may some services be delivered through referral or partner arrangements?
Answer 5	<i>It is anticipated that MCPS expects each vendor to provide the full range of services listed in the RFP.</i>
Question 6	Please clarify MCPS’s expectations for after-hours, holiday, and summer support, including whether vendors are expected to provide live crisis response, on-call availability, or referral/escalation coverage.
Answer 6	<i>MCPS does not anticipate the vendors to provide live crisis response, on-call availability, or referral/escalation coverage after business hours. MCPS does expect the vendor to provide services to students year-round including supporting students during school holidays and over the summer. Services provided during school holidays and over the summer can be provided via telehealth support to the student’s home or location approved by the parent/guardian.</i>
Question 7	<b>3.1 Technical Requirements and Vendor Experience</b> Does MCPS require vendors to be fully credentialed with Medicaid and multiple private insurance plans at the time of proposal submission, or will MCPS accept a credentialing plan and timeline?
Answer 7	<i>MCPS highly recommends that vendors be fully credentialed with Medicaid and multiple private insurance plans at the time services begin.</i>
Question 8	<b>3.2 Timeline for Implementation</b> What is the anticipated award date, contract start date, and expected implementation timeline for services, including whether MCPS expects a phased rollout or full readiness at the start of the contract term?
Answer 8	<i>The anticipated award date is June 2026 and the anticipated contract start date is August 1, 2026. MCPS expects full readiness at the start of the contract term to provide services to students beginning the first day of school. Additional time in August will be used to train school teams on the vendor’s referral process.</i>
Question 9	<b>3.3 Data Privacy and Security</b> What student-level and aggregate data elements will awarded vendors be required to report to MCPS, and are there specific reporting templates, systems, or data-sharing agreements that vendors should assume in their proposals?
Answer 9	<i>Each vendor will be asked to share with MCPS what student-level and aggregate data they will collect if the contract is awarded and this information is included in the data-sharing agreement. This information is negotiated at the time of developing the final agreement with each vendor. Some of the information included for reporting purposes to MCPS includes the total amount of students served, student outcome data from services provided, student demographic data, students receiving Medicaid that are being served, etc.</i>

Question 10	<b>5.0 Price</b> For pricing purposes, how should vendors structure their financial proposals for required but potentially non-billable activities such as care coordination, participation in school meetings, family outreach, reporting, training, and services for uninsured students?
Answer 10	<i>It is up to each vendor to determine their financial proposal for non-billable activities. It is anticipated that the majority of funding is for direct services of students including providing services for uninsured students.</i>
Question 11	The RPF says that a requirement for application is being able to "accept a variety of private insurances and have credentialed staff to meet those requirements." We are an out-of-network only practice but we have access to several options for sliding scale, including intern rates and grant funding. May we still apply or is the fact that we are out of network and immediate disqualification?
Answer 11	<i>It is preferred that vendors meet the requirements that are listed in the RFP. Vendors who meet the RFP requirement have a greater chance of being selected to provide services.</i>
Question 12	Are there one or more vendors currently in place for this service? How many?
Answer 12	<i>There are currently two vendors for the service.</i>
Question 13	How many students are currently being served, and how many are projected to need service? In other words, what is the service gap that this contract is projected to fill?
Answer 13	<i>This number varies based on building needs and the individualized needs of the students. Vendors should review student enrollment data and determine how many students each vendor can serve and share in their proposal.</i>
Question 14	What information can the county provide about the percentage of insured vs uninsured students who are currently receiving service and those who are projected to need service?
Answer 14	<i>MCPS cannot provide this information since insurance information is not collected by MCPS directly. Anticipated needs vary each school year based on the individual needs of the students in the schools. Vendors should be flexible in providing services between multiple sites.</i>
Question 15	Which specific schools are projected to need service? What are the criteria for determining which schools receive services and by what order of priority?
Answer 15	<i>Schools that will receive services are being determined currently. Awardees will be provided information on which schools they will service. Vendors should be able to provide services anywhere in MCPS.</i>

Question 16	Will the selected vendors be allowed to choose which schools to serve or will the schools be assigned?
Answer 16	<i>Schools will be assigned.</i>
Question 17	What process will be in place to add or remove schools from the list of those receiving services during the term of the contract?
Answer 17	<i>MCPS determines which schools the vendor provides services to. Any additions or removals shall be approved by MCPS in consultation with a vendor if needed.</i>
Question 18	What are the expectations around virtual versus in-person therapy sessions? Is there a certain percentage that should be in person?
Answer 18	<i>Services are expected to be in-person unless services are provided during summer months or on MCPS school holidays.</i>
Question 19	Regarding the pricing proposal <ul style="list-style-type: none"> <li>a. What costs are loaded into the per-session fee</li> <li>b. How do we account for other contracts, insurance payments, and other sources of revenue when determining the per-session fee?</li> <li>c. How do we account for no-shows? Do we still bill for them?</li> </ul>
Answer 19	<i>Each vendor shall determine what their individual pricing proposal is.</i>
Question 20	Can providers request certain schools or areas that they wish to serve?
Answer 20	<i>MCPS will determine which schools will be assigned to each provider.</i>
Question 21	Can the county provide clarification on this statement: "Providers should be able to accept Medicaid and multiple private insurance plan payment options"? Is there a minimum number of private insurers?
Answer 21	<i>There is not a minimum number of private insurers, but agencies that can provide services to students with a variety of private insurance needs will be favored.</i>
Question 22	With regard to the pricing proposal, is the county looking for a per hour or per service charge, or would they like a full budget that accounts for a certain number of clients served or services provided?
Answer 22	<i>Each vendor can determine their own budget proposal of how they intended to provide services in the contract.</i>
Question 23	If the county is looking for a per service fixed rate, is there guidance as to how the vendor would account for underinsured clients, as the costs of care that remain unpaid by the insurance companies will likely vary based on coverage factors such as copay and deductible?
Answer 23	<i>Each vendor can determine their own budget proposal of how they intended to provide services in the contract.</i>

Question 24	Section 5.0 requests a firm fixed pricing proposal and fee structure to include hourly rates as applicable. For respondents whose pricing model is based on a <b>firm fixed fee tied to total student population</b> (rather than hourly rates), may pricing be submitted in chart format showing the fixed annual fee and key pricing details, or is there a specific format MCPS would prefer for presenting pricing? Please advise.
Answer 24	<i>Each vendor can determine their own budget proposal of how they intended to provide services in the contract.</i>
Question 25	The RFP references both in-person and virtual services. Can MCPS please clarify whether respondents may propose services delivered through one modality, such as virtual care, or whether providers are expected to offer <b>both</b> in-person and virtual services?
Answer 25	<i>Vendors are expected to provide in-person services with the exception of during summer months and MCPS school holidays when telehealth is accepted.</i>
Question 26	MCPS is seeking flexible, high-quality therapeutic services for students. Would the District consider a provider model that delivers all required services through a fully virtual platform, including licensed clinicians, rapid appointment access, family engagement, crisis support, reporting, and districtwide scalability, while meeting all other RFP requirements?
Answer 26	<i>MCPS will not consider contracts that are provided virtually only. The majority of services should be provided in-person at each school building.</i>
Question 27	The RFP appears to focus on referred students through school-based teams and staff. In addition to that important referral pathway, would MCPS also consider a direct-access model that allows students to independently connect to licensed care, helping support both students identified by the school system and students who may be struggling quietly and have not yet come forward?
Answer 27	<i>MCPS allows students and families that self-refer for services by the provider.</i>
Question 28	The RFP describes a referral model following Tier 1 and Tier 2 school-based supports. Would MCPS also consider a supplemental access model that allows students to connect directly to licensed counseling services when immediate support (same day counseling appointments) may help prevent escalation to more intensive needs?
Answer 28	<i>MCPS would allow for it if the same day counseling is available in-person at the school.</i>
Question 29	The RFP focuses on therapeutic referral services for students needing additional support. In addition to scheduled counseling services, would MCPS also consider immediate crisis connection services that provide students with direct access to licensed clinicians for urgent mental health needs 24/7/365?

Answer 29	<i>The RFP focuses on providing short and long-term therapeutic services for students in the school building. The focus is not for crisis services that are provided after hours.</i>
Question 30	What is your budget for this initiative?
Answer 30	<i>The anticipated total award amount is \$1.6 million pending approval by the Montgomery County Board of Education and receipt of federal grant funding.</i>
Question 31	What percentage of time will the vendors be expected to do on non-billable prevention and early intervention services?
Answer 31	<i>Each vendor can provide this information based on the unique services their organization can provide to the schools. There is not a designated percentage of time expected.</i>
Question 32	<p>Please confirm whether students in special education, including those with intellectual and developmental disabilities, are the intended population for this RFP, particularly where services may require a developmentally appropriate and behaviorally informed therapeutic approach.</p> <p>It should read: Please confirm whether students in special education, including those with intellectual and developmental disabilities, are included in this RFP, particularly where services may require a developmentally appropriate and behaviorally informed therapeutic approach from trained, non-clinical professionals.</p>
Answer 32	<i>All students should have the opportunity to receive services from a vendor that is awarded this contract. This includes students of all intellectual and developmental abilities.</i>
Question 33	<p><b>Funding and Financial Responsibility:</b></p> <ul style="list-style-type: none"> <li>• The RFP states providers will serve students with no source of payment. Please clarify if there is a reimbursement mechanism, or if providers are expected to absorb these costs.</li> <li>• Should pricing be structured as flat hourly rates, or may vendors provide rates by service type (e.g., assessment, individual, family, or group therapy)?</li> <li>• Will MCPS reimburse for non-direct service activities such as care coordination, EMT/well-being team meetings, and teacher consultations?</li> <li>• Regarding the fixed price proposal, please explain the funding structure and how these funds interact with insurance-billable services.</li> <li>• What is the process and timeframe for payment for services charged directly to MCPS?</li> <li>• Are telehealth and in-person services reimbursed at the same rate?</li> <li>• Is there funding support for families with high-deductible plans to cover co-pays and co-insurance?</li> </ul>
Answer 33	<i>Vendors are anticipated to pay for services from direct insurance billing and from funds provided by MCPS. Funds from MCPS can pay for non-direct services and for uninsured students. Payment structure will be determined once vendors are selected and the final agreement is negotiated.</i>

Question 34	<p><b>School Assignments/Referrals/Staffing:</b></p> <ul style="list-style-type: none"> <li>• What is the anticipated number of schools assigned to each contractor, and how will these assignments be determined?</li> <li>• Regarding staffing, does MCPS prefer one clinician per school, or one clinician to serve multiple sites based on referrals?</li> <li>• Are providers expected to deliver Tier 1 and Tier 2 services, or is the scope strictly Tier 3 therapeutic services?</li> <li>• Are there expected referral volumes, service hours, or caseload ranges to use for pricing and staffing assumptions?</li> <li>• Can services be fully virtual, or is a hybrid of in-person and telehealth expected?</li> <li>• Can MCPS provide historical referral or service-demand data to help inform our staffing model?</li> </ul>
Answer 34	<p><i>MCPS has not determined yet how many schools will be assigned to each vendor. That will be determined after the selection of approved vendors is determined. The number of clinicians per schools is based on the student enrollment at each school and anticipated referral needs. Vendors should be flexible in assigning clinicians due to varying student needs each school year. Providers are expected to provide services at all tiers, but the majority of the services should be at Tier 3. Services should be provided in-person and virtual services should only be anticipated during summer months and MCPS school holidays when students are not in the physical building.</i></p>
Question 35	<p><b>Students with Behavioral and Developmental Concerns:</b></p> <ul style="list-style-type: none"> <li>• Please clarify whether MCPS would permit Registered Behavior Technicians (RBTs), supervised by a Board-Certified Behavior Analyst (BCBA), to deliver certain behavior-support services to Pre-K students and other students presenting primarily with behavioral or self-regulation challenges rather than an established clinical mental health diagnosis.</li> <li>• Please confirm whether students in special education, including those with intellectual and developmental disabilities, are the intended population for this RFP, particularly where services may require a developmentally appropriate and behaviorally informed therapeutic approach.</li> </ul>
Answer 35	<p><i>MCPS would permit RBTs that are supervised by a BCBA to deliver behavior support services to pre-k students. This RFP is not primarily to support students with intellectual or developmental disabilities, but providers should be able to provide services to all MCPS students including those with intellectual or developmental disabilities.</i></p>
Question 36	<p><b>Submission:</b></p> <ul style="list-style-type: none"> <li>• Please clarify the requirement for a "redacted copy" to be included with the final submission.</li> </ul>
Answer 36	<p><i>A redacted copy is a version of your original submission with any confidential or proprietary information redacted or blacked out.</i></p>

Question 37	Can you please clarify what constitutes a ‘section’ within the RFP response requirements? Additionally, for each section, are you expecting a detailed narrative response, or will an ‘agree and comply’ statement suffice where applicable?
Answer 37	<i>Each section that does not need for the offeror to share specific details on how the services are to be provided should be responded to as “understand and comply”, such as Section 1. Intent, and Section 2.0 Introduction or Background etc.</i>
Question 38	Do vendors need to have to have current MD insurance to bid? If not, would a 150-day plan to ramp to full be sufficient?
Answer 38	<i>It is preferred that vendors meet the requirements that are listed in the RFP. Vendors who meet the RFP requirement have a greater chance of being selected to provide services.</i>
Question 39	How much of a military footprint does Montgomery County Public Schools have?
Answer 39	<i>Unfortunately, we don’t have any data to respond to this question.</i>
Question 40	Will this initiative include any funding through district contribution or is it fully based on initiating payments through insurance billing?
Answer 40	<i>This initiative anticipates that funding to the vendor comes through MCPS contributions and payments via insurance billing.</i>

  
 Angela McIntosh Davis  
 Director

AMD

Please indicate your receipt of this notice by signing below and returning with your proposal.

Accepted By: \_\_\_\_\_

(Name & Title) Name of Company: \_\_\_\_\_