

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

**February 23, 2026**

**QUESTIONS AND ANSWERS**

**The following are questions and responses regarding  
 RFP No 4602.1 Wraparound Services for Community Schools**

Question 1	3.0 Scope of Services: Is there a maximum length (2 or 3 total pages) to describe our proposed services?
Answer 1	<i>No more than 3 pages per proposed service category submission</i>
Question 2	If we (the vendor) do not submit anything we deem proprietary or confidential. Do we still need to submit a redacted version of the application?
Answer 2	<i>No, but please state that you have no information deemed as proprietary or confidential in your proposal.</i>
Question 3	Is there a format for pricing? How much Administrative overhead is allowed in the pricing?
Answer 3	<i>No, administrative overhead should not exceed services and be in alignment to level of services proposed</i>
Question 4	Do we have to acknowledge our understanding and complicity at the end of each subsection (a. b. c.), or could we provide such a statement of acknowledgement (covering all items within an Article) at the bottom of an Article?
Answer 4	<i>Yes, please indicate that you understand and comply which each section as your point by point response.</i>
Question 5	In section 7.0 it says: "Also, as an attachment, offerors shall include a list of all current school district clients." Does "current" mean this academic year?
Answer 5	<i>"Current" would mean within the last four years.</i>
Question 6	Also, for the references, you have requested name, phone #, and email. Is that all you want for the references, or should the references also write some kind of essay that tells of their experience with us?
Answer 6	<i>Just the information requested.</i>

Question 7	Is there a preferred number of students or schools expected to be serviced, for example, is there a minimum or maximum threshold expected or anticipated?
Answer 7	<i>The preferred threshold is one that allows for embedded support and services to ensure a strong partnership within a specific cluster of schools or geographic area. We suggest reviewing current capacity of implementing services with fidelity that does not impact the quality of services for students, families, or staff.</i>
Question 8	Are there priority populations or regions or schools that reviewers will weigh more heavily?
Answer 8	<i>No, all Community Schools have a priority population with many intersections therefore they will be weighed the same.</i>
Question 9	Are off-site program service or office spaces allowable program expenses funded by the grant?
Answer 9	<i>We will not support the expenses of any office spaces, any services off-site for programming should be described in detail and ensure that transportation and safety protocols are provided in the proposal.</i>
Question 10	How important are sustainability and expansion plans beyond the grant period?
Answer 10	<i>At this time, Concentration of Poverty funds increase yearly until FY32 as part of the Maryland legislation aligned to the Blueprint for Maryland's Future, therefore our focus for expansion is time bound.</i>
Question 11	What outcome or metrics are most heavily weighted in the scoring?
Answer 11	<i>Equal weight to each</i>
Question 12	Are school partner commitments evidence of sustainability?
Answer 12	<i>School and community partnerships that demonstrate committed support of students, families, and staff are evidence of sustainability.</i>
Question 13	What evidence is expected to be provided for Technology accessibility standards and Inclusive Design/UDL?
Answer 13	<i>Evidence of understanding the standards and current practices that address inclusive design/UDL</i>
Question 14	What staffing roles of any are considered direct program expenses paid for by the grant?
Answer 14	<i>Staffing roles that are considered direct program expenses are aligned to the daily delivery of services such as coaches, facilitators, instructors, and programming coordinator.</i>
Question 15	Are letters of support viewed as supplemental evidence or as weighted/scoring factors?

Answer 15	<i>Letters of support are supplemental evidence and not as weighted scoring factors.</i>
Question 16	What current data can you share regarding status of student STEM engagement?
Answer 16	<i>We cannot provide you with any current data for student STEM engagement other than that which is public on MCPS school profiles that provide academic data. STEM exposure is a research-based best practice that builds critical thinking and problem-solving that enhances literacy and math achievement.</i>
Question 17	Are provider / program evaluation data required to be aligned with any MCPS systems or tools or templates, and if so, what are they?
Answer 17	<i>No, these will be addressed and reviewed with all awardees to ensure alignment with schools' implementation plan goals throughout the required MSDE cycle. Based on revised MSDE requirements we will begin with baseline data that is aligned to the MCPS Strategic plan scorecards.</i>
Question 18	Who qualifies as professional learning participants?
Answer 18	<i>Professional learning participants would be central office and school-based staff of all union levels (SEIU/MCEA/MCAAP), non-union based executive leadership, and parents/caregivers/families.</i>
Question 19	Once questionnaires or surveys are submitted, what is the typical turnaround time for MCPS approval?
Answer 19	<i>15-30 business days</i>
Question 20	Are there specific protocols that must be followed in order to obtain approval?
Answer 20	<i>Further development of questions is needed to respond</i>
Question 21	Are there more detailed instructions available (e.g., a website, guidance document, or formal process outline) that could be shared?
Answer 21	<i>No</i>
Question 22	Does MCPS have recommendations regarding collaboration with MCPS educators to ensure alignment and a strong fit between programs such as mindfulness or restorative practices and existing wraparound services?
Answer 22	<i>We recommend that review of the schools' climate/culture survey and School Improvement Plan (SIP) goals be reviewed to ensure alignment to the best practices of mindfulness or restorative practices.</i>
Question 23	Are there particular areas of need that are currently the highest priority for MCPS?
Answer 23	<i>Highest priority is services/resources/training that build the capacity of adults to support student achievement and for our students to be provided opportunities that increase their academic achievement and sense of belonging.</i>

Question 24	Is the district interested in professional development training for prekindergarten and early childhood teachers?
Answer 24	<i>If it is to the specific staff within our current 77 schools and schools identified in the future.</i>
Question 25	Does this include general PD services, or is the focus on STEM trainings?
Answer 25	<i>Community Schools is seeking professional development that is focused on best practices aligned to school data, MSDE Community Schools fourteen wraparound services, and building capacity of families/caregivers as well as staff supporting our students.</i>
Question 26	Will multiple vendors be awarded?
Answer 26	<i>Yes, we are looking for multiple vendors to ensure that schools receive high quality service, limited programming impact based on staff turnover by service providers and building a strong community partnership.</i>
Question 27	We have versions of our curriculum for students of different age groups (K-12) and different situations (school-time enrichment, after school, summer camps). So that we can provide a proposal that most closely meets your needs, can you share which of these areas are the highest priorities for these schools?
Answer 27	<i>Based on the fourteen wraparound services all three situations are allowable and since the need is varied for all 77 schools, we suggest focusing on a specific cluster to create a proposal that could embed all.</i>
Question 28	In section 7.0 it states "Include names of client, contact person, email address and phone number of all references ( <b>not current MCPS Community School staff</b> )." Does this mean that a person who is working for MCPS at a community school is not allowed to be a reference? We have had very good experiences with community schools, and the community school liaisons, so I would think such people would be a very helpful reference for this process. Maybe I am just reading the statement wrong? Please specify which of the following types of people can be references: <ul style="list-style-type: none"> <li>• Parent(s) of kids who have received services from us</li> <li>• Principal of a community school where we have delivered services</li> <li>• Community school liaison of a community school where we have delivered services</li> <li>• Grant/procurement officials outside of MCPS who have purchased our services</li> <li>• Administration officials who work with MCPS who are familiar with our services</li> </ul>
Answer 28	<i>All that are listed except the Community School Liaison could be a reference as to ensure limited conflict of interest and time from their schedule submitting references.</i>
Question 29	For pricing after-school programs at schools, we would like for the students to get rides home on the school "activity busses". Should we assume that the school will cover the cost of activity buses? Or should we add the cost of the activity buses into our proposal? If so, would that be the internal cost that is offered to schools, or the cost that is offered to 3rd parties?
Answer 29	<i>Schools would be responsible for any bus transportation cost for after-school programs at their schools.</i>

Question 30	Given that this applies to the 2026-2027 school year, will this impact any programs we have already scheduled with schools for Spring 2026 or ones that are ongoing or already completed but unpaid for the current school year?
Answer 30	<i>No, this has no impact on Winter, Spring, or Summer activities during the 2025-2026 school year.</i>
Question 31	We have provided services to numerous schools in the up-county area for several years without submitting an RFP to MCPS. Am I correct that we will no longer be able to make arrangements directly with a school's CSL outside of the RFP?
Answer 31	<i>This RFP is to support a streamline process to ensure all vendors and Community Schools are in alignment with MCPS Procurement policies and procedures. More details of the services and cost you have been providing would be needed to respond with further specific details as all services that our Community Schools have connected to their schools are not a part of this specific RFP.</i>
Question 32	Must arts enrichment program offerings include a STEM component? Are you seeking arts programs independent of STEM?
Answer 32	<i>We are seeking enrichment program offerings that are aligned to athletics and part or all that support STEAM (science, technology, engineering, arts, and math) this could also include literacy enrichment embedded throughout the enrichment programs.</i>
Question 33	What does the opening date and opening time referenced on the proposal package mean? <ul style="list-style-type: none"> <li>a. We need to deliver four (4) copies <ul style="list-style-type: none"> <li>i. What is a redacted copy</li> <li>ii. What is a separate copy</li> </ul> </li> </ul>
Answer 33	<i>The opening time is the time on that the solicitation closes and no additional submissions will be received. We require one original, one copy, a redacted version that includes any proprietary or confidential information is blacked out or the page containing the information is marked confidential. Lastly, please put on an electronic flash drive.</i>
Question 34	Section 9 – Mandatory Submission <ul style="list-style-type: none"> <li>a. It states the proposal shall be delivered no later than 2:00 p.m., February 6<sup>th</sup> <ul style="list-style-type: none"> <li>i. This is really March 6<sup>th</sup>, correct?</li> </ul> </li> </ul>
Answer 34	<i>Correct. This will be corrected in an erratum.</i>
Question 35	<b>II. <u>VENDOR'S CERTIFICATION and Attachment D:</u></b> <b>Witness Name and Title</b> – does this require a notary stamp as witness of another BOD member within the organization
Answer 35	<i>No. It does not require notarizing.</i>
Question 36	Is there a Pricing Template required to provide costs for the solution?
Answer 36	<i>No</i>
Question 37	Is there a Technical Solution template where the overall solution is defined?

Answer 37	<i>No</i>
Question 38	Will answers to ALL questions be provided to the vendors. When will the answers be provided back to the vendors
Answer 38	<i>Yes. On or before the pre-proposal conference.</i>
Question 39	Is there a budget template or funding amount allocation?
Answer 39	<i>No</i>
Question 40	Who coordinates all the services that the Wraparound contractors provide? Is there a point person in MCPS headquarters or in each Community School?
Answer 40	<i>Based on this RFP the Supervisor and central office Community School team will be coordinating contracts, data agreements, procurement and accounts payable structures and the Community School principals and Community School Liaisons will coordinate the implementation at their specific school. Note: Some services may be with and through central office solely.</i>
Question 41	Is this funding managed at the individual school level, or is it centralized through the district?
Answer 41	<i>Both, based on school budgets varying year to year in alignment with the tiered per pupil funding in the Concentration of Poverty (Community Schools) grant structure.</i>
Question 42	Is there an estimated number of schools MCPS expects each selected vendor to support?
Answer 42	<i>At this time our largest cluster of schools has 10 schools (ES, MS, HS), we expect selected vendors to estimate based on their current capacity to provide high quality service and be able to be an integral member of the specific community.</i>
Question 43	If a vendor aligns strongly with certain wraparound categories (but not all), is that acceptable as long as the alignment is clearly explained?
Answer 43	<i>Yes, proposals should align to vendors' asset level with the most positive impact results.</i>
Question 44	Are Spanish-language materials required, or does that depend on the specific school?
Answer 44	<i>Materials are not required, highly suggested based on specific school and school program as we do have schools that are dual language immersion schools (Spanish)</i>
Question 45	Is there an anticipated contract dollar range per vendor or per school?
Answer 45	<i>No, based on school budgets varying year to year in alignment with the tiered per pupil funding in the Concentration of Poverty (Community Schools) grant structure.</i>
Question 46	We are not applying with partners but can we refer to partners who offer complimentary services to provide sports at the family engagement events we want to offer?
Answer 46	<i>Yes, reference to complimentary services is allowable, however should not demonstrate conflicting budget submission.</i>
Question 47	As a nonprofit organization, we can't be a Minority Business Enterprise. Will we be penalized for not being an MBE?
Answer 47	<i>No</i>

Question 48	What types of data are we encouraged and can we collect? We are not clear on how to fill out Attachment E. In our past partnership, we have been given permission to collect aggregate data on all of the sites. Moreover, we usually have the teachers and students' anonymous surveys evaluating the program. Is that going to be allowed? We do not want the data points we select to create a problem we are not aware about.
Answer 48	<i>Is this speaking to data for proposal submission or for awardees as data agreements will be built in partnership with our Office of Shared Accountability</i>
Question 49	I don't see anything in the RFP regarding the format for the Pricing Proposal, only that one must be included. What do we need to include in the pricing proposal? What approach should be taken - do you need to understand our capacity (# of occurrences, for example) or just the per unit price? Should we account for volume discounts?
Answer 49	<i>Pricing proposals should include such details as # of occurrences, # of participants capacity and if for student programming staff to student ratio, supply costs if supplies remain with the students or participants, outline any volume discounts.</i>
Question 50	Can we list Jennifer Strouble, Hope McGuire and Daysi Castro as references? We have been working with them for years. Are there any parameters around who could be a reference.
Answer 50	<i>No, Hope L. McGuire is currently the Community Schools Supervisor and Daysi Castro, Jeff Donald, Dr. Ramona Johnson, and Danielle Wilson-Saddler are Community School Instructional Specialist and are not to be references for any submission along with Community School Liaisons. Jennifer Strouble is an allowable reference.</i>
Question 51	One question is whether vendors can propose multiple service options for consideration, allowing the committee to select specific components rather than a single bundled proposal?
Answer 51	<i>Yes, this is based on the vendor's capacity to implement multiple service options the committee will decide which one or if all submitted will receive a reward. It is best to submit a proposal that determines the proposed pricing for each service option.</i>
Question 52	If mindfulness and trauma-informed wellness services are delivered exclusively as professional learning for staff, should the proposal be submitted under the "Professional Learning" category or under the "Wellness" category?
Answer 52	<i>Professional learning category would be the best aligned as the wellness category would be aligned to all other services associated that are not professional learning but programming for students and families.</i>
Question 53	May a vendor submit a proposal solely within the Professional Learning category without including direct student-facing services?
Answer 53	<i>Yes</i>
Question 54	Are wraparound service funds allocated directly to individual Community Schools, or are allocations managed centrally at the district or cluster level?
Answer 54	<i>Both centrally and school-based</i>
Question 55	Is there an anticipated funding range per school or per cluster for Professional Learning services during the initial contract year?
Answer 55	<i>No, as this may be centrally funded and schools' budgets vary.</i>

Question 56	Is there an identified need or preference for bilingual (English/Spanish) Professional Learning or Family Engagement services within Community Schools?
Answer 56	<i>We have multiple schools that identify the need for bilingual services for family engagement as Spanish is a highly speaking language however it is not our only one others are (Amharic, French, Korean, Mandarin (Chinese), Portuguese, and Vietnamese.)</i>
Question 57	We operate in multiple states and maintains business registration outside of Maryland; however, we have been actively operating within Maryland school districts since 2010. We hold a Maryland business license and currently serve schools in Prince George’s County, Baltimore, Howard County, Anne Arundel County, and have previously partnered within Montgomery County as well. Our Maryland-based Site Manager resides in the state and oversees local program operations. Would this structure meet MCPS’s expectations regarding local partner presence under this RFP?
Answer 57	<i>Yes</i>
Question 58	For administrative purposes, is it acceptable for the W-9 to reflect the company’s registered address outside of Maryland if program operations and oversight occur within Maryland?
Answer 58	<i>Yes, the W-9 should reflect the same information as reported on your taxes.</i>
Question 59	Could you please confirm whether proposals must be submitted in hard copy with a flash drive, or if electronic submission is permitted?
Answer 59	<i>Yes, a hard copy must be submitted along with a flash drive. An electronic copy only will not be accepted.</i>

  
 Angela McIntosh Davis  
 Director

AMD

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

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

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