

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

June 25, 2026

QUESTIONS AND ANSWERS

**The following are questions and responses regarding
RFP No 4699.1 Special Education and Student Support Services.**

Question 1	For ABA services, when MCPS requests an RBT assignment, what is the typical daily billable schedule? Are RBTs generally assigned for a full school day at a single school, and are billing in 7-hour increments just like speech and OT, or are assignments typically partial-day and/or split across multiple students or locations?
Answer 1	ABA/RBT assignments fall into two types, and MCPS determines which applies to a given student based on that student's IEP/Behavior Intervention Plan: a. Full-day assignments. Where a student's IEP requires full-day 1:1 RBT support, the assignment is billed on the standard seven-hour day applicable to all disciplines under this RFP. b. Partial-day assignments. Where a student's IEP specifies a defined number of RBT service hours less than a full day, services are billed per hour of documented direct service, in increments to be specified in the amended Attachment E, based on the hours specified in the IEP. Such assignments are not required to conform to a seven-hour block. c. RBT direct services are provided 1:1. MCPS will not be billed for more than one student for the same RBT clock hour. An RBT may be assigned to different students at different times of the same day; each segment is billed to the student served during that segment. d. The specific ABA/BCBA billing structure and rate lines will be set in an amended Attachment E issued by amendment. Respondents should await that amendment before finalizing ABA pricing.
Question 2	For BCBA supervision of RBT services, can BCBA supervisory hours be billed separately when supervision occurs during direct ABA services, or is supervision expected to be included in the RBT rate?
Answer 2	MCPS will amend Attachment E to address pricing for BCBA supervision of RBT services, including how supervision is billed relative to direct ABA service hours. Respondents should await Erratum No. 3 before finalizing ABA/BCBA pricing.
Question 3	Could you provide a list of previous vendors and the hourly rates paid for each discipline involved in the contract?

Answer 3	Because this is a consolidated solicitation, a combined list of the vendors from the predecessor contracts will be posted with the Q&A responses. Hourly rates are not published for an RFP; rates in any submitted proposal are treated as confidential and would be redacted in response to a Maryland Public Information Act (MPIA) request.
Question 4	Who is the designated individual coordinating the services for the various disciplines within the district, and could you share their contact information?
Answer 4	The Buyer named on the cover of this solicitation, Nana Ama Asare, is the point of contact for all questions regarding this RFP; her e-mail and phone number are stated in the RFP. Discipline-specific program points of contact are provided to awarded vendors after award.
Question 5	How many hours constitute a school day for the purposes of this contract?
Answer 5	The standard service day is seven (7) hours. This is a firm-fixed hourly contract; billing reflects actual hours worked during the on-site day. 3.2 / 3.3 / 3.4; 3.1.6.2; 5.0
Question 6	How many school days are scheduled per year?
Answer 6	Instructional days are set and approved by the State of Maryland. There are 181 instructional days.
Question 7	Are vendors permitted to bid on special education disciplines not explicitly listed in the RFP?
Answer 7	For this solicitation, MCPS is seeking only the service categories listed in the RFP. A respondent may identify additional special education service offerings it provides; however, MCPS will evaluate only the categories requested. Adding any service category would require a solicitation amendment coordinated through the Department of Procurement, after which all pre-qualified vendors would have access to provide it.
Question 8	What is the anticipated award date for this RFP?
Answer 8	The anticipated award effective date is the August 2026 Board of Education meeting .15.0
Question 9	Is the district open to the use of teletherapy for service delivery?
Answer 9	Yes. Teletherapy is an eligible method of delivery. MCPS generally prefers in-person service and minimizes teletherapy where practicable, but a proposal offering teletherapy will not be rejected on that basis. If teletherapy is offered, include the applicable facilitator rate.
Question 10	Are electronic signatures acceptable for signing the bid documents?
Answer 10	Yes
Question 11	Does the district require resumes to be included as part of the bid submission?
Answer 11	Yes — complete resumes/credential summaries and copies of current licenses/certifications are required with the proposal, organized by service category. 11.0; 3.x staffing
Question 12	May we include district personnel as references for this RFP?

Answer 12	No
Question 13	Section 3.2 describes a standard SLP service day of seven (7) hours, and Section 5.0 establishes a firm fixed hourly rate. Under a staffing model, clinicians are placed full-time at assigned school locations and billed based on hours worked — not per session or per student. As a result, student no-shows do not affect billing, since the clinician remains on-site and available throughout the day regardless of individual student attendance.
Answer 13	Assignments are not always seven (7) hours for a single resource; the number of hours depends on the assignment. This is a firm-fixed hourly contract, and billing reflects actual hours worked. Where an assignment is a full on-site day, the standard service day is seven (7) hours. 3.2 / 3.3 / 3.4; 3.1.6.2; 5.0
Question 14	Can MCPS confirm that the seven-hour day describes the clinician's expected on-site workday and that billing reflects actual hours worked?
Answer 14	The standard service day is seven (7) hours. This is a firm-fixed hourly contract; billing reflects actual hours worked during the on-site day. 3.2 / 3.3 / 3.4; 3.1.6.2; 5.0
Question 15	And can MCPS clarify whether the no-show and cancellation provisions in Section 5.1.3 apply to staffing-model contractors, or whether they were designed for fee-for-service providers billing per session?
Answer 15	The provisions of Section 5.1.3 apply to all awarded contractors, regardless of a respondent's internal staffing model. This is a firm-fixed, per-hour contract: MCPS is billed at the awarded hourly rate for services authorized and actually delivered under the student's IEP/IFSP. Section 3.2's seven-hour figure describes a full service day, not a guaranteed daily minimum or a guaranteed placement. The no-show and cancellation provisions in Section 5.1.3 are not limited to any one billing arrangement and are not waived for contractors who staff on a full-time or placement basis.
Question 16	Can you please provide a list of incumbent vendors and their bill rates.
Answer 16	See response to #3
Question 17	What is the total budget/expenditure allotted for this RFP?
Answer 17	MCPS is not publishing a budget or expenditure figure for this consolidated solicitation. Because the RFP combines multiple service areas, funding varies by service delivery and by need.
Question 18	Can we provide rate ranges or does the district prefer a flat fee (i.e. \$65-70 vs. \$70)?
Answer 18	This is a firm-fixed hourly rate contract — submit a single firm rate per selected category, not a range. The only exception is if you offer certified vs non-certified rates. 5.0; 5.1.1
Question 19	Will the issued PO be staff/ discipline specific or will it be a lump sum amount?
Answer 19	If you are providing services in different disciplines, the PO will reference the specific discipline.
Question 20	How long have the incumbent suppliers held this contract?

Answer 20	The predecessor contracts have been in place for several years. Each predecessor contract had a different number of pre-qualified vendors, so there is no single incumbent term. MCPS will confirm and include the applicable detail with the posted responses.
Question 21	Are you satisfied with the incumbent suppliers? If not, what are you unsatisfied with?
Answer 21	MCPS follows a standard procurement process in which a contract is competitively solicited and may be extended for additional years. This solicitation is a re-procurement of services previously contracted. It does not reflect dissatisfaction with any particular vendor.
Question 22	What is the expectation and frequency for on-call needs?
Answer 22	On-call expectations depend on the specific service offered. For paired services such as private duty nursing, a set schedule is generally established with the student; occasional on-call needs arise (for example, when a scheduled resource is unavailable), but frequency cannot be stated for any single discipline.
Question 23	What is the total anticipated FTE for each discipline?
Answer 23	Total FTE by discipline is variable. Much of the need is staff augmentation to cover vacancies, so an assignment may be a fraction of an FTE (for example, 0.5 or 0.3) rather than 1.0. A fixed FTE count per discipline is not available.
Question 24	Please clarify the reporting structure for Supervision of contract staff within the district?
Answer 24	The Division has a new structure this year. Each service area has a program point of contact supported by a team leader or coordinator and a director. The applicable point of contact provides supervision and coordination details to awarded vendors after award.
Question 25	What position provides clinical supervision within the district?
Answer 25	Where an assigned resource provides staff augmentation, the program point of contact for that discipline provides day-to-day direction, together with the responsible department team. Positions that require formal clinical supervision to obtain certification are not procured through this contract.
Question 26	Does the district provide student logs, documentation forms, etc?
Answer 26	Yes, depending on the service provided. Certain disciplines require the contractor to complete student logs and documentation; for example, speech-language services require student logs and entry into the Maryland Online IEP (MO IEP) system and support of Medicaid documentation. Specific requirements are stated in the applicable service sections of the RFP.
Question 27	What are the current hourly utilization levels for PDN and Standby Nursing services separately?
Answer 27	For private duty nursing, hours are established through each student's care plan tied to the IEP. Standby/school-based nursing is a separate use that allows a program to procure a nurse for an event, program, or group of students (for example, CREA), with the requesting program specifying the coverage needed. Because standby/school-based nursing is a new offering, historical hourly utilization is limited.
Question 28	Can MCPS provide the minimum required liability insurance limits for professional liability and general liability coverage?

Answer 28	Minimum insurance limits are stated in the MCPS General Contract Articles (Appendix A) / terms and conditions, not in the service sections. Please refer to Appendix A for professional and general liability requirements.
Question 29	Does MCPS anticipate establishing a ranked pool of vendors, or will work be distributed among all awarded vendors?
Answer 29	Work is distributed among pre-qualified vendors to the extent practicable. MCPS reaches out to pre-qualified vendors and works to provide access to opportunities across the awarded pool.
Question 30	How will individual student assignments be distributed among awarded vendors?
Answer 30	Assignments are made from the pool of prequalified awarded vendors based on the needs of the individual student. When a need arises, MCPS identifies an awarded vendor able to provide the specific service the student requires — considering the student's IEP/IFSP, the discipline and credentials needed, location, and availability. MCPS distributes opportunities among awarded vendors to the extent practicable and is not obligated to guarantee any minimum number of students or hours to any vendor. MCPS does not use a fixed rotation; matching the right provider to each student's needs takes precedence.
Question 31	If specific staff assignments have not yet been finalized, may respondents submit representative resumes and credential samples rather than all proposed staff resumes and licenses?
Answer 31	Yes. If specific staff are not yet assigned, respondents may submit representative resumes and credential samples reflecting the type of resources they would place. MCPS understands that vendors, including staffing agencies that recruit against a specific order, may bring resources on throughout the term, and that the individuals ultimately assigned may differ from those in the proposal.
Question 32	Section 10.1 states respondents should clearly note intentionally unaddressed sections, but it is unclear how MCPS wants this presented. For service categories not selected on the Service Selection Checklist, is it sufficient to state "Not Proposed" in the corresponding section, or should the section be omitted entirely?
Answer 32	Correct. Note any unselected sections as intentionally not addressed (e.g., "Not Applicable" or "Not Proposed"); full omission is not required.
Question 33	Section 10.1 requires respondents to provide a point-by-point response to each RFP specification using the same numbering sequence as the RFP. Please clarify exactly which sections MCPS expects respondents to address in a point-by-point format. Specifically, should respondents provide responses only to Section 3.1 and the selected service category sections under Section 3.0, or are point-by-point responses required for additional sections of the RFP?
Answer 33	Point-by-point response, same numbering/order as the RFP, for Section 3.1 plus each selected service category (and the mandatory submissions).10.1; 11.0
Question 34	Please clarify how respondents should address the additional proposal requirements listed in Section 11.0 (e.g., staffing procedures, quality assurance processes, supervision methodology, references, financial information, etc.) within the technical proposal structure.
Answer 34	Respondents should address each requirement in Section 11.0 of the technical proposal, organized to match the RFP's order and headings. For each element listed in Section 11.0, including staffing procedures, quality assurance processes, supervision methodology,

	references, and financial information, provide a correspondingly labeled section or subsection in the technical proposal so that each requirement can be readily located. Pricing is submitted separately on Attachment E and should not be included in the technical proposal. Respondents proposing across multiple service categories should present the Section 11.0 information so that any category-specific differences (for example, supervision methodologies that differ by discipline) are clearly identified. MCPS will evaluate proposals against the requirements stated in the RFP; the specific evaluation criteria and any weighting are determined by MCPS and are not part of this response.
Question 35	Are sample resumes of potential subcontractors required with proposal?
Answer 35	Resumes of potential subcontractors are not required at proposal submission. The contract is entered into with the responding firm. If a subcontractor or third party is used on the contract, MCPS must be informed of who they are after award, and the subcontractor is bound by the same terms and conditions as the awarded firm.
Question 36	I wanted to ask whether teletherapy services are eligible under this RFP, or if the Speech-Language Pathology services are expected to be provided exclusively in person?
Answer 36	Teletherapy is eligible for speech-language pathology and is not required to be in person only. MCPS generally prefers in-person delivery and minimizes teletherapy where practicable, but a proposal offering teletherapy will not be rejected on that basis.
Question 37	Would the district accept certified electronic signatures on the proposal forms as part of the hard-copy/physical submission?
Answer 37	yes
Question 38	Does the district anticipate awarding more than one vendor for this RFP or per service?
Answer 38	Note any unselected sections as intentionally not addressed (e.g., "Not Proposed"); full omission is not required. 1.0; 7.0
Question 39	Can the vendor's proposal include additional service categories not listed in the original RFP, such as School Psychologists providing evaluation and/or counseling services?
Answer 39	Additional service categories, such as school psychology, are not offered under this RFP at this time. A respondent may list an additional offering; however, MCPS will contract for it only if the need arises and the service is added by amendment through the Department of Procurement, at which point all pre-qualified vendors would have access to provide it.
Question 40	Regarding section 11.0, do you require the vendor's proposal to be formatted or organized in any way, or is it left to the vendor's discretion, so long as it covers the requested information listed for a complete response?
Answer 40	Point-by-point response, same numbering/order as the RFP, for Section 3.1 plus each selected service category (and the mandatory submissions).10.1; 11.0

Question 41	In completing section 24.0 for the response, can you verify that the vendor is not required to offer Infant & Toddler (I&T) services as well (e.g., vendor bids for section 3.2 and does not offer section 3.2.5)?
Answer 41	Correct — respondents are not required to offer all categories. Respond only to the categories you select on the Service Selection Checklist. 1.0; 3.0 checklist; 24.0
Question 42	Do you require resumes with licensure verifications of potential service providers upon proposal submission?
Answer 42	Yes — complete resumes/credential summaries and copies of current licenses/certifications are required with the proposal, organized by service category. 11.0; 3.x staffing
Question 43	If resumes for potential service providers are required upon submission, would you consider blind resumes with full names and full license numbers withheld?
Answer 43	Yes. Representative or blind resumes reflecting the type of resources a respondent would place are acceptable at submission.
Question 44	I had a follow-up question regarding the school district client list requirement. Can you clarify whether the RFP is requesting a comprehensive list of all school district clients we currently serve across the U.S., or only those school district clients located in Maryland?
Answer 44	Provide all current school-district clients (not Maryland-only), organized by service category.9.0; 11.0
Question 45	Is there a rate cap for each of the requested professions? If so, could the district please share the applicable rates?
Answer 45	MCPS has not published a not-to-exceed rate cap for each profession. Respondents propose their own firm-fixed Year 1 hourly rates on Attachment E, which MCPS will evaluate for reasonableness relative to regional market rates for school-based special education services (Section 14.0). Rate increases in any renewal year are limited as stated in Section 5.1.1 — the lower of the Contractor's requested adjustment or three percent (3%), on 60 days' written notice, subject to MCPS approval. MCPS does not disclose current or incumbent rates during an active solicitation. The one exception is the reference rate already stated in the RFP: for Orientation and Mobility services, Section 3.10.4 notes the current MSB service agreement rate of \$118.00 per hour, and respondents should propose a competitive rate accordingly.
Question 46	What is the anticipated number of openings by profession for services related to this bid?
Answer 46	A firm number of openings by profession is not available. Need is driven by student IEPs and by vacancies; MCPS staffs full-time employees first and uses staff augmentation where necessary. Need in areas such as private duty nursing and speech-language pathology has been increasing, but exact openings are known only as positions cannot be filled.
Question 47	Can the district please provide the total amount of vendor-supplied contractors provided to the district for the services requested in this bid?
Answer 47	See response to number 3

Question 48	Who are the current vendors, and what are their bill rates for requested services?
Answer 48	See response to number 3
Question 49	How will service opportunities be distributed among awarded vendors?
Answer 49	Service opportunities are distributed among the pre-qualified awarded vendors. For each need, MCPS generally seeks the vendor able to provide what an individual student requires.
Question 50	Will vendors with the lowest awarded rates be prioritized when service requests are assigned?
Answer 50	Awarded rate is a strong consideration but not the sole determinant. MCPS also considers whether a vendor can provide the specific service required for a student. Assignments are not awarded on lowest rate alone.
Question 51	Can you provide the current treatment rate ranges for speech-language pathology, occupational therapy, and physical therapy services?
Answer 51	Current treatment rate ranges are not published for this RFP.
Question 52	Can you share the current hourly rates for speech-language pathology treatment services?
Answer 52	Current hourly rates for speech-language pathology are not published for this RFP.
Question 53	Can you provide the current range of reimbursement rates for speech-language pathology evaluations/assessments (excluding Infants and Toddlers Program evaluations)?
Answer 53	Current reimbursement/rate information for speech-language evaluations is not published for this RFP.
Question 54	Approximately how many virtual contract speech-language pathology positions were utilized during the previous school year?
Answer 54	MCPS is not providing historical counts of virtual or in-person speech-language pathology positions from prior years. Service delivery method — including whether services are provided in person or via teletherapy — is determined by each student's IEP team based on individual need, not by a fixed number of positions. Prequalified vendors are engaged as needs arise, and MCPS does not guarantee a minimum number of positions, students, or hours under any service category. Teletherapy is an eligible delivery method (see the response regarding teletherapy), and respondents offering it should include the applicable rate on Attachment E.
Question 55	Since several previously separate solicitations have been consolidated into a single RFP, will preference or additional consideration be given to vendors that are able to provide multiple service disciplines?
Answer 55	No. Preference will not be given to vendors offering multiple disciplines; the ability to provide multiple service categories is not a determinant of award.
Question 56	For the redacted proposal copy, could you please specify which information should be redacted?

Answer 56	The respondent identifies and marks its own confidential/proprietary content (stamped per page); MCPS does not prescribe what to redact.13.0; 12.0
Question 57	For the proposal narrative, would you prefer responses to be provided directly beneath each solicitation requirement, or should responses be submitted in a separate document organized by requirement?
Answer 57	Submit a technical response in RFP order plus a separate pricing document (Attachment E).10.4; 11.0
Question 58	Will MCPS please provide an estimated budget for this contract?
Answer 58	MCPS is not providing an estimated budget for this contract.
Question 59	Will MCPS please provide historical utilization data, including annual hours, number of students served, and number of contracted providers utilized under the predecessor contracts for each service category?
Answer 59	Historical utilization data (annual hours, students served, and number of contracted providers) under the predecessor contracts is not readily available and is not being provided at this time.
Question 60	Will MCPS please provide projections for anticipated service needs during the initial contract term?
Answer 60	Projections for anticipated service needs during the initial term are not available. Most positions are currently staffed with MCPS employees, so total need by area cannot be stated with confidence.
Question 61	Will MCPS please provide the names of the incumbent vendors?
Answer 61	See response to #3
Question 62	Will awards be made to all qualified respondents that meet the requirements, or is MCPS intending to limit the number of awarded vendors by service category?
Answer 62	MCPS has not decided to limit the number of awards. Awards are anticipated to all qualified respondents that meet the requirements. Questions or objections identified during evaluation are handled through the Department of Procurement.
Question 63	If multiple vendors are awarded within a service category, how will work assignments and provider selection be determined?
Answer 63	Where multiple vendors are awarded within a category, the responsible program groups first seek vendors able to provide what an individual student needs. Rate and other factors are considered in determining assignments.
Question 64	Are telepractice or virtual service delivery models permitted for any service categories when determined appropriate by MCPS and the IEP/IFSP team?
Answer 64	Yes. Telepractice/virtual delivery is permitted for service categories when determined appropriate by MCPS and the IEP/IFSP team, consistent with the response to Question 9.

Question 65	Can MCPS provide estimated numbers of students expected to require ABA and BCBA services under these newly established scopes?
Answer 65	An estimated number of students requiring ABA and BCBA services is not available at this time.
Question 66	Can MCPS provide estimates regarding the anticipated FTE level, number of students, and number of schools requiring O&M services during the initial contract term?
Answer 66	MCPS anticipates approximately 0.5 FTE for O&M services. This coverage has generally been provided through the Maryland School for the Blind, and MCPS anticipates seeking approximately half-time coverage for the initial term.
Question 67	Can MCPS provide estimated annual coverage hours for standby/school-based nursing services?
Answer 67	Estimated annual coverage hours for standby/school-based nursing are not available. This is a new offering that expands nursing use beyond one-to-one, student-paired coverage to allow a program or group to access a nurse, so historical data is limited.
Question 68	Would MCPS be open to negotiation regarding insurance requirements post-award?
Answer 68	Yes. If a respondent does not meet a minimum insurance requirement stated in the terms and conditions / General Contract Articles, MCPS is willing to discuss what the respondent is able to obtain. Not meeting a minimum at submission is not an automatic disqualifier, though it may limit the services the respondent can provide.
Question 69	Can you confirm that after the initial one-year term, the vendor may request to negotiate price increases with the district annually, in accordance with the instructions in section 5.1.1 of the RFP?
Answer 69	Confirmed. Request increases in writing ≥ 60 days before each renewal.
Question 70	For Attachment E: Should the vendor write "No Bid" or leave the areas blank on the lines of services/disciplines the vendor does not offer?
Answer 70	Yes
Question 71	For Attachment E: There is a Group Rate column for all services, although services/disciplines are listed separately per line for "individual" and "group," as applicable. Therefore, the "Group Rate" column may conflict with the rates listed under "Hourly Rate" and "Assessment/Eval Rate." Can the vendor add only the "Hourly Rates" and "Assessment/Eval Rate", as applicable, and leave the "Group Rate" column blank or set to "No Bid"?
Answer 71	The Group Rate applies only if you offer group therapy — two (2) or more students served simultaneously by one provider (Section 5.1.2). If you do not offer group services, leave the Group Rate blank or mark "No Bid." If you do offer group services, enter your per-student group rate only on the "(Group, per student)" row ; leave the Group Rate cell on the "(Individual)" row blank. Do not enter the same rate in both cells. The individual hourly rate goes on the "(Individual)" row.

Question 72	For Attachment E: Would the district consider separate rates for bilingual providers? If so, can the vendor attach additional pages outlining the bilingual rates?
Answer 72	Yes. If separate bilingual rates are offered, list them on the applicable line of Attachment E.
Question 73	Can the vendor attach additional pages to Attachment E to provide further details on the proposed rates listed there, as well as any other rates for additional services associated with the services offered?
Answer 73	Yes
Question 74	Can the vendor attach additional pages to Attachment E to provide further details on any additional services or fees charged separately from the rates per service listed in Attachment E?
Answer 74	Yes
Question 75	Does the "No-Show Fee (max)" apply to the vendor's Assessment/Eval Rates, <u>or</u> both Hourly Rates and Assessment/Eval Rates?
Answer 75	The no-show fee applies to both hourly rates and assessment/evaluation rates, most relevant to services directly involving a student. No-show fees primarily apply where MCPS has arranged staff augmentation and the resource is unavailable. 5.1.3
Question 76	Would the district provide its students with the hardware (e.g., computer, webcam, headsets, etc.), test kits, manipulatives, supplies, and other materials the students' need for services?
Answer 76	Tests and materials are provided by or preapproved by MCPS; contractors may not use materials without prior written approval.3.1.6.6
Question 77	Do you require the responses to be bound in any way (e.g., in a binder with physical divider tabs, binding clips, etc.)?
Answer 77	Yes — bound with tabs identifying each section, with a table of contents and numbered pages.11.0. It is not a requirement to be placed in a binder(3-ring or spiral bound)
Question 78	How many contracted SLPs and OTs (in-person and virtual) did the district contract per FTE amount for the last school year?
Answer 78	MCPS is not providing historical counts of contracted speech-language pathology or occupational therapy positions, in person or virtual, from prior years. This is a prequalified-pool solicitation: vendors are engaged as needs arise based on student IEPs, and MCPS does not guarantee a minimum number of positions, students, or hours under any service category (Section 5.0). Prior-year FTE counts do not predict future need, which is driven by student eligibility and IEP determinations rather than a fixed staffing level.
Question 79	What are your current vendor names and rates for SLP and OT services?
Answer 79	See response to #3.
Question 80	Are you satisfied with your current vendors, or have you experienced any issues in the past year?

Answer 80	See response to #21. This is a re-procurement of previously contracted services and does not reflect dissatisfaction with any particular vendor.
Question 81	Should the vendor include any exceptions to the RFP/Appendix A and/or provide a sample copy of additional terms to the contract for the district's review toward the end of the vendor's proposal?
Answer 81	Identify any variances/objections to the specs or General Contract Articles. Certain Articles (5, 12–14, 16–18, 21–24, 26, 28) are non-negotiable, and any variance may be a basis for rejection.23.0
Question 82	Would the vendor be penalized or disqualified if its proposal included exceptions to the RFP/Appendix A and/or additional terms for the district's review?
Answer 82	Identify any variances/objections to the specs or General Contract Articles. Certain Articles (5, 12–14, 16–18, 21–24, 26, 28) are non-negotiable, and any variance may be a basis for rejection.23.0
Question 83	What is the anticipated or estimated average budget for SLP and OT services?
Answer 83	MCPS is not providing a budget amount for SLP and OT services. See responses to #17 and #58.
Question 84	Should the home care agency only respond to the services they offer in the RFP And ignore the rest of the services mentioned in the RPF?
Answer 84	Correct — respondents are not required to offer all categories. Respond only to the categories you select on the Service Selection Checklist. 1.0; 3.0 checklist; 24.0
Question 85	Should the vendor include acknowledgements in the RFP?
Answer 85	Return the signed addenda/errata acknowledgement (and this signed Q&A notice) with your proposal.17.0
Question 86	Should the proposal be divided into Technical and Cost proposals?
Answer 86	Submit a technical response in RFP order plus a separate pricing document (Attachment E).10.4; 11.0
Question 87	Should the Technical and Cost Proposals be included in the same envelope?
Answer 87	No
Question 88	How will the district communicate award status to respondents/vendors?
Answer 88	Upon recommendation from the evaluation committee, the Department of Procurement will issue pre-award notices to all vendors who submitted a response. The notice will provide the recommended vendors names and which Board of Education meeting the recommendation will be submitted to.
Question 89	What is the expected amount of full time, vendor supplied workers expected for the 2026-2027 School Year: -SLPs, OTs, PTs, Social Workers, O&Ms, RBTs, BCBAs

Answer 89	MCPS anticipates approximately 0.5 FTE for O&M. Whether the new ABA/RBT and BCBA services will be utilized has not been determined. Counts for the remaining disciplines cannot be provided until vacancy needs are known.
Question 90	Can the district please clarify how needs for vendor supplied contracts will be disseminated to awardees post award?
Answer 90	See the responses above regarding distribution of work; needs are disseminated to awarded vendors by the responsible program point of contact after award.
Question 91	What travel between schools is expected for these staff?
Answer 91	It will depend upon assignments requested.
Question 92	What are the district's expectations of contract providers to assist in Medicaid reimbursement documentation?
Answer 92	Expectations for Medicaid reimbursement documentation depend on the service provided. For example, speech-language providers assist in providing the required information; not all positions have this role.
Question 93	Will the District accept Speech Language Pathologists (SLP) during their Clinical Fellowship Year (CFY)?
Answer 93	SLPs must be fully MD-licensed. A Clinical Fellowship Year candidate isn't fully licensed, so it would require prior written exception approval from the Supervisor of Speech and Language Services.3.2.2
Question 94	Will the district review other service classifications if submitted with the vendor proposal?
Answer 94	Yes. MCPS will review other service classifications submitted with a proposal, consistent with the responses to Questions 7 and 39, though MCPS will contract only for the categories requested unless a category is added by amendment.
Question 95	Is the SOC 2 Type 2 requirement listed in section 6.0 intended to apply universally to all respondents, or only where the respondent maintains custody of or access to protected student or health data within vendor-controlled systems?
Answer 95	If you retain any data from MCPS, we need to review your SOC2 Type 2 report.
Question 96	Page 5; Section 3.1.2 Staffing: "The Maryland Online IEP (MO IEP) system must be completed prior to the first day of service at no cost to MCPS. For providers serving the Infant and Toddler population, familiarity with IFSPs and the Maryland Online IFSP system is also required." On average, how long does it take for each system to be completed?
Answer 96	The Maryland Online IEP (MO IEP) system onboarding is completed by the provider prior to the first day of service, at no cost to MCPS, as stated in Section 3.1.2. Completion time varies by the individual provider's prior experience with the system, and MCPS does not specify a fixed duration. For providers serving the Infant and Toddler population, the Maryland Online IFSP system onboarding is completed on the same basis. MCPS provides access to the required system(s); scheduling and completing this onboarding before the start of service is the Contractor's responsibility.

Question 97	Will verification of licensure suffice for copies of current licenses for proposed staff?
Answer 97	The RFP requires copies of current licenses, certifications, and/or registrations for proposed staff (Sections 3.1.2, 3.1.3, and 11.0). A licensure-verification lookup alone does not substitute for the required copies. MCPS may independently verify licensure through the applicable Maryland licensing board, but the Contractor remains responsible for submitting copies of all applicable credentials to the MCPS Project Contact prior to the commencement of services and updating them annually.
Question 98	Does the redacted copy need to be a hard copy or can it be electronic? If electronic, will this suffice? 1 original hard copy, 1 hard copy and 1 flash drive with an original and redacted copy (2 files)
Answer 98	The redacted copy is submitted electronically on the flash drive (original + redacted), alongside the required hard copies.11.0
Question 99	Should pages 35-37 be attached after the financials and before attachment A-F?
Answer 99	Proposals should be assembled in the order of the RFP, bound with tabs identifying each section and a table of contents, with all pages numbered (Section 11.0). The Section 24.0 "Notice to Bidders" certification and signature pages (pages 35–37) should be included as a clearly tabbed section of the proposal. Provided each required component is present, clearly labeled, and organized per Section 11.0, MCPS does not require a specific placement of these pages relative to the financial statements or the attachments. Respondents should ensure the signed certification pages and all attachments (A–F), the W-9, and the redacted copy are included.
Question 100	If the pricing proposal is submitted separately - do we exclude attachment E from the proposal and how many copies of Attachment E are submitted?
Answer 100	Yes, 1 copy and 1 redacted.
Question 101	The district specified having approximately 35 students using 1:1 nursing services. Is there an estimate that they can provide regarding students using behavioral services? This would help with tailoring recruitment efforts and expectations.
Answer 101	An estimated number of students requiring ABA and BCBA (behavioral) services is not available at this time. As with other service categories, MCPS does not guarantee a minimum number of students or hours, and need is determined by individual student IEPs. Respondents should propose based on the scope described in the RFP.
Question 102	Will MCPS accept alternative security documentation from clinical service providers that do not operate as software vendors, or is a SOC 2 Type 2 report a strict pass/fail requirement? Is it required only for specific services?
Answer 102	MCPS is reviewing the applicability of the SOC 2 Type 2 requirement in Section 6.0 and will issue a clarifying amendment addressing which categories of vendors it applies to. Respondents should await that amendment. In the interim, all vendors remain subject to the data-privacy and confidentiality obligations described in Section 6.0 and the MCPS General Contract Articles.
Question 103	Follow-up on Group Rates: Attachment E contains separate rows for “SLP (Individual)” and “SLP (Group, per student),” yet both rows also carry a “Group Rate” column. If those rows are completed separately, should the vendor enter the same group rate in the “Group Rate” column

	on the “Individual” row, or leave it blank — given that the “Group” row already has its own Group Rate column?
Answer 103	The Group Rate column appears on both the “(Individual)” and “(Group, per student)” rows for a given discipline. If you offer group services, enter your per-student group rate only on the “(Group, per student)” row and leave the Group Rate cell on the “(Individual)” row blank. Do not enter the same rate in both cells. The individual hourly rate goes on the “(Individual)” row. No amendment to Attachment E is required.
Question 104	When MCPS provides an update on current rates, will it also clarify the rates for EVALUATIONS? It was not clear whether the rates being addressed are for treatment only. (Speech-Language Pathology specifically.)
Answer 104	MCPS does not publish current or incumbent rates during an active solicitation, for either treatment or evaluation services. Evaluation and treatment are priced separately on Attachment E, which already includes a distinct “Assessment / Eval Rate” column in addition to the base hourly rate. Per Section 5.2, the Assessment/Evaluation Rate covers all time required to complete the evaluation, score assessments, and write the evaluation report. Respondents should enter their evaluation rate in that column for each applicable discipline, including Speech-Language Pathology.
Question 105	For services delivered through a vendor-hosted platform (for example, teletherapy platforms used for Speech-Language Pathology), what security review and documentation will MCPS require?
Answer 105	For vendors delivering services through their own hosted platform (for example, a teletherapy platform), MCPS's security review requirements will be specified in the forthcoming amendment addressing Section 6.0, and will address the SOC 2 Type 2 report, data encryption in transit and at rest, data hosting and access disclosure, penetration testing, and breach-history disclosure as described in Section 6.0. Respondents should await that amendment.
Question 106	The RFP states that No-Show rates apply to student absences with or without 24 hours’ notice from MCPS. Are the No-Show rates listed on the Price Sheet the amounts the vendor would pay MCPS if the vendor does not have a provider available within the required timeframe?
Answer 106	No. The No-Show Fee shown on Attachment E is the maximum amount MCPS may be billed when a student is absent without twenty-four (24) hours’ advance notice to the contractor (Sections 5.1.3 and 3.1.6.5). It is not a penalty paid by the contractor to MCPS. A separate provision addressing a contractor’s failure to supply a private duty nurse is stated in Section 3.5.4, which allows a fee of up to \$100.00 per day; that provision applies to Private Duty Nursing only. 5.1.3



Angela McIntosh Davis
Director

NAA

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

Accepted By: _____

(Name & Title) Name of Company: _____