# RFP 4141 – Behavioral Health in Schools (BHS)

**Vendor Questions/Inquiries and Responses**

**1: We can’t tell from the RFP if you’re actually just looking to hire a series / cohort of clinicians or possibly an organization to train and coach folks at the school level + clinicians. I think it’s the former, but would you mind clarifying?**

**RESPONSE:** We are looking for a partner agency to hire and supervise clinicians to provide individual therapy at schools as well as bill insurance for clinician time. The program integrates a mental health clinician into the schools where they provide individual treatment to students who are experiencing barriers to accessing community-based mental health care and actively collaborate with the Student Services team (e.g., work closely with school-based BHS coordinator, attend student services meetings, etc.).

**2: Will there be daily supervision in each school, or will they be left unsupervised and act as an independent supervisor?**

**RESPONSE:** Any needed supervision is part of the partner agency responsibilities. In addition, if using therapists in-training, the agency must provide evidence of a high quality supervision model and identify who will supervise each IT in accordance with WI regulations.

**3: What specific credentials are preferred for the clinicians? I.e., LCSW, LPC, Bachelor’s or Master’s Level, etc. Also, are -IT licensed clinicians acceptable? Is the district willing to provide high quality supervision for -IT clinicians?**

**RESPONSE:** Licensed credentials are required to provide therapy to students as specified by the legal standards of the State of WI statutes, as well as to allow for insurance billing for those services by agency.

Training and supervision for IT clinicians (in training or clinicians working toward independent licensure) is expected to be provided by the agency partner. If using therapists in training, the agency must provide evidence of a high quality supervision model and identify who will supervise each IT in accordance with WI regulations.

**4: Is there a possibility for the awarded vendor to hire the incumbent’s clinicians and retain them at their assigned school(s)?**

**RESPONSE:** MMSD would not be part of that decision if it would be considered by either agency. MMSD does support opportunities for continuity of care.

**5: Can 100% of the services rendered be billed directly to the district, rather than 50% being billed to insurance companies?**

**RESPONSE:** NO; The vendor must have the organizational capability to participate in third-party reimbursement for mental health services (e.g., initial assessments, psychotherapy, groups) including BadgerCare/Medical Assistance. Vendor proactively establishes reimbursement arrangements with major local insurers in order to assure a sustainable revenue cycle. Existing reimbursement partnerships exist with major health insurers as part of this school-based mental health program.

**6: Is a staffing agency who doesn’t have the ability to submit to insurance reimbursement able to submit a proposal?**

**RESPONSE:** NO

**7: Is the district in need of additional Behavioral personnel, i.e., Behavior Technicians, BCBAs, Psychologists, Social Workers, etc.?**

**RESPONSE:** This is not a part of the current RFP.

**8: Is Madison Metropolitan School District open to an evidence-based telehealth model for some or all of the 22 school sites for this solicitation?**

**RESPONSE:** NO

**9: Does the District presently have a data-driven solution for social-emotional and behavioral/mental health supports? If not, is the District looking to identify one as part of this RFP process?**

**RESPONSE:** This is not a part of the current RFP.

**10: Do you anticipate releasing such an RFP (see #9) in the future?**

**RESPONSE:** This team is not in charge of future RFPs in this area.

**11: Would different scenarios of a budget be helpful? (e.g., all licensed clinicians vs. mix of fully licensed and in training)**

**RESPONSE:** If that would help lift different aspects of proposal, we’d be open to seeing the subtleties.