

# SEDGWICK COUNTY, KANSAS DIVISION OF FINANCE DEPARTMENT

# **Purchasing Department**

525 N. Main, Suite 823 ~ Wichita, KS 67203 Phone: 316 660-7255 Fax: 316 383-7055 <a href="https://www.sedgwickcounty.org/finance/purchasing/requests-for-bid-and-proposal/">https://www.sedgwickcounty.org/finance/purchasing/requests-for-bid-and-proposal/</a>

REQUEST FOR PROPOSAL RFP #21-0067 COMMUNITY NAVIGATOR PROGRAM AMERICAN RESCUE PLAN ACT (ARPA)

#### **September 24, 2021**

Sedgwick County, Kansas (hereinafter referred to as "county") is seeking a firm or firms to provide a comprehensive Community Navigator Program to connect individuals, businesses &/or non-profit organizations to benefits and services to help meet needs resulting from the health and economic impacts of the ongoing COVID-19 pandemic. If your firm is interested in submitting a response, please do so in accordance with the instructions contained within the attached Request for Proposal. Responses are due no later than 1:45 pm CDT, Tuesday, October 19, 2021.

All contact concerning this solicitation shall be made through the Purchasing Department. Bidders shall not contact county employees, department heads, using agencies, evaluation committee members or elected officials with questions or any other concerns about the solicitation. Questions, clarifications and concerns shall be submitted to the Purchasing Department in writing. Failure to comply with these guidelines may disqualify the Bidder's response.

Sincerely,

Joseph Thomas

Joe Thomas, CPSM, C.P.M. Director of Purchasing

JT/ch

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#### I. About this Document

This document is a Request for Proposal. It differs from a Request for Bid or Quotation in that the county is seeking a solution, as described on the cover page and in the following Background Information section, not a bid or quotation meeting firm specifications for the lowest price. As such, the lowest price proposed will not guarantee an award recommendation. As defined in Charter Resolution No. 68, Competitive Sealed Proposals will be evaluated based upon criteria formulated around the most important features of the product(s) and/or service(s), of which quality, testing, references, service, availability or capability, may be overriding factors, and price may not be determinative in the issuance of a contract or award. The proposal evaluation criteria should be viewed as standards that measure how well a vendor's approach meets the desired requirements and needs of the county. Criteria that will be used and considered in evaluation for award are set forth in this document. The county will thoroughly review all proposals received. The county will also utilize its best judgment when determining whether to schedule a pre-proposal conference, before proposals are accepted, or meetings with vendors, after receipt of all proposals. A Purchase Order/Contract will be awarded to a qualified vendor submitting the best proposal. Sedgwick County reserves the right to select, and subsequently recommend for award, the proposed service(s) and/or product(s) which best meets its required needs, quality levels and budget constraints.

The nature of this work is for a public entity and will require the expenditure of public funds and/or use of public facilities, therefore the successful proposer will understand that portions (potentially all) of their proposal may become public record at any time after receipt of proposals. Proposal responses, purchase orders and final contracts are subject to public disclosure after award. All confidential or proprietary information should be clearly denoted in proposal responses and responders should understand this information will be considered prior to release, however no guarantee is made that information will be withheld from public view.

# II. Background

Sedgwick County, located in south-central Kansas, is one of the most populous of Kansas' 105 counties with a population estimated at more than 514,000 persons. It is the sixteenth largest in area, with 1,008 square miles, and reportedly has the second highest per capita wealth among Kansas' counties. Organizationally, the county is a Commission/Manager entity, employs nearly 2,500 persons, and hosts or provides a full range of municipal services, e.g. – public safety, public works, criminal justice, recreation, entertainment, cultural, human/social, and education.

Sedgwick County has allocated \$500,000.00 of its American Rescue Plan Act ("ARPA") funding to establish a county-wide Community Navigator Program. In simple terms, Community Navigators will connect individuals, businesses, non-profits and other community entities ("beneficiaries") with benefits and services that will assist in recovery from the health and economic impact of the COVID-19 pandemic. Navigator activities will require development of positive relationships, educating beneficiaries about benefits and services available, and making clear connections to solve problems, overcome barriers, and help those with ongoing COVID-19 related needs.

Because the Community Navigator Program is a federally-funded activity, compliance to the Federal Uniform Guidance (2 CFR 200) detailing cost principles, administrative and audit requirements; along with collection/reporting of program outcome and output measures as set forth in the June 10, 2021 published U.S. Treasury Compliance and Reporting Guidance for State and Local Fiscal Recovery Funds (SLFRF) will be required. Only applicants with a demonstrable record of successfully managing federal grant funding, implementing strategic plans, conducting effective community-based programming, and achieving performance measures will be considered for the Community Navigator Program.

#### **III.** Project Objectives

Sedgwick County, Kansas (hereinafter referred to as "county") is seeking a qualified 501c3 nonprofit organization or organizations to provide Community Navigator Program services for Sedgwick County, Kansas. The following objectives have been identified for this contract:

- 1. Acquire Community Navigator Program services meeting the parameters, conditions and mandatory requirements presented in the document.
- 2. Establish contract pricing with the vendor that has the best proven "track-record" in performance, service, and customer satisfaction.
- 3. Acquire Community Navigator Program services with the most advantageous overall cost to the county.

## IV. Submittals

Carefully review this Request for Proposal. It provides specific technical information necessary to aid participating firms in formulating a thorough response. Should you elect to participate, submit one (1) original **AND** one (1) electronic copy (.PDF/Word supplied on a flash drive) of the entire document with any supplementary materials to:

Joe Thomas
Sedgwick County Purchasing Department
525 N. Main, Suite 823
Wichita, KS 67203

SUBMITTALS are due **NO LATER THAN 1:45 pm CDT, TUESDAY, October 19, 2021.** Responses must be <u>sealed</u> and marked on the lower left-hand corner with the firm name and address, proposal number, and proposal due date. Late or incomplete responses will not be accepted and will not receive consideration for final award. Bids/proposals that arrive late due to the fault of the U.S. Postal Service, United Parcel Service, DHL, FedEx, any delivery/courier service, or any other carrier of any sort are still considered late and shall not be accepted by the county.

Proposal responses will be acknowledged and read into record at Bid Opening, which will occur at 2:00 pm CDT, on the due date. No information other than the respondent's name will be disclosed at Bid Opening.

# V. Scope of Work

Create and implement a comprehensive a Community Navigator Program for a period of 12 months to connect individuals and entities with COVID-19 pandemic related needs to benefits and services that help to meet specific needs of the beneficiary.

Many individuals, organizations and businesses in Sedgwick County are currently struggling to recover from adverse economic and health impacts of the pandemic. The American Rescue Plan Act ("ARPA"), and other federal, state and local resources exist to assist individuals and organizations transition to the next phase of recovery.

The July 2021 unemployment rate in Sedgwick County is 6.5%. Businesses report difficulties in hiring qualified workers, while individuals not currently in the workforce report barriers precluding them from engaging in employment.

- Community navigators will work to connect individuals with resources to overcome the obstacles preventing their re-entry into the workforce.
- Community navigators will work with small businesses to connect them to resources engaged in finding, training, and preparing for employment, individuals seeking employment opportunities.
- While community navigator services are available to anyone in Sedgwick County, special emphasis will be placed
  on marketing and outreach to historically underserved populations; people residing in Qualified Census Tracts
  (QCT), and to those who have experienced prolonged periods of unemployment or experienced underemployment due to impact of COVID-19 on employers.

Small, often fledgling, qualified non-profit organizations may be in a position to expand their services to those who have been adversely affected by the pandemic, or belong to a historically underserved population, and or, reside in a Qualified Census Tract (QCT), if the organization had access to, and expertise in, procuring grants and other financial resources.

- Community navigators may make grant opportunities known to non-profits.
- Community navigators will work to connect these organizations to technical expertise in grant writing and grants management; and federal guidance compliance.

Therefore, Community Navigator services will include, but are not limited to:

- (1) Providing solutions to individuals seeking to reenter the workforce but face barriers in accessing training programs (e.g., lack of transportation, help in paying for child care);
- (2) Providing resources of assistance to non-profit organizations seeking grant funding (e.g. referral to local grant writing services); and
- (3) Providing resources to struggling business remain safely open and operating during the ongoing pandemic (e.g., grants available from state for small businesses).

In addition to providing direct in-person supportive community navigator services to individuals and entities, the successful application will include a clear, concise marketing/outreach plan in order to reach/educate the general public and interested beneficiaries of program services and availability. All services under the Community Navigator Program will be provided to beneficiaries/community free of charge.

The successful application will reflect robust use of social media (e.g. Twitter, Facebook, organization webpage). Navigators to reach/serve maximum number of beneficiaries. In addition to utilization of social media avenues, Program services will be provided to beneficiaries via telephone and through in-person, confidential and medically-safe setting. Due to the diversity of our communities, the successful applicant will provide in-person services through one (1) or more bi-lingual Navigators, and publish all information in languages other than English.

It is expected that the successful applicant will create, implement and operate the Community Navigator Program based on one (1) or more successful models utilized in other U.S. communities (e.g. "hub and spoke"), and may include the applicant operating a previous or current successful Community Navigator model.

Collection of accurate output data (e.g. number of calls received, number of referrals for housing completed, etc.) along with quarterly measured reporting outcomes (e.g. 60% of unemployed persons will secure employment within 60 days of receiving services at the local Workforce Center, etc.) will be required and reported annually by the county to the U.S. Treasury as part of the annual Recovery Plan Report. Within 30 days of award of the agreement, the successful applicant will meet with the county to establish outputs and outcomes required by the U.S. Treasury along with additional relevant data, to be recorded/reported to the county on a monthly basis.

The successful application will include an estimated budget, reflecting all personnel necessary to conduct a successful Program, along with marketing/outreach expenditures, translation service costs, financial, data management and reporting costs, along with other direct costs (e.g. computer equipment used by Navigators). The applicant may utilize up to 10% of the award total direct expense to utilize as reimbursement for usual, customary administrative costs (as set forth in the federal Uniform Guidance (2 CRF 200.14(f)). The successful application budget will not exceed \$500,000.00 for the 12 month period. The successful application must reflect compliance to all procurement requirements set forth in the federal Uniform Guidance (2 CFR 200.1 – 200.521).

The successful application will also include a Logic Model, reflecting all resources, activities, anticipated outputs, and outcome targets in a quarterly timeline (1st quarter, 2nd quarter, 3rd quarter, and 4th quarter of 12 month period).

Records of personnel expense (e.g. timesheets for personnel providing Community Navigator services/oversight) and other direct expenses (e.g. software to collect output and outcome data) as required by the U.S. Treasury will be provided and submitted monthly to the county.

# VI. Sedgwick County's Responsibilities

- Provide information, as legally allowed, in possession of the county, which relates to the county's requirements or which is relevant to this project.
- Designate a person to act as the County Contract Manager with respect to the work to be performed under this contract.

#### VII. Proposal Terms

# A. Questions and Contact Information

Any questions regarding this document must be submitted in writing to Joe Thomas at <u>joseph.thomas@sedgwick.gov</u> by 5:00 pm CDT, Friday, October 1, 2021. Any questions of a substantive nature will be answered in written form as an addendum and posted on the purchasing website at <a href="https://www.sedgwickcounty.org/finance/purchasing/requests-for-bid-and-proposal/">https://www.sedgwickcounty.org/finance/purchasing/requests-for-bid-and-proposal/</a> under the Documents column associated with this RFP number by 5:00 pm CDT, Wednesday, October 6, 2021. Firms are responsible for checking the website and acknowledging any addenda on their proposal response form.

#### B. Minimum Firm Qualifications

This section lists the criteria to be considered in evaluating the ability of firms interested in providing the service(s) and/or product(s) specified in this Request for Proposal. Firms must meet or exceed theses qualifications to be considered for award. Any exceptions to the requirements listed should be clearly detailed in proposer's response. Proposers shall:

- 1. Have a minimum of five (5) years successful experience in providing services similar to those specified in this RFP.
- 2. Have an understanding of industry standards and best practices.
- 3. Have experience in managing projects of comparable size and complexity to that being proposed.
- 4. Have knowledge of and comply with all currently applicable, and as they become enacted during the contract term, federal, state and local laws, statutes, ordinances, rules and regulations. All laws of the State of Kansas, whether substantive or procedural, shall apply to the contract, and all statutory, charter, and ordinance provisions that are applicable to public contracts in the county shall be followed with respect to the contract.
- 5. Municipal and county government experience is desired, however, the county will make the final determination based on responses received and the evaluation process.
- 6. Have the capacity to acquire all bonds, escrows or insurances as outlined in the terms of this RFP.
- 7. Provide project supervision (as required) and quality control procedures.
- 8. Have appropriate material, equipment and labor to perform specified services.

#### C. Evaluation Criteria

The selection process will be based on the responses to this RFP. County staff will judge each response as determined by the scoring criteria below. Purchasing staff are not a part of the evaluation committee.

Component	Points
Demonstrated ability to manage federal grant funds	15
Demonstrated ability to provide monthly reports detailing expenses, output data and	15
measured performance outcomes	
Demonstrated ability to market and promote the program	10
Knowledge of available community resources	25
Record of successful collaboration with trusted community partners to reach typically underserved populations; or populations who have been adversely affected by the pandemic; experiencing delay in recovery due to barriers to receiving physical and /or mental health care; economic assistance to households or businesses; help to return to the workforce through training programs, etc.	
Total Points	100

Assume the following cost proposals (examples only)

A. \$50,000.00

- B. \$38,000.00
- C. \$49,000.00

Company B with a total price of \$38,000.00 is the low offer. Take the low offer and divide each of the other offers into the low offer to calculate a percentage. This percentage is then multiplied by the number of points available for the cost. In this case, 10 points are allocated to cost.

A.	\$38,000.00 divided by \$50,000.00 = .76	.76*10	7.6 points
В.	\$38,000.00 divided by \$38,000.00 =1.00	1.00*10	10 points
C.	\$38,000.00 divided by \$49,000.00= .77	.77*10	7.7 points

Any final negotiations for services, terms and conditions will be based, in part, on the firm's method of providing the service and the fee schedule achieved through discussions and agreement with the county's review committee. The county is under no obligation to accept the lowest priced proposal and reserves the right to further negotiate services and costs that are proposed. The county also reserves the sole right to recommend for award the proposal and plan that it deems to be in its best interest.

The county reserves the right to reject all proposals. All proposals, including supporting documentation shall become the property of Sedgwick County. All costs incurred in the preparation of this proposal shall be the responsibility of the firm making the proposals. Sedgwick County reserves the right to select, and subsequently recommend for award, the proposed service which best meets its required needs, quality levels and budget constraints.

#### D. Request for Proposal Timeline

The following dates are provided for information purposes and are subject to change without notice. Contact the Purchasing Department at (316) 660-7255 to confirm any and all dates.

Distribution of Request for Proposal to interested parties	<b>September 24, 2021</b>
Questions and clarifications submitted in writing by 5:00 pm CDT	October 1, 2021
Addendum Issued by 5:00 pm CDT	October 6, 2021
Sealed Proposal due before 1:45 pm CDT	October 19, 2021
Evaluation Period	October 19 – November 1, 2021
Board of Bids and Contracts Recommendation	November 4, 2021
Board of County Commission Award	November 10, 2021

#### E. Contract Period and Payment Terms

A contractual period will begin following Board of County Commissioners (BoCC) approval of the successful firm(s) and continue for a period of 12 months beginning prior to December 1<sup>st</sup>, 2021.

County may cancel its obligations herein upon thirty-day (30) prior written notice to the other party. It is understood that funding may cease or be reduced at any time, and in the event that adequate funds are not available to meet the obligations hereunder, either party reserves the right to terminate this agreement upon thirty (30) days prior written notice to the other. Payment will be remitted following receipt of monthly detailed invoice.

# Payment and Invoice Provisions

https://www.sedgwickcounty.org/media/39239/payment\_and\_invoice\_provisions.pdf

### F. <u>Insurance Requirements</u>

Liability insurance coverage indicated below must be considered as primary and not as excess insurance. If required, contractor's professional liability/errors and omissions insurance shall (i) have a policy retroactive date prior to the

date any professional services are provided for this project, and (ii) be maintained for a minimum of three (3) years past completion of the project. Contractor shall furnish a certificate evidencing such coverage, with county listed as an additional insured including both ongoing and completed operations, except for professional liability, workers' compensation and employer's liability. **Certificate shall be provided prior to award of contract.** Certificate shall remain in force during the duration of the project/services and will not be canceled, reduced, modified, limited, or restricted until thirty (30) days after county receives written notice of such change. All insurance must be with an insurance company with a minimum BEST rating of A-VIII and licensed to do business in the State of Kansas (must be acknowledged on the bid/proposal response form).

**NOTE:** If any insurance is subject to a deductible or self-insured retention, written disclosure must be included in your proposal response and also be noted on the certificate of insurance.

It is the responsibility of contractor to require that any and all approved subcontractors meet the minimum insurance requirements.

Workers' Compensation:		
Applicable coverage per State Statutes		
Employer's Liability Insurance:	\$500,000.00	
Commercial General Liability Insurance (on form CG 00 01 04 13 or in	ts equivalent):	
Each Occurrence	\$1,000,000.00	
General Aggregate, per project	\$2,000,000.00	
Personal Injury	\$1,000,000.00	
Products and Completed Operations Aggregate	\$2,000,000.00	
Automobile Liability:		
Combined single limit	\$500,000.00	
Umbrella Liability:		
Following form for both the general liability and automobile		
Required / <u>X</u> Not Required		
Each Claim	\$1,000,000.00	
Aggregate	\$1,000,000.00	
Professional Liability/ Errors & Omissions Insurance:		
X Required / Not Required		
Each Claim	\$1,000,000.00	
Aggregate	\$1,000,000.00	
Pollution Liability Insurance:		
Required /X Not Required		
Each Claim	\$1,000,000.00	
Aggregate	\$1,000,000.00	

# Special Risks or Circumstances:

Entity reserves the right to modify, by written contract, these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

#### IF CONTRACTOR IS PROVIDING CONSTRUCTION SERVICES:

*In addition to the above coverages, contractor shall also provide the following:* 

<b>Builder's Risk Insurance:</b>	In the amount of the initial Contract Sum, plus the value of subsequent	
	modifications and cost of materials supplied and installed by others, comprising the	
	total value for the entire Project on a replacement cost basis without optional	
	deductibles. Entity, contractor, and all Subcontractors shall be included as named	
	insured's.	

## G. Indemnification

To the fullest extent of the law, the provider, its subcontractor, agents, servants, officers or employees shall indemnify and hold harmless Sedgwick County, including, but not limited to, its elected and appointed officials, officers, employees and agents, from any and all claims brought by any person or entity whatsoever, arising from any act, error, or omission of the provider during the provider's performance of the agreement or any other agreements of the provider entered into by reason thereof. The provider shall indemnify and defend Sedgwick County, including, but not limited to, its elected and appointed officials, officers, employees and agents, with respect to any claim arising, or alleged to have arisen from negligence, and/or willful, wanton or reckless acts or omissions of the provider, its subcontractor, agents, servants, officers, or employees and any and all losses or liabilities resulting from any such claims, including, but not limited to, damage awards, costs and reasonable attorney's fees. This indemnification shall not be affected by any other portions of the agreement relating to insurance requirements. The provider agrees that it will procure and keep in force at all times at its own expense insurance in accordance with these specifications.

## H. Confidential Matters and Data Ownership

The successful proposer agrees all data, records and information, which the proposer, its agents and employees, which is the subject of this proposal, obtain access, remains at all times exclusively the property of Sedgwick County. The successful proposer agrees all such data, records, plans and information constitutes at all times proprietary information of Sedgwick County. The successful proposer agrees that it will not disclose, provide, or make available any of such proprietary information in any form to any person or entity. In addition, the successful proposer agrees it will not use any names or addresses contained in such data, records, plans and information for the purpose of selling or offering for sale any property or service to any person or entity who resides at any address in such data. In addition, the successful proposer agrees it will not sell, give or otherwise make available to any person or entity any names or addresses contained in or derived from such data, records and information for the purpose of allowing such person to sell or offer for sale any property or service to any person or entity named in such data. Successful proposer agrees it will take all reasonable steps and the same protective precautions to protect Sedgwick County's proprietary information from disclosure to third parties as with successful proposer's own proprietary and confidential information. Proposer agrees that all data, regardless of form that is generated as a result of this Request for Proposal is the property of Sedgwick County.

## I. Proposal Conditions

https://www.sedgwickcounty.org/media/31338/proposal-terms-conditions.pdf

#### **General Contract Provisions**

https://www.sedgwickcounty.org/media/31337/general-contractual-provisions.pdf

## **Mandatory Contract Provisions**

https://www.sedgwickcounty.org/media/31336/mandatory-contractual-provisions.pdf

#### Independent Contractor

https://www.sedgwickcounty.org/media/54780/independent-contractor-addendum.pdf

## Sample Contract

https://www.sedgwickcounty.org/media/39236/sample-contract.pdf

# Federal Certifications Addendum Sedgwick County

 $\underline{https://www.sedgwickcounty.org/media/59719/federal-certifications-addendum-updated-for-changes-to-ug-11-12-2020-no-signature-line.pdf}$ 

### Suspension and Debarment

https://www.sedgwickcounty.org/finance/purchasing/suspension-and-debarment/

# VIII. Required Response Content

All proposal submissions shall include the following:

- 1. Firm profile: the name of the firm, address, telephone number(s), contact person, year the firm was established, and the names of the principals of the firm.
- 2. The firm's relevant experience, notably experience working with government agencies.
- 3. At minimum, three (3) professional references, besides Sedgwick County, with email addresses, telephone numbers, and contact persons where work has been completed within the last three years.
- 4. A disclosure of any personal or financial interest in any properties in the project area, or any real or potential conflicts of interest with members of the Sedgwick County Board of County Commissioners or county staff.
- 5. A description of the type of assistance that will be sought from county staff, including assistance required from the county to lessen the costs of this project.
- 6. Proof of insurance meeting minimum insurance requirements as designated herein.
- 7. Those responses that do not include all required forms/items may be deemed non-responsive.

# REQUEST FOR PROPOSAL RFP #21-0067

# COMMUNITY NAVIGATOR PROGRAM – AMERICAN RESCUE PLAN ACT

The undersigned, on behalf of the proposer, certifies that: (1) this offer is made without previous understanding, agreement or connection with any person, firm, or corporation submitting a proposal on the same project; (2) is in all respects fair and without collusion or fraud; (3) the person whose signature appears below is legally empowered to bind the firm in whose name the proposer is entered; (4) they have read the complete Request for Proposal and understands all provisions; (5) if accepted by the county, this proposal is guaranteed as written and amended and will be implemented as stated; and (6) mistakes in writing of the submitted proposal will be their responsibility.

NAME		
	CITY/STATE	
PHONE	FAX	HOURS
STATE OF INCORPORATION or O	RGANIZATION	
WEBSITE ADDRESS	EMAIL	
NUMBER OF LOCATIONS	NUMBER OF PERSONS EMPLOY	YED
	Corporation Private Corporation	
BUSINESS MODEL: Small Business	Manufacturer Distribute	or Retail
	Minority-Owned Business:	
African American (05)	Asian Pacific (10) Subcontinent Asian (10) ther (30) - Please specify	15) Hispanic (20)
	Woman-Owned Business:(	
Not Minority -Woman Owned (50	African American-Woman Owned (55)	Asian Pacific-Woman Owned (60)
Subcontinent Asian-Woman Own	ned (65)Hispanic Woman Owned (70) _	Native American-Woman Owned (75
Other – Woman Owned (80) – Pl	lease specify	
ARE YOU REGISTERED TO DO BU	USINESS IN THE STATE OF KS:Yes	No
	E STATE OF KS WITH MINIMUM BEST RA	
	<b>DENDA</b> : All addendum(s) are posted to our RFB ddendum(s) related to this document by going to tasing.asp.	A/RFP web page and it is the vendor's
NO, DATED;	NO	IO, DATED
submission format should be by order in	vledges all requirements, terms, conditions, and se which sections are listed throughout the documentailed in proposer's response. <b>Exceptions to any p</b>	nt. All minimum and general requirements
Signature	Title	
Print Nama	Datad	