



**Innovative Business Strategies for Adult Day,
Employment, and Transportation Services Request
for Proposal (RFP)**

**EMPLOYMENT
FIRST** 

Every Person. Every Talent. Every Opportunity.

PURPOSE

- DODD is seeking proposals from eligible applicants to work with a selected Subject Matter Expert (SME) who will provide an assessment and a plan to expand innovative business strategies that adjust and align current business practices
- Support the stakeholder feedback given to DODD
- Provide an identified number of providers with business experts who can facilitate system transformation in business practices

OVERALL OBJECTIVE

Support DODD-certified providers as they transform their organizational structures and fiscal strategies from facility based to community-based service delivery models

ELIGIBLE APPLICANTS

- Agency provider (county board-operated or private) in Ohio that is certified by DODD, pursuant to OAC 5123:2-2-01, in any of the following may apply to participate: adult day support, vocational habilitation, career planning, individual employment support, group employment support, or non-medical transportation
- If an applicant is county-board operated, the county board must submit a joint application with the DODD certified private agency provider planning to assume operations in accordance with the county board's conflict free case management plan, if applicable

MINIMUM QUALIFICATIONS

- Selected agencies must agree to the technical assistance provided by SME's around assessment and planning
- Applicants shall not be subject to an "unresolved" finding for recovery under Section 9.24 of Ohio Revised Code

DELIVERABLES AND COMPENSATION

- **Assessment- \$10,000**
 - Selected providers will be matched with SMEs and will then bring together key organizational staff, including executive leadership teams, families and individuals with disabilities, board members, and other stakeholders, to assess and plan how they will expand or build innovative business practices
- **Planning- \$10,000**
 - With guidance by SMEs, selected providers will develop a comprehensive business plan and include individualized financial and programmatic transformation strategies designed to better include competitive and integrated employment options and/or integrated day activities as viable and sustainable funding streams
- **Road Map- \$20,000**
 - The road map is a written document that outlines how the agency implemented the comprehensive business plan and the progress made during the grant period

FUNDING

- Awarded with state dollars
- DODD intends to award up to 5 grants of \$40,000
- Funding Methodology- all proposals will be scored and the highest scoring proposals will be funded
- Project Period- March 8, 2019- June 30, 2019
- Reimbursement Basis of Payment- grants will be funded on a reimbursement basis for deliverables and activities completed

SUBMISSION PROCESS AND DEADLINES

- Three things are required in each proposal:
 - Grant Application Form
 - Answer to Required Questions (5 questions, can not exceed 10 pages)
 - A statement of support and acceptance of all terms by the head of the application organization

Proposals due to DODD 2/22/2019, must be submitted electronically to stacy.collins@dodd.ohio.gov no later than 5:00p

IMPORTANT DATES

- RFP Webinars: 1/28/2019 at 2:00p and 2/1/2019 at 11:00a
- Requests for Clarification Due to DODD: 2/8/2019
- Clarification from DODD due 2/13/2019, posted online
- **Proposals due to DODD 2/22/2019, must be submitted electronically to stacy.Collins@dodd.ohio.gov no later than 5:00p**
- Notification of award 2/28/2019
- Estimated start 3/8/2019

**DODD reserves the right to alter this timeline, DODD will notify the public and/or applicants as appropriate



QUESTIONS

ALL QUESTIONS REGARDING THE RFP MUST BE PROVIDED IN WRITING VIA EMAIL TO STACY.COLLINS@DODD.OHIO.GOV. QUESTIONS MUST COME IN BY 2/8/2019

