

## RFP Process Notes / PSWG Meeting 6/15/17

What are some of the reasons providers don't apply for proposals?
Lack of info about proposal and how to apply
Bidsync issue- having to watch every day- hard to keep up
Letter of intent is buried
Joint proposals allowed? Ok for part not all?
Timelines challenging
Narrow focus and scope
Grant writer = Need longer timeline
Agency Niche – other providers does it well
Timeline – multiple RFPs at once
Budget amount or clients served as a benchmark would be helpful
Bidsync is clunky

What about the RFP process could be changed to make your organization willing/able to respond?
Clear Expectations at the start
Timeline
Bidders Conference
Multiple / Joint Proposals
One at a time / Release of RFPs

Possible Issues? Timeline Request Process Restrictions
<b>Contracting</b> - Reasonable review time- one week, zero changes - It would be nice to have a summary of changes, clear scope and face to face time - Budget changes without discussion ☹️
<b>Invoicing</b> - Streamlining - Reasonable Expectations Face to Face
Telephone Game- Too many people Need primary contacts for specific issues HHSA & CBO Fiscal Program
Providers form a connection with one staff member and then they move