



SUN Service System RFPQ Pre-Proposal Session

**September 18th, 2024
10:00am-Noon**

Presented by:
Jimmy Chao, Senior Procurement Analyst
Walter Rodriguez, SUN SS Manager

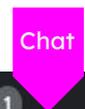
Agenda

Part 1

1. Intro & Agenda
2. RFPQ Overview
3. RFPQ Process and timeline
4. Attachment A highlights
5. Questions and Answers

Part 2

1. Technical Requirements
2. MMP overview
3. Event key items
4. Questions and Answers



Key Terms

SUN SS	Schools Uniting Neighborhoods Service System
RFPQ	Request For Programmatic Qualification
MMP	Multco Marketplace (MMP)- Multnomah County's on-line e-procurement, Supplier Portal, Sourcing and Contracting system
Sourcing Event	Any process in which Multnomah County solicits bids or proposals from suppliers.
Supplier	MMP Term for a Person or organization that provides a product or service
Supplier Portal	A module within Multco Marketplace for the Supplier to register and participate in business opportunities with the County.
Response	Suppliers submitted Bid or Proposal.
Buyer Attachment	Documents in the RFP that provide instructions or are required to be completed by supplier
Contractor	An entity with whom the County has a current contract.



SUN Request For Programmatic Qualification (SUN RFPQ)

SUN Service System went through a single stage procurement (RFP), 8 years ago in 2016. The next cycle of procurement was delayed due to the pandemic.

In 2023, in response to school districts, we paused for another year to explore possibilities for additional funding to meet the needs of families and providers, and to allow space for collaborative long-term planning with our SUN Service System funding partners (Sponsor's Table) and the SUN Coordinating Council.

Based on last procurement feedback from providers, we also used this time to improve and streamline the SUN procurement process to reduce barriers for entry and also to cast a wider net and provide more opportunities for everyone to contract with the county.

Resulted in a 2-stage RFPQ process followed by Contract Allocation



RFPQ Stage 1

Screens for organizational capacity and experience in the community.

- Mission, values & history
- Experience, skills & knowledge in delivering services in the community
- Capacity - staffing, assets & resources, partnerships etc
- Responsiveness to needs of communities served

 If you are planning to be a subcontractor, you are required to apply at this stage.

Applications will be evaluated by a diverse committee with experiences in the program areas. Minimum score of 70% needed to qualify. Only qualified applicants will move forward to Stage 2.



RFPQ Stage 2

Screens for programmatic ability, skills and experience in Regional Services and/or Culturally Specific Services

- Choice of Regional and/or Culturally Specific Services
- Demonstrate understanding of the programs, services & the population described in the SUN RFPQ through examples of program development and service implementation

Applications will be evaluated by a diverse committee with experiences in the program areas. Evaluation will determine the final pool of qualified applicants. Minimum score 70%.

 ****Being qualified does not automatically result in a contract****



Contract Allocation Considerations

Following Stage 2, Youth and Family Services Division will determine contract allocations to applicants that have qualified using defined criteria and priorities.

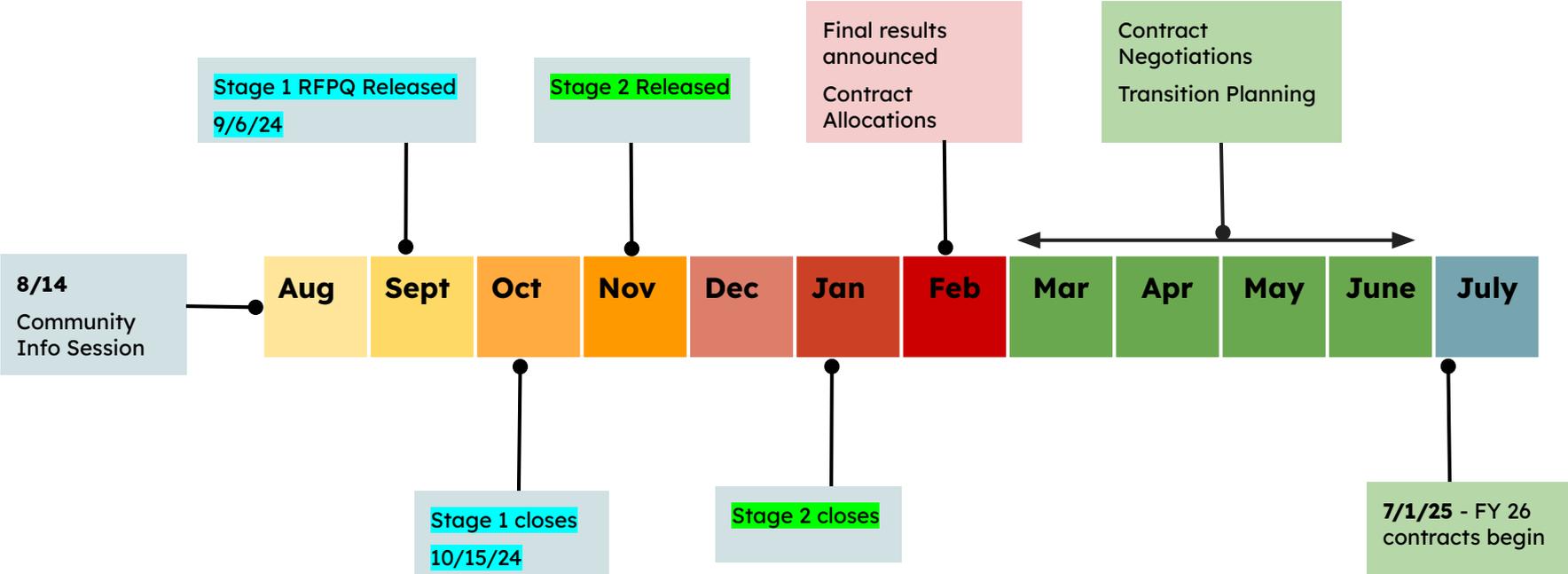
It will be possible to qualify under this RFPQ process and not receive a funding allocation due to resource limitations and other factors.

The Department does not guarantee any particular volume of business will be offered to any applicant who qualifies to provide services.

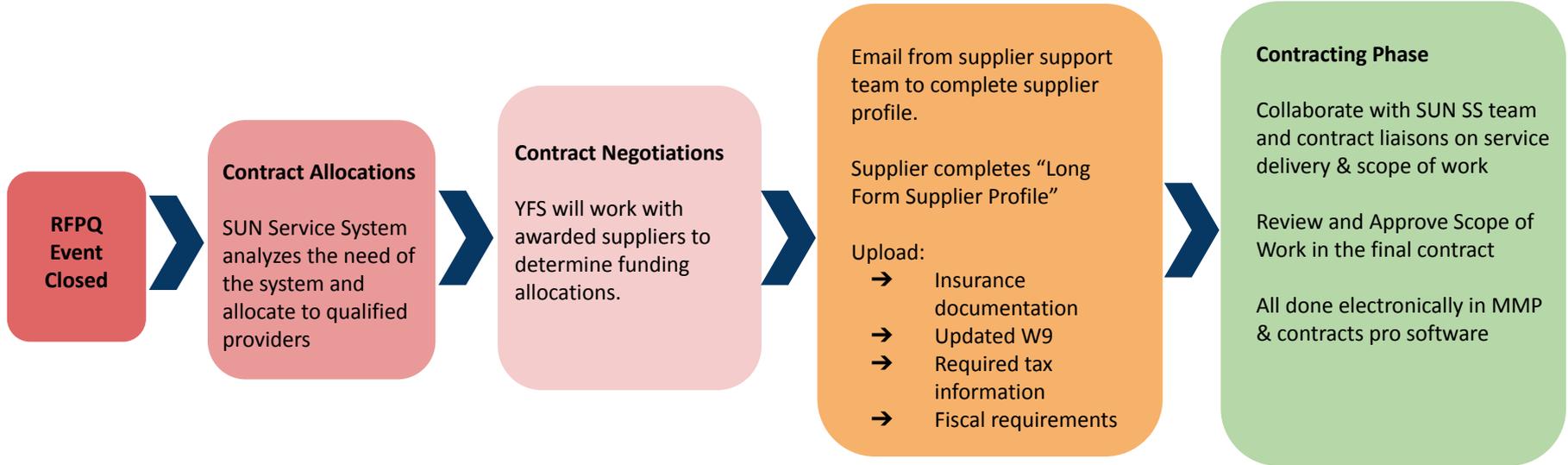
A major consideration is the contract size that allows for agencies to have internal capacity to support program implementation and maintenance.



RFPQ Process & Timeline



Contracting Phase



Supplier Guide: <https://www.multco.us/file/73237/download>

Resources: <https://www.multco.us/purchasing/how-do-business-county>



SUN Service System Overview

The SUN Service System (SUN SS) is a unique city-county-school-nonprofit partnership designed to align and integrate key social and support services for children, youth and their families toward two long-term outcomes: increased academic success for all youth, and an overall reduction in poverty in our community.



Our shared vision: A community that effectively engages and supports all children and families so they are healthy, educated and prosperous.

Mission: Collaborate to create an efficient system of supports that provides equitable opportunities for every child and family to thrive.

System & Scope of Services detail are in the *SUN Service Delivery Model* (Attachment B of RFPQ)



SUN Theory of Change/Section 1.1

The SUN Theory of Change states that:

We will improve the wellbeing of our entire community by collaborating and integrating strategies and services that have been shown to improve educational and economic outcomes for people of color and those living in poverty.

- Collective Impact
- Targeted Universalism



Systemwide Approaches/Section 1.1 continued

Culturally Responsive Services

A culturally responsive approach is one that is respectful of, and relevant to, the beliefs, practices, culture and linguistic needs of diverse populations and communities whose members identify as having particular cultural or linguistic affiliations. Affiliation can be place of birth, ancestry or ethnic origin, sexual orientation, gender identity, ability/disability, religions, and/or preferred language or language spoken at home.

Cultural responsiveness describes the capacity to respond to the issues of diverse communities and the intersectionality of those experiences.

Intersectionality refers to the interconnectedness of social categories, such as race, gender, class, sexuality, and ability—all of which shape an individual's experiences and opportunities.

Intersectionality recognizes that different forms of discrimination and privilege often intersect and create unique challenges for people with multiple identities.



Systemwide Approaches/Section 1.1 continued

Apply the principles and concepts of equity, empowerment, racial justice at all levels through:

- **A Whole-Family Approach** for impacting both child and adult success.
- **Universal and Inclusive Strategies** that address the needs of both the dominant and marginalized groups, ensuring that the universal system is culturally responsive and equitable.
- **Focused Services** that offer context-specific support to those most affected by structural racism and disparities. Focused services within the SUN Service System include those that are specific to communities of color, people living in poverty, and sexual and gender minorities.
- **Accountability** to the community



Systemwide Approaches/Section 1.1 continued

Assertive Engagement

Assertive Engagement is an approach to helping relationships based on research into human behavior and particularly what promotes positive behavior change. Assertive Engagement principles will guide system design as well as all services offered to parents, families, and youth who engage in services through the System.

Trauma and Healing Informed Practice

Trauma and Healing-Informed Practice recognizes the signs of trauma and incorporates strategies to create safe environments and relationships, and to nurture resiliency and hope.



Population Served & Service Areas/Sections 1.2 - 1.3

Population Served

Services in the System are primarily for children from birth through 18 and their families. Within this broad service population, and in alignment with the Theory of Change, services are specifically focused on the following populations:

- Students experiencing academic challenges and disconnection from school.
- Historically underserved children, youth and families
- Families experiencing poverty
- Culturally specific communities

Geographic Borders/Service Areas

The SUN Service System serves all of Multnomah County. Regional boundaries have been adopted for the purposes of organization, contracting and service delivery.

Culturally Specific Service providers will be expected to deliver services countywide.



Funding & Budget/Sections 1.4 - 1.5

- **Funding**

- Allocated on a formula basis for both regional and culturally specific services
- Allocates 60% at a minimum of total system resources to culturally specific services.
- See Attachment K for FY25 allocations per contract and program area

- **Start Up Funds** - DCHS may provide for one-time only expenses

- **Budget** - Not a part of RFPQ. Agencies will submit proposed budget for approval as part of contracting process

- **Administrative Costs** - capped at 15% of program costs

- **Match Requirements** - Not required for this event or contracts



Scope of Services/Section 1.6

- **Scope of Services for Stage 1**

- Administrative models - Sole or Lead Agency, with 1 or more subcontractors

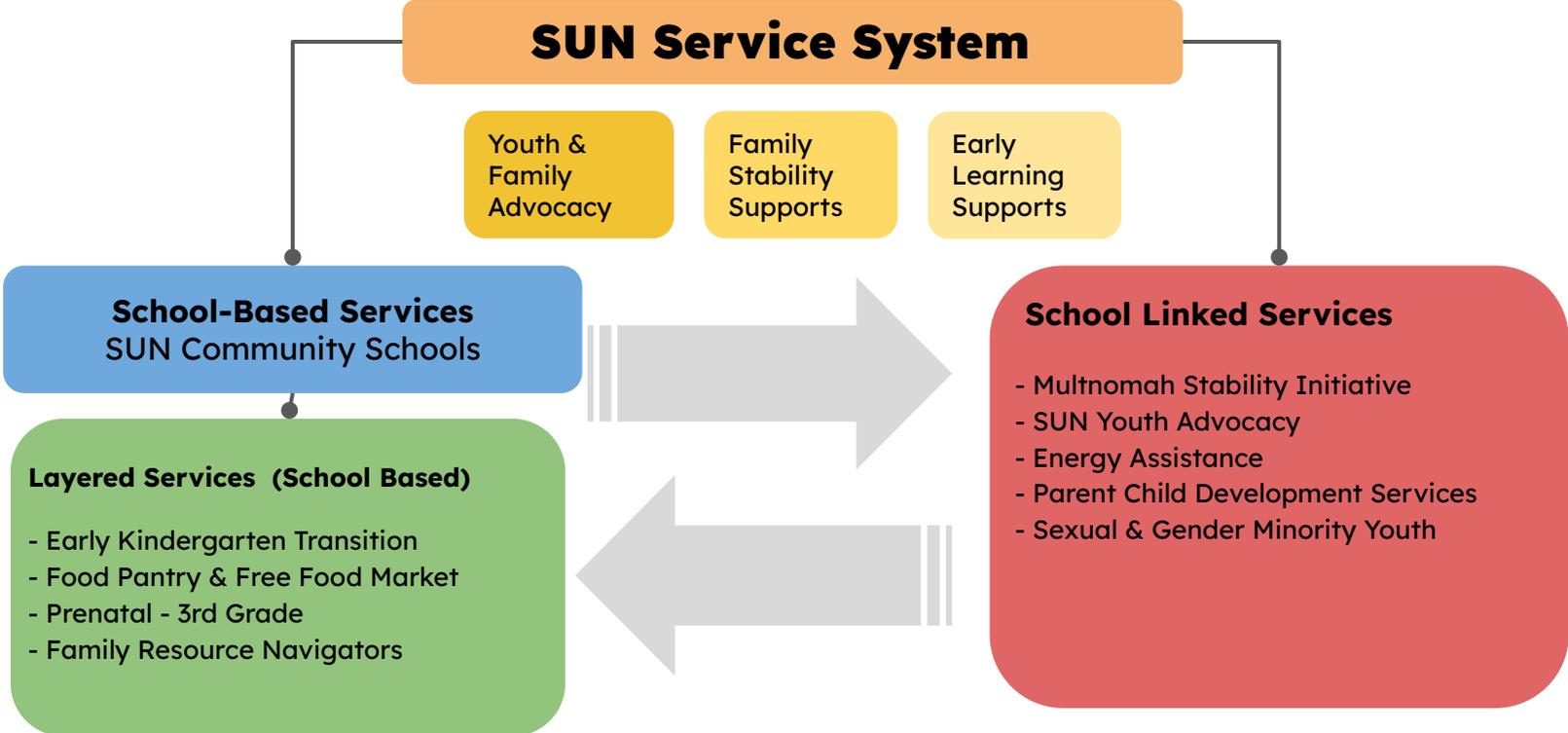
If you are planning to be a subcontractor, you are required to apply and be qualified at this stage

- Organizational capacity & experience in the community
 - Mission, values & history
 - Experience, skills & knowledge in delivering services in the community
 - Capacity - staffing, assets & resources, partnerships etc
 - Responsiveness to needs of communities served

- **Scope of Services for Stage 2 - Programmatic qualification**



SUN Service System Overview



SUN SS Service Delivery Categories

The SUN Service System has two principal service delivery methodologies.

REGIONAL

1. Geographically focused, using a regional structure to describe regional service catchment areas. The regions align with high school catchment areas and are as follows:

Region	High School Catchments
1	Cleveland, Franklin, Lincoln, Riverdale, Ida B. Wells
2	Jefferson, Grant, McDaniels, Roosevelt
3	David Douglas, Parkrose
4	Reynolds
5	Barlow, Centennial, Corbett, Gresham

CULTURALLY SPECIFIC

2. The second area is services prioritized for six culturally specific communities.

Six (6) culturally specific populations are:

African American

African Immigrant

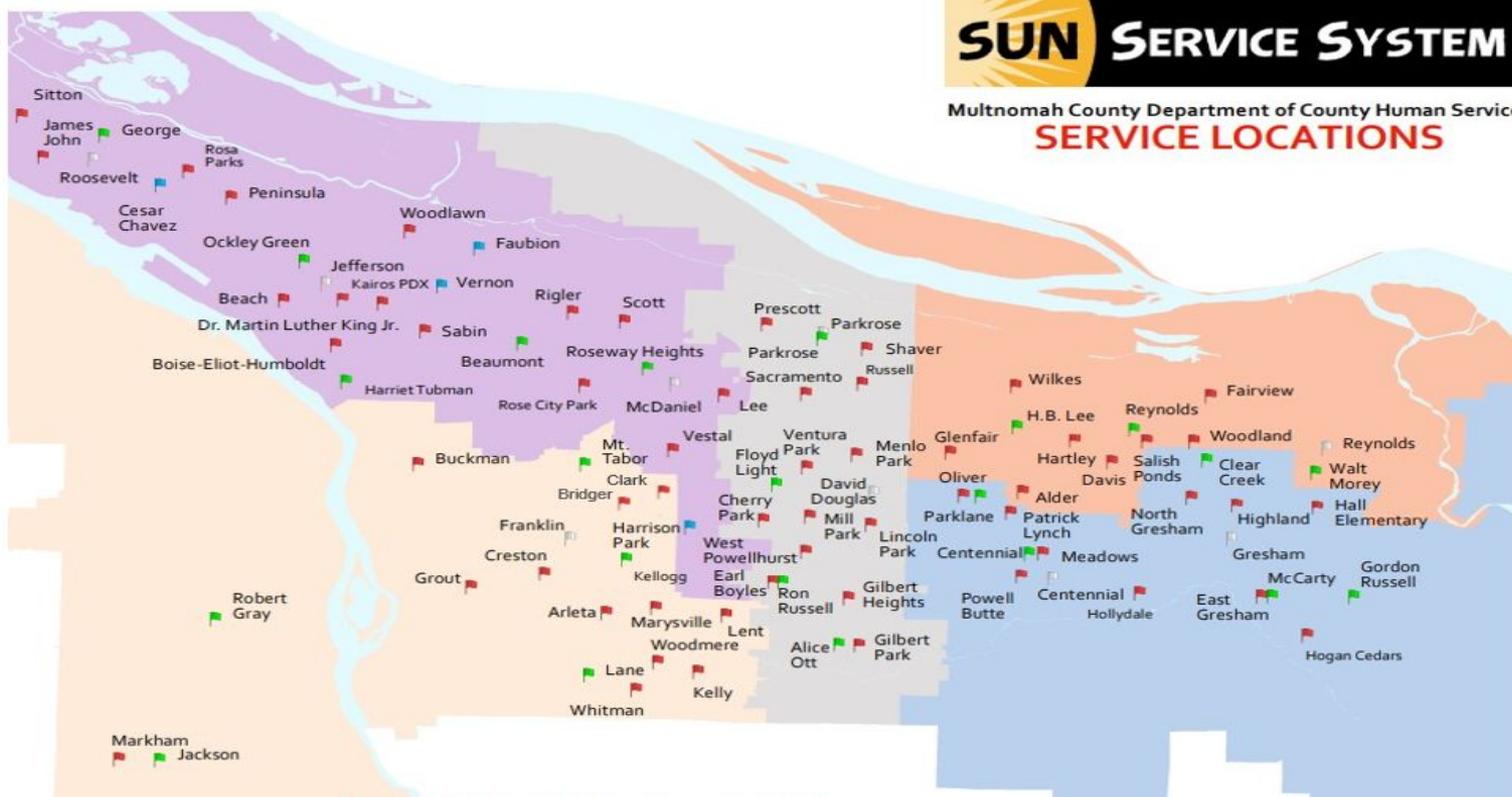
Asian/ Pacific Islander

Latino/e/x

Native American

Slavic





High School Clusters In Regions

- | | | | |
|---|---|---|--|
| 1 Cleveland
Franklin
Lincoln
Riverdale
Ida B. Wells | 2 Grant
Jefferson
McDaniel
Roosevelt | 3 David Douglas
Parkrose
4 Reynolds | 5 Barlow
Centennial
Corbett
Gresham |
|---|---|---|--|

SUN Community Schools

- Elementary (57)
 ■ K-8 (4)
 ■ Middle (22)
 ■ High (9)



August 2024

Current SUN SS Service Delivery Categories

Regional Services

One (1) Contractor will be selected for each of the five (5) geographic regions to provide layered and school linked services.

A single Provider may be awarded more than one (1) region but may not be awarded more than two (2) regions.

A single Provider may not be awarded two (2) regions AND simultaneously be a subcontractor in another region (See 2.12 – Contract Award).

Regional Services	
Region 1	Cleveland, Franklin, Lincoln, Riverdale, Ida B. Wells
Region 2	Jefferson, Grant, McDaniels, Roosevelt
Region 3	David Douglas, Parkrose
Region 4	Reynolds
Region 5	Barlow, Centennial, Corbett, Gresham

Layered & School Linked Services
<ul style="list-style-type: none">• SUN Community Schools<ul style="list-style-type: none">- EKT, P3, FRN, Food Pantry & Free Food Market Site• SUN Youth Advocacy Program• Multnomah Stability Initiative and Energy Assistance• SUN Parent-Child Development Services

***No single Contractor may be awarded more than 40% of the total SUN Service System resources.*



SUN SS Service Delivery Categories

Culturally Specific Services

One (1) or more Contractor/s will be selected to provide Culturally Specific school-based and school-linked services for each of the six (6) culturally specific populations in each of the service areas.

A single provider may be awarded more than one (1) Culturally Specific Population service area.

Six (6) culturally specific populations are:	Four (4) Categories Service Areas are:
African American	<ul style="list-style-type: none"> • SUN Community Schools • SUN Youth Advocacy Program • Multnomah Stability Initiative and Energy Assistance • SUN Parent-Child Development Services
African Immigrant	
Asian/ Pacific Islander	
Latino	
Native American	
Slavic	

***No single Contractor may be awarded more than 40% of the total SUN Service System resources.*



Performance Measures & Evaluation/Section 1.8

- Data entry, reporting and monitoring expectations for contracts
 - Defined output and outcome targets can be found in SUN Program Model (Attachment B)
- Contractors will also participate in system evaluation efforts



SUN Service System Overview

Keep in mind...

Some service areas may be subject to change as we work with leaders and policy makers to address critical funding challenges.

This may mean, either during the procurement process or during contracting, changes to funding amounts for services and/or service levels and types.

We will communicate these changes as soon as they are known.

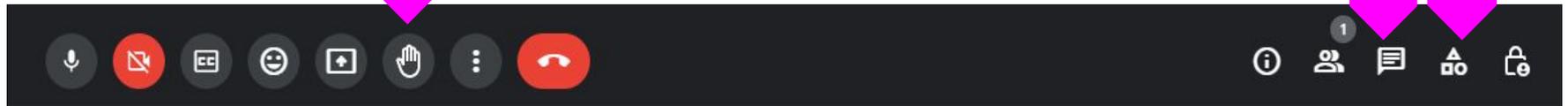
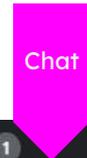


Q & A Engagement

Please use the “raise hand” feature to ask a question.

Type in the chat feature.

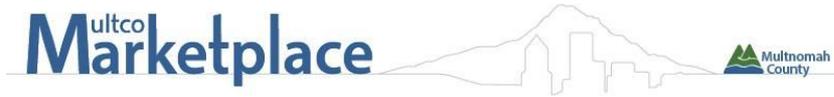
Use the Q&A feature (anonymous option available) Questions and Comments under the Q&A feature are automatically recorded.



Technical Requirements & MMP Overview

Electronic Submissions

All procurements or sourcing events will be managed electronically in Multco Marketplace (MMP). Registration is available on Multnomah County's public website.



One registration per company.

<https://www.multco.us/purchasing/multco-marketplace-welcome-page>

EEO Certification Requirement

Multnomah County's PCRB Rule 60-0040 requires that all contractors furnishing goods and services to the County in excess of \$75,000 must be certified as an Equal Opportunity Employer.

Software Requirements

All of our Procurement files are provided in either Acrobat Reader® format (.pdf) or PKZIP® (.zip) format.



Technical Requirements & MMP Overview



- Multco Central Purchasing webpage overview
<https://www.multco.us/purchasing/how-do-business-county>
- Registering as a supplier in Multco MarketPlace
<https://www.multco.us/purchasing/multco-marketplace-welcome-page>
- How to Complete and Submit a Response to a Sourcing Event - MMP Supplier Guide
<https://www.multco.us/file/73233/download>
- Bid and Proposal Opportunities & MMP Video Guidance and Assistance
<https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=Multnomah>



RFPQ Evaluation

Each application will have a set of questions. Each questions will include specific criteria.

Evaluators will be asked to use the criteria as a guidance for scoring the proposals. The criteria is generally based on the requirements of the program and what is seen as necessary to be a capable provider of the described services.

Scoring is based on the content of the proposal. Evaluators may not bring outside knowledge to the scoring. ***If it is not in the proposal, it cannot be considered.***

During the scoring session, program representatives from the SUN SS will be present to answer questions and help clarify program requirements for evaluators.

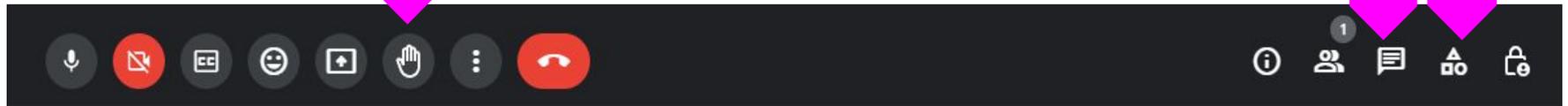
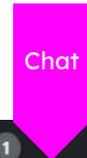


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Thank You!



Questions?

Contact:

Jimmy Chao

jimmy.chao@multco.us (best)

503 988 9808

SUN RFP Info Webpage:

<https://www.multco.us/sun/sun-service-system-procurement-information>

