

## **XVI. POLICY ON RESOURCE DEVELOPMENT AND PROCUREMENT**

### **BACKGROUND**

The Regional Center of Orange County (RCOC) recognizes that in order to meet the needs of the individuals it serves, it may issue requests for proposals for services. As established in the Lanterman Developmental Disabilities Services Act, RCOC is committed to assuring the health, well-being and safety of the individuals it serves.

RCOC also recognizes the importance of transparency and accountability to the community it serves. In keeping with the Lanterman Developmental Disabilities Services Act, RCOC is committed to reporting information with accuracy and transparency and maintaining full compliance with the laws, rules and regulations that govern RCOC's business.

The vendorization process is governed by the California Code of Regulations, Title 17. Under Title 17, vendor applicants may qualify and be vendored outside a Request for Proposals (RFP) Process. However, RCOC will continue to use the RFP process for the development of services to meet the needs of those individuals it serves.

### **POLICY**

The contract between the Department of Developmental Services (DDS) and RCOC requires RCOC to have a Board policy on resource development that includes all of the following:

- the circumstances under which the regional center will issue requests for proposals (RFPs) to address a service need;
- the applicable dollar thresholds for requiring the utilization of the RFP process;
- the RFP notification process; and
- how submitted proposals will be evaluated and the applicant selected.

### **REQUEST FOR PROPOSALS PROCESS**

#### Issuance of Requests and Instructions for Submissions

There is no dollar threshold for requiring use of the RFP process. RCOC will issue RFPs at least once a year for new services, if any new services are needed, excluding parent-vendor services and services paid at the Schedule of Maximum Allowances, also known as Medi-Cal rates. For existing services obtained through the RFP process for which rates are negotiated, such as transportation, RCOC will issue a new RFP at least once every five (5) years for the service. In accordance with the Start-Up, Gap and Lag Funding Policy, RCOC will also issue RFPs for the award of start-up funding, unless the RCOC Board makes a finding that the award is necessary to protect the health and/or safety of a specific individual served by RCOC and votes to approve the award. Although the California Code of Regulations, Title 17, section 54322(a) requires

regional centers to approve vendorization within 45 days of receipt of all information which specifies that the applicant is in compliance with section 54320(a), RCOC encourages applicants to follow the RFP process.

RFP information is distributed to interested service providers and the general public via RCOC's website. An Information Conference is held after distribution of RFPs in order to answer questions and further clarify the projects.

Electronic documents are required at all stages in the process of becoming a service provider. The proposal must contain the following:

- completed RFP Response Form,
- an Executive Summary describing the service, staff qualifications and service implementation as described in the RFP, and
- statement on equality and diversity as required by Welfare and Institutions Code section 4648.11.

#### Proposal Review Process

Proposals will be reviewed by an RFP Review Committee, which shall include RCOC management as well as staff members knowledgeable about the specific services being requested. Supplemental information may be requested. Applicants may be asked to participate in an interview. Any proposal may be rejected if it is incomplete or deviates from the specifications in the RFP. RCOC reserves the right to reject any or all proposals and to cancel the RFP process at its discretion. If negotiations fail with the selected applicant, RCOC reserves the right to re-open negotiations with the next qualified applicant or to re-post the RFP.

#### Criteria for Evaluation of Proposals

Evaluation of the applicant's proposal will consider the following:

- The proposal provides evidence that the applicant understands the needs of individuals to be served and the issues involved in providing quality services.
- Applicant demonstrates an understanding of current "Best Practices" and has incorporated them into the design.
- Proposal outcomes are realistically attainable and can be expected to produce desired outcomes and a higher quality of life for individuals receiving services.
- The applicant's philosophy and values are consistent with RCOC's mission, vision and guiding principles.

- For services with a negotiated rate, whether the applicant is the least costly available provider who is able to meet individuals' needs.

### Acceptance and Selection of Proposals

All proposals from applicants that meet the specifications, and if required provide supplemental information and participate in an interview, will be ranked according to the criteria stated above. If the RFP is for services with negotiated rates, proposals will be opened publicly. Once awarded, all selected applicants will be required to complete and comply with the California Code of Regulations, Title 17, and RCOC vendor requirements. Information regarding requests for proposals and contract awards, including the organization or entity awarded the contract, and the amount and purpose of the award, will be posted on RCOC's website (WIC 4629.5 and 4929.5(b)(4)).

### **GUIDING PRINCIPLES**

- Persons served are in safe and supportive settings that promote a life of independence, acknowledge diverse cultural perspectives and that respect the inherent risks and valuable learning experiences that come from living in the community.
- Services and supports for families recognize, facilitate and build on family strengths, natural supports and existing community resources.
- Service planning and coordination is a collaborative effort between RCOC, persons served and their families to identify needed services and supports.
- RCOC will maximize all alternative sources of funding for necessary services and supports including federal and generic funding.
- The public funds that support the service system are expended in a fashion that is person served-directed, cost-effective, consistent with good business practices, and that reflect RCOC's Guiding Principles and diligent stewardship.
- RCOC aspires to the highest standards of ethical conduct: doing what we say; reporting information with accuracy and transparency; and maintaining full compliance with the laws, rules and regulations that govern RCOC's business.

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