



**PRE-BIDDERS CONFERENCE  
RFP # 17-010-22  
RYAN WHITE PART A & MINORITY AIDS  
INITIATIVE (MAI) EMERGENCY RELIEF  
PROJECT**

**Presented by:**

**Jennifer Pepper, Administrator, Ryan White Department**

**Carla Hayes, Purchasing Department**

**Carolyn Griffin, EOC Department**

# MINIMUM PROPOSER REQUIREMENTS

- Be a 501(c)3 corporation\*
- Functioning accounting system that is operated in accordance with GAAP
- Have the principal site of operation within the counties of:
  - Shelby, Fayette, Tipton Counties in Tennessee,
  - Crittenden County in Arkansas, and/or
  - DeSoto, Marshall, Tate, Tunica Counties in Mississippi.



\* May contract with "private for-profit entities if such entities are the only available provider of quality HIV care in the area." See PCN 11-02.

# MINIMUM PROPOSER REQUIREMENTS

- Sufficient experience performing the services
- Be Medicaid certified, if providing services which are Medicaid eligible.
- Have all appropriate licenses and certifications
- Adhere to all Title VI requirements
- Possess the minimum insurance requirements
- Obtain a vendor number and an Equal Opportunity Compliance (EOC) certification number.



# PROPOSAL TIMELINE

- RFP Released:
  - Monday, October 24, 2016
- Pre-Bidders Conference:
  - Monday, November 7, 2016
- Questions Due to Purchasing:
  - Friday, November 18, 2016
- Proposal Due:
  - Friday, December 2, 2016
- Notification of Award:
  - December 2016
- Services to Commence
  - March 1, 2017

## HIV/AIDS MILESTONES

Notable dates in the social and scientific history of HIV/AIDS from 1981 - 2013.

**1981**  
A rare pneumonia – *Pneumocystis carinii* – in young gay men is later found to be AIDS-related.

**1982**  
The CDC introduces the term Acquired Immune Deficiency Syndrome (AIDS).  


**1984**  
A retrovirus – later called Human Immunodeficiency Virus (HIV) – is found to cause AIDS.  


**1985**  
• Ryan White, a teenager who got HIV from blood products used to treat hemophilia, is refused entry to school due to fear of infection.  
  
• Actor Rock Hudson dies of AIDS-related illness.

**1987**  
• FDA approves the first antiretroviral drug, AZT.  
• And the *Bang Playas On* journalist Randy Stille's book about the AIDS epidemic, is published.

**1991**  
• The red ribbon becomes the symbol of AIDS awareness.  
• Basketball player Earvin 'Magic' Johnson announces that he is HIV positive.  


**1993**  
• AIDS becomes the No. 1 cause of death for Americans ages 25 to 44.  
• 'Philadelphia' is the first major Hollywood film about AIDS.  
• Tony Kushner's 'Angels in America' wins the Tony for Best Play and the Pulitzer Prize for Drama.

**1995**  
A cocktail of HIV drugs called highly active antiretroviral therapy, or HAART, is introduced.  


**1996**  
HIV/AIDS researcher Dr. David Ho is named TIME Magazine's 'Man of the Year'.  

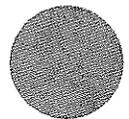

**2011**  
AIDS activist and amfAR co-founder Elizabeth Taylor dies.  


**2012**  
The complete AIDS Memorial Quilt is displayed in Washington, D.C., for its 25th anniversary.  


**2013**  
World AIDS Day marks 25 years of HIV/AIDS awareness.  


## PROPOSAL CONDITIONS

- The County reserves the right to accept or reject any or all proposals.
- The County reserves the right to issue addenda or amendments to this RFP.
- All proposals must be submitted in the manner set forth in this RFP.
- Proposers agree that all costs incurred in developing this RFP are the proposer's responsibility.
- The final authority to award a contract rests solely with the Shelby County Purchasing Department



## PROPOSAL CONDITIONS

- Proposals submitted hereunder will be firm for at least ninety (90) calendar days from the due date unless otherwise qualified.
- The County is a governmental entity subject to the laws of the State of Tennessee and that any reports, data or other information supplied to the County is subject to being disclosed as a public record in accordance with the laws of the State of Tennessee.
- The County encourages the utilization of locally-owned small businesses as sources of subcontract work.



# UPDATED INSURANCE REQUIREMENTS

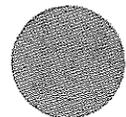
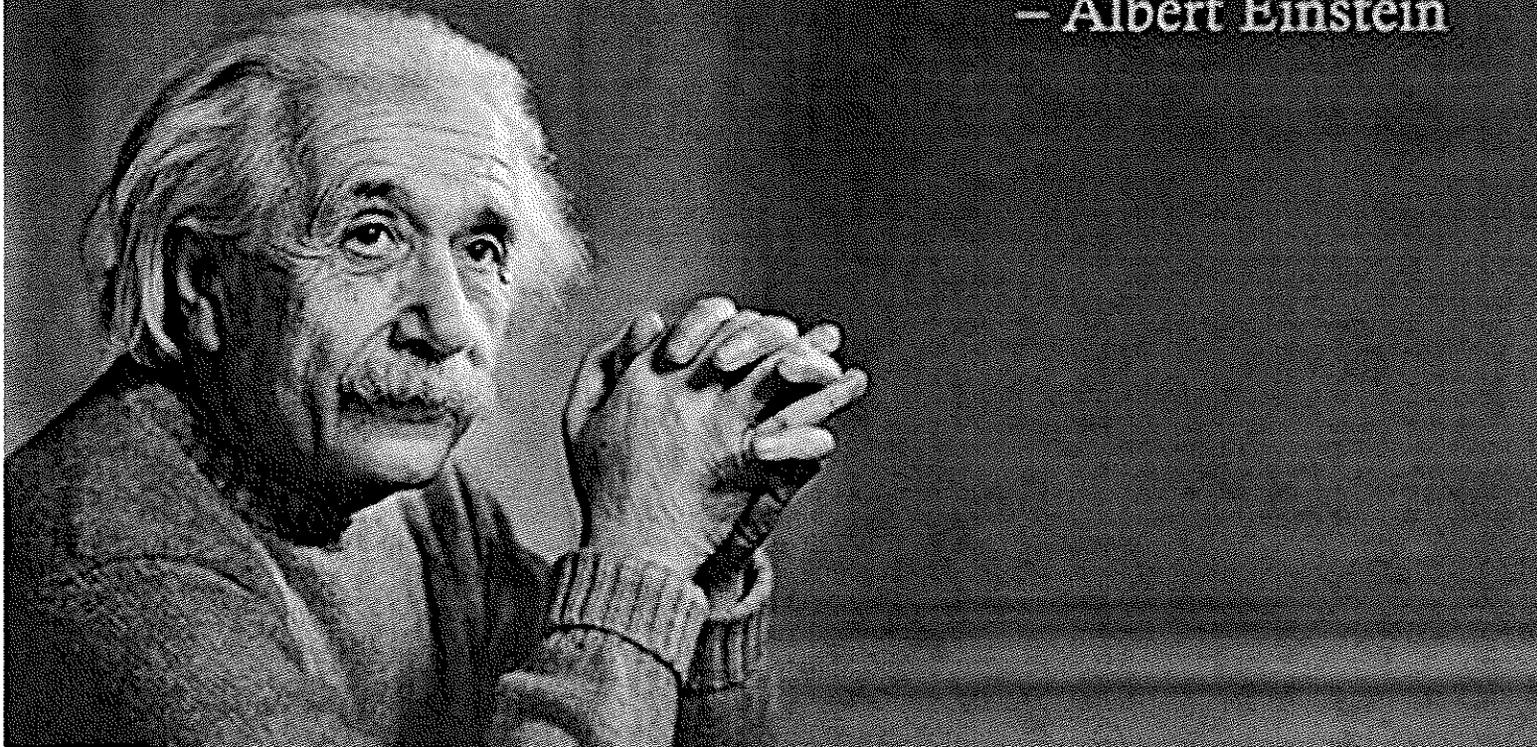
Be sure to review the insurance requirements very carefully.

- Some required levels of coverage have increased
- You will be expected to meet all necessary requirements.
- Assault and Battery and Sexual Molestation



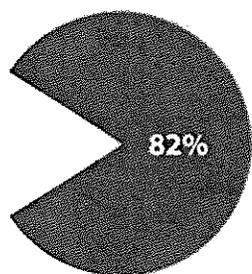
If you can't explain it simply, you  
don't understand it well enough.

– Albert Einstein

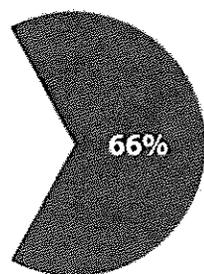


# CONSIDER & DEMONSTRATE UNDERSTANDING OF ...

- Epidemiological Data of the TGA
- Disproportionate Impact Among Populations
- Identified Gaps in Service Delivery
- Unmet Need in the TGA
- TGA's EIIHA Strategy
- Continuum of Care (Treatment Cascade)
- Affordable Care Act
  - Lack of Medicaid Expansion in MS and TN



Diagnosed



Linked to care



Retained in care



Prescribed ART



Virally suppressed



# PAY SPECIAL ATTENTION TO...

- Service Category Definitions and Standards of Care
  - For definitions and allowable costs, see:  
[http://hab.hrsa.gov/manageyourgrant/files/programm  
onitoringparta.pdf](http://hab.hrsa.gov/manageyourgrant/files/programm<br/>onitoringparta.pdf)
  - For standards of care, see:  
<http://hivmemphis.org/providers/standards-of-care/>
- Cost Effectiveness
  - Ex. Food Pantry vs. Food Vouchers
- RSR Required Data Elements
- Details Needed for Fees for Service
- All Required Attachments to the Proposal



## CORE SERVICES

- See PCN #16-02 for definitions and allowable uses of funds for each category.
- Outpatient/Ambulatory Health Services
- Local AIDS Pharmaceutical Assistance
- Oral Health Care
- Early Intervention Services
- Health Insurance Premium & Cost Sharing Assistance for Low-Income Individuals
- Medical Nutrition Therapy
- Mental Health Services
- Substance Abuse Outpatient Care
- Medical Case Management



## SUPPORT SERVICES

- See PCN #16-02 for definitions and allowable uses of funds for each category.
- Emergency Financial Assistance
- Food Bank/Home Delivered Meals
- Medical Transportation
- Outreach Services
- Psychosocial Support Services





[www.hivmemphis.org](http://www.hivmemphis.org)

