



REQUEST FOR PROPOSALS

**The State of Ohio, through The Ohio Department of Health (ODH), is issuing the following
Request for Proposal (RFP)**

ODH NUMBER: DOH61298

BUREAU NAME: Bureau of Maternal Child and Family Health (BMCFH)

Dental Access Collaborative

BIDDERS CONFERENCE WILL BE HELD ON Wed 9/9/2026 10:00 AM - 11:00 AM

Join: <https://teams.microsoft.com/meet/253085065011978?p=n6wF89F6XTq7l7iKLm>

Meeting ID: 253 085 065 011 978

Passcode: Fq2Sn3so

Proposals received after the due date and time will not be evaluated.

**Offerors shall review all sections of this RFP to confirm full understanding of and
compliance with all requirements.**

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A. Project Overview

The Ohio Department of Health (ODH) Bureau of Maternal Child and Family Health (BMCFH) is seeking proposals for Dental Access Collaborative.

Access to dental care across the state for families insured by Medicaid or who are uninsured is a significant challenge. This is especially amplified in Ohio's 73 Rural Health Transformation (RHT) targeted counties. Twenty-five of these counties do not have a safety net dental clinic. A safety net dental clinic provides care to individuals insured through Medicaid, and offers sliding-fees, reduced fees or free care to patients who don't have dental insurance or can't afford to pay for private dental care. Without a safety net dental clinic, this population often lacks access to dental care.

Private practice dental clinics are often inaccessible to this population as the majority of private practice dental clinics do not accept Medicaid. According to 2025 Medicaid claims data, fewer than 1,700 dental providers billed Medicaid, representing a 39% decrease from 2018, when nearly 2,700 providers billed Medicaid. Geographic access challenges also persist. In 2025, three Ohio counties (Fulton, Monroe, and Noble) had no dental providers billing Medicaid, while eleven counties only had one. All fourteen of these counties are rural. Additionally, nearly 1 in 5 (19%) Rural Health Transformation (RHT) counties had one or no dental providers billing Medicaid in 2025.

The 2023 Ohio Medicaid claims show notable variation in dental service utilization by age group. Children aged 6-18 had the highest rate of dental claims, with approximately 36% having at least one claim during the year, followed closely by children aged 2-6 at about 35%. Utilization drops sharply in adulthood, with fewer than one in five Medicaid enrollees ages 19-20 and 21-64 having a dental claim. Rates decline further among adults ages 65 and older, with utilization slightly under 10%. Overall, the data highlights substantially lower dental care utilization among adults compared with children enrolled in Ohio Medicaid.

Additionally, data from the 2023 Ohio Medicaid Assessment Survey (OMAS) indicates that cost is the most commonly reported reason for not receiving dental care across the 73 RHT targeted

counties. Among second-most common reasons, lack of providers who accept respondents' insurance is reported most frequently, followed by provider availability. Overall, findings highlight that financial and insurance-related barriers are the predominant contributors to unmet dental care needs within Ohio's rural counties.

The number of safety net dental clinics in Ohio has grown from 88 clinics in 1999 to over 150 clinics in 2026. While the number of safety net dental clinics have grown, safety net dental clinics still experience high demand as demonstrated by long wait lists. Ohio dentists have a proven desire to help the low-income, uninsured population seek access to dental care through the Dental Ohio Partnership to Improve Oral health through access to Needed Services (OPTIONS) Program. The Dental OPTIONS Program was started in 1997 through a collaboration between ODH and the Ohio Dental Association. Since 1997, over 900 dentists have volunteered through the program and donated over \$22 million to dental treatment.

Program Information: The Dental Access Collaborative (DAC) aims to increase access to care for the Medicaid-insured population. by (1) increasing the number of Medicaid-credentialed dentists in Ohio's 73 RHT counties; and (2) increasing the number of dental claims provided by Medicaid-credentialed dentists in Ohio.

Through DAC, ODH will contract with a vendor to support the program. The DAC vendor will be required to: Launch a targeted promotional campaign aimed at increasing the number of Medicaid credentialed dentists in Ohio. In addition, the vendor will provide technical assistance to Ohio dentists through the Medicaid credentialing process. Efforts targeting this initiative will address the barriers identified to treating Medicaid beneficiaries in the American Dental Association's Health Policy Institute's Survey of Medicaid Beneficiaries and Survey of Dentist Opinions on Medicaid, Results for Ohio.

DAC Evaluation:

Vendor will provide monthly reports detailing efforts made towards meeting project goals. In addition, ODH will monitor the number of Medicaid-credentialed dentists and the number of annual dental claims provided by Ohio dentists through a Data Use Agreement between ODH and the Ohio Department of Medicaid.

List of Ohio's 73 RHT Counties:

Adams, Allen, Ashland, Ashtabula, Athens, Auglaize, Belmont, Brown, Carroll, Champaign, Clark, Clinton, Columbiana, Coshocton, Crawford, Darke, Defiance, Erie, Fairfield, Fayette, Fulton, Gallia, Geauga, Greene, Guernsey, Hancock, Hardin, Harrison, Henry, Highland, Hocking, Holmes, Huron, Jackson, Jefferson, Knox, Lawrence, Licking, Logan, Madison, Marion, Medina, Meigs, Mercer, Miami, Monroe, Morgan, Morrow, Muskingum, Noble, Ottawa, Paulding, Perry, Pickaway, Pike, Portage, Preble, Putnam, Richland, Ross, Sandusky, Scioto, Seneca, Shelby, Tuscarawas, Union, Van Wert, Vinton, Washington, Wayne, Williams, Wood, and Wyandot.

Increase the number of Medicaid-credentialed dentists in Ohio by 3%. Increase the number of dental claims provided by Medicaid credentialed dentists in Ohio by 3%. Increase access to dental care for Medicaid-insured in Ohio's RHT counties.

B. Inquiry and Clarifications

Offerors can begin submitting inquiries on **Tuesday September 1, 2026, up until Tuesday October 6, 2026, by 3 p.m.** All questions must be submitted via [OhioBuys](#). Questions received after this date will not receive a response.

Offerors may not contact the state directly at any time during the solicitation process, however Offerors may make inquiries regarding this RFP any time during the inquiry period listed above and in [OhioBuys](#).

To make an inquiry, Offerors must login to [OhioBuys](#), navigate to the solicitation, open the inquiry tab, and submit their inquiry. Offerors will not receive a personalized email response to their question, nor will they receive notification when the question has been answered. Offerors

may view inquiries and responses on the [OhioBuys Public Solicitations page](#) by opening the solicitation overview and navigating to the inquiries section of that page.

Offerors are to base their proposal responses and the details and costs of their proposed projects on the requirements and performance expectations established in this RFP.

ODH will only review questions submitted through the Q&A process that are in accordance with these instructions and within deadlines. ODH does not consider questions asked during the inquiry period through the inquiry process as exceptions to the requirements or the terms and conditions of this RFP.

ODH will attempt to respond to all inquiries within three business days of receipt, excluding state holidays. ODH will not respond to any inquiries received after 3 p.m. on the inquiry end date listed in [OhioBuys](#). ODH will use its discretion in deciding whether to provide responses as part of this RFP process. Responses to inquiries are not considered changes to the RFP.

Other than the communication options described in this RFP, Offerors must not make unsolicited contact with any elected official or office of the state, or any staff member of ODH other than the contract officer that is overseeing this solicitation, regarding this RFP.

Offerors must not represent themselves to anyone as having the endorsement of ODH or the state, nor as the ODH's next supplier of the work. For contractors currently doing business with ODH, any communication regarding this RFP is prohibited except as provided for in this RFP. Any such unauthorized contact may result in an Offeror being disqualified from further consideration under this RFP. The state will not discuss the particulars of this RFP process with external parties.

C. Solicitation Details

This solicitation will close on **Tuesday October 13, 2026, by 3 p.m.** All required application components must be received by **Tuesday October 13, 2026, by 3 p.m.** Proposal applications should be submitted via [OhioBuys](#). Each application component must be clearly labeled.

Offerors must submit a technical proposal, complete the cost proposal form. Instructions for this form are included in **Appendix A** and include any required cost proposal details to explain

their proposed costs as separate sections of its proposal before the proposal due date and time and pursuant to the instructions listed above and in ODH's Proposal Terms and Conditions Requirements for Proposals.

Proposals, including all components of the proposals, must not be password protected or the state may reject any such proposals.

Each section must be submitted in its own separate, electronic submission as indicated by the solicitation. The submission with the technical proposal will be electronically sealed (the technical envelope), and the submission with the cost proposal will be separately electronically sealed (the financial envelope).

Each requirement of a proposal represents only a part of the total basis for a decision to award the contract, and a failure by an Offeror to make the required submission or meet mandatory requirements listed in solicitation normally will result in a rejection of that proposal. The value assigned to each requirement is used to determine which proposal is the most advantageous to ODH in relation to the other proposals received. It is not a basis for determining the importance of meeting that requirement.

Offerors must submit their proposals electronically in [OhioBuys](#) before the noted time on the proposal due date. Paper and email submissions will be destroyed and will not be considered. [OhioBuys](#) will not allow submission or modification to a submission after the deadline. An Offeror submitting an electronic proposal must allow for adequate time for uploading a proposal prior to the due date and time. Technical difficulties experienced by the Offeror will not be an exception.

Offerors must carefully review the requirements of this RFP and the contents of its proposal. Once opened, proposals cannot be altered or withdrawn, except as allowed by this RFP.

ODH is not responsible for the accuracy of any information regarding this RFP that was gathered through a source other than the inquiry process described in the RFP.

ODH may reject any proposal if the Offeror takes exception to the terms and conditions of this RFP, includes unacceptable assumptions or conditions in its proposal, fails to comply with the

procedure for participating in the RFP process, or fails to meet any requirement of this RFP. ODH also may reject any proposal it believes is not in its interest to accept, cancel this RFP, or decide not to award a contract to any or all of the Offerors responding to this RFP.

All proposals and other material that Offerors submit will become the property of the state and may be returned only at ODH's option. All proposals will be open to the public after the ODH has awarded the contract.

ODH will retain all proposals, or a copy of them, as part of the contract file for at least six years. After the six-year retention period, the state may dispose of the proposals and any copies of them.

ODH is not responsible for any costs an Offeror incurs in responding to this RFP or from participating in the evaluation process or negotiations process (if any), regardless of whether ODH awards the contract through this process, decides not to go forward with the contract award, cancels this RFP for any reason, or contracts for the work through some other process or through another RFP.

D. Projected Estimated Budget and Award

The estimated budget for this solicitation is not to exceed **\$300,000.00**. ODH anticipates making up to **One** award as a result of this solicitation.

E. Projected Project Period and Agreement Terms

The projected project period will be **November 2, 2026- June 30, 2027**. The agreement terms will be such that ODH reserves the right to execute multiple agreements with awarded offeror(s) to support the full project period. Continuation of such agreements is subject to the discretionary appropriation of funds by the Ohio General Assembly for the applicable biennium, satisfactory performance of the awarded offeror(s), and the needs of the Ohio Department of Health.

F. Renewal Terms

The renewal terms will be Two, 24-months optional renewal period(s) dependent upon the receipt and approval of funds to ODH for this project, this agreement may be renewed into **2 (Two), 24-month terms.**

- **Renewal Optional 1: 07/01/2027 - 6/30/2029**
- **Renewal Optional 2: 07/01/2029 - 06/30/2031**

At the sole option of ODH, ODH may extend this contract past the initial agreement term for a period of 90 days. Renewal terms may be exercised by mutual agreement between the contractor and ODH. The cumulative time of all mutual renewals may not exceed **four** additional years and are subject to and are contingent upon the discretionary decision of the Ohio General Assembly to appropriate funds for this project in each new biennium. If any renewal is exercised, a new contract will be issued at the beginning of the new biennium. ODH may evaluate whether a renewal is appropriate considering the satisfactory performance of the contractor and the future and continuing needs of ODH's programs.

G. Project Mandatory Requirements

Offerors must meet the following mandatory requirements to be considered for evaluation. Offeror(s) should be from professional associations, universities, and public and non-profit organizations.

Offeror(s) must have relationships with dentists to implement the program.

Offeror(s) must be based in Ohio.

Offeror(s) must have minimum qualifications be a public or non-profit organization and submit a complete proposal in compliance with the requirements specified in RFP.

Offeror(s) with long-standing, significant outstanding unresolved issues on current and/or prior year contract with the ODH may be removed from consideration for additional or future funding.

Offerors shall meet all project requirements as outlined in this solicitation and must provide complete and accurate supporting documentation within their proposal. Documentation must clearly demonstrate the Offeror's ability to meet each requirement including, but not limited to, technical qualifications, experience, staffing, and any other specified criteria. Proposals that fail to address all requirements or do not include the required documentation may be deemed non-responsive and may not be considered for further evaluation.

H. Project Preferred Requirements

The following qualifications are considered preferred and are not mandatory. However, Offerors that demonstrate these preferred requirements may receive additional points during the evaluation process, as outlined in the scoring criteria.

Offeror(s) who have experience implementing policies that improve access to dental care for Ohioans preferred.

Offeror(s) who have existing relationships and established communication methods with dentists.

Offeror(s) demonstrates a plan that will reach a higher number of RHT counties.

I. Scope of Work and Deliverables

Offerors must demonstrate the capability, capacity, and resources necessary to successfully complete all scope of work and deliverables identified in this solicitation. ODH reserves the right to modify the scope of work, including amending existing deliverables, adding additional deliverables, and/or extending or adjusting due dates, as necessary to support programmatic and project needs.

1. Scope of Work

SCOPE OF WORK	
1.	Increase Ohio Medicaid credentialed dentists by convening stakeholder workgroup to address Medicaid related issues, creating a Medicaid credentialing toolkit,

	launching a promotional campaign to increase number of Medicaid providers, and provide technical assistance through credentialing process.
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2. Deliverables

DELIVERABLES		DUE DATE
2.1	Convene Ohio Medicaid stakeholder workgroup to address issues related to Medicaid in Ohio. The stakeholders group should include ODH, Ohio Department of Medicaid, Ohio Medicaid Managed Care Organizations (MCOs), Oral Health Ohio, Ohio Dental Association, Ohio Dental Hygienists Association, dental schools, dental hygiene programs, community health centers, and individual dental providers.	Quarterly through duration of contract
2.2	Create a Medicaid Credentialing Toolkit to guide Ohio dentists through the credentialing process. The Toolkit should include detailed instructions on how to enroll with Ohio Medicaid and Ohio's Medicaid Managed Care Organizations (MCOs), Ohio Medicaid's fee schedule, and tips for financial sustainability.	4/30/2027
2.3.	Launch a targeted promotional campaign aimed at increasing the number of Medicaid credentialed dentists in Ohio	4/30/2027
2.4	Provide technical assistance for Ohio dentists through the Medicaid credentialing process.	Throughout the contract period.
2.5	Provide assistance to new Medicaid providers and dentists with low Medicaid utilization to address identified barriers to treating Medicaid beneficiaries in Ohio (e.g., promoting how to use Medicaid's transportation benefits, Medicaid's claims submission processes, etc.)	Throughout the contract period.
2.6	Monthly Check-in Meetings: Vendor will participate in monthly check in meetings with ODH to monitor and report on progress towards meeting deliverables.	Monthly, Throughout duration of contract
2.7	Monthly Reports: Vendor will provide written progress reports monthly demonstrating progress towards meeting deliverables. Any challenges encountered through recruitment and planning phase must be documented in monthly report.	Monthly, Throughout duration of contract
2.8	Final Program Report: Vendor will provide a final program report to ODH. The final program report will include a final work plan progress update and narrative summarizing program outcomes, as well as	6/30/2027

	successes, challenges, lessons learned, next steps and a plan for sustainability.	
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J. Technical Proposal Evaluation

ODH will evaluate each proposal that it has determined is timely, complete, properly formatted, and meets all of the mandatory requirements, if any. The evaluation will be scored according to the requirements identified in this RFP.

All Offerors, including current contract holders, if applicable, must provide detailed and complete responses. Proposal evaluations and subsequent scores are based solely on the content of the proposal. No assumptions will be made or values assigned for the competency of the Offeror who is a current or previous contract holder.

ODH may have the proposals or portions of them reviewed and evaluated by independent third parties. Additionally, ODH may seek reviews from end users of the work or state personnel who have subject matter expertise or an interest in the work. ODH may adopt or reject any recommendations it receives from such reviews and evaluations, or ODH may give them such weight as the state believes is appropriate.

During the technical evaluation, ODH will calculate a point total for each proposal evaluated as explained below and further in ODH's Proposal Terms and Conditions.

ODH may select any number of the higher-ranking proposals for the next phase. The number of proposals advancing to the next phase is within ODH's sole discretion. ODH may consider one or more higher-ranking proposals, but ODH may not consider any lower-ranking proposals unless all higher ranked proposals are also considered, except as provided herein.

ODH will conduct due diligence by reviewing applicable sources to verify that each Offeror has not misused public funds, is not debarred or otherwise prohibited from contracting with any State agency and is eligible to receive federal funds. Any identified issues must be resolved by the Offeror prior to entering into a contract agreement.

ODH will verify each Offeror's status through the Ohio Secretary of State and the System for Award Management (SAM) maintained by the United States General Services Administration.

- <https://ohioauditor.gov/findings.html>
- https://procure.ohio.gov/state-and-local-agencies/resources/08_debarment-csv-list
- <https://sam.gov/>

3. Technical Evaluation Criterion

CONTRACTOR PROFILE		RATE (0-5)	WEIGHT
3.1	Offeror has experience implementing policies that improve access to dental care for Ohioans.		20
3.2	Offeror has existing relationships and established communication methods with dentists.		20
STAFFING PLAN (PERSONNEL PROFILE)		RATE (0-5)	WEIGHT
3.3	Staff have experience engaging in dental offices in Ohio.		20
3.4	Staff have experience of engaging with stakeholders to increase access to care.		10
WORK PLAN		RATE (0-5)	WEIGHT
3.5	Offeror demonstrates a plan that will reach a higher number of RHT counties.		20
3.6	Offeror demonstrates a plan to increase Medicaid credentialed providers in RHT counties.		10
TOTAL			100

K. Proposal Scoring Requirements

CRITERIA	MAXIMUM ALLOWABLE POINTS
Technical Proposal	500
Cost Proposal	200
Total	700

ODH will score a proposal by multiplying the rating received in each category by its assigned weight and adding all categories together for the Offeror's total technical score from the technical proposal evaluation table. Numerical values are defined as follows:

Numerical Rating	Adjective	Description
5	Excellent	• Response demonstrates an approach to the proposed work with an exceptional solution or level of quality. • Response contains many significant strengths and few minor weaknesses, if any. • There is very little risk that the Offeror would fail to satisfy the requirement(s).
4	Very Good	• Response demonstrates an approach offering unique or innovative methods of performing the proposed work or delivering a solution. • Response contains many strengths that outweigh the weaknesses. Weaknesses, if any, are very minor and can be readily corrected. • There is little risk that the Offeror would fail to satisfy the requirement(s).
3	Acceptable	• Response demonstrates an approach that offers an acceptable solution or level of quality. • Response contains strengths that are balanced by the weaknesses. Weaknesses are minor and can be corrected. • There is some probability of risk that the Offeror may fail to satisfy some of the requirement(s).
2	Weak	• Response demonstrates an approach that inadequately addresses the requirements and/or objectives.

		• Response contains weaknesses that are not offset by strengths. There are significant weaknesses and very few strengths. • There are questions about the likelihood of success and there is a risk that the Offeror may fail to satisfy the requirement(s).
1	Poor	• Response demonstrates an approach that does not meet the stated requirements and/or objectives, lacks essential information, is conflicting, and/or is unproductive. • Response contains many significant weaknesses and very minor strengths, if any. • There is not a reasonable likelihood of success and a high risk that the Offeror would fail to satisfy the requirement(s).
0	Completely Deficient	• Response is missing necessary information to demonstrate that the Offeror can perform. • Response is devoid of strengths. • Response has an unacceptable level of risk that the Offeror will fail to satisfy the requirement(s).

L. ODH's Proposal Terms and Conditions

1. **Terminology.** For purposes of this Contract, any references to "Offeror" in the documents that make up this Contract will mean "Contractor" as of the effective date of this Contract.
2. **Scope of Work and Specifications.** ODH is authorized to prepare scope of work and specifications to obtain supplies and services. The purpose of the scope of work or deliverables is to describe the supplies or services to be purchased and will serve as a basis for comparison of proposal responses.

ODH may make reasonable changes within the general scope of the Work. ODH will do so by issuing a written order under this Contract describing the nature of the change (Amendment) in the format prescribed by ODH. Additionally, if the ODH provides directions or makes requests of the Contractor without an Amendment, and the Contractor reasonably believes the directions or requests are outside the specifications for the Work, the Contractor will have the right to request an Amendment from ODH through ODH Project Manager. All revisions will not be effective until incorporated into this Contract via written amendment.

Scope of Work changes will be managed as follows: (i) pricing for the change will be provided by the Contractor; (ii) ODH will execute a Amendment once it and the Contractor have agreed on the description of and specifications for the change as well as any equitable adjustments that need to be made to the Contractor's Fee or the performance schedule for the Work; and (iii) the Change Order is incorporated into this Contract via written amendment, the Contractor will sign it signify agreement

In no event will ODH be responsible for any increase in the Fee or revision to any delivery schedule unless the relevant change was specifically ordered in writing by ODH and the Contractor has complied with the requirements of this section. ODH has complied with the procedure for Change Orders in this section, nothing in this clause will excuse the Contractor from proceeding with performance of the Work as changed.

3. **Technical Proposal Format.** Contractor's technical proposal shall address all items in the scope of work and deliverables and be submitted as the "Technical Proposal". Failure to sufficiently address each item may result in ODH's determination that the Proposal does not provide sufficient detail to adequately evaluate the Proposal and is, therefore, incomplete, and non-responsive. If the Proposal contains elements that exceed the requirements of the RFP, the Proposal should state the degree to which the requirement will be exceeded and how this will be accomplished. Proposals should be prepared simply and economically, providing a straightforward, concise, and complete description of the Contractor's proposal and capabilities to perform the Agreement. Emphasis should be on completeness, specificity, and clarity of content.
- 3.1. **Company Narrative.** Responses to the RFP shall include a short narrative describing the following:

- 3.1.1. Company Narrative. Responses to the RFP shall include a short narrative describing the following:
 - 3.1.1.1. Description of the Contractor's experience and expertise conducting projects of similar size and scope.
 - 3.1.1.2. Contractor's ability to meet minimum requirements.
 - 3.1.1.3. Contractor's capacity to provide the services required.
 - 3.1.1.4. Documentation of Contractor's soundness and financial capability to perform the work.
 - 3.1.1.5. List of three (3) references for whom the Contractor has performed similar services and deliverables. ODH may, but is under no obligation to, contact the references.
- 3.2.2. Project Narrative. Responses to the RFP shall include a detailed project narrative describing the following:
 - 3.2.2.1. Identification of the objectives, strategies, methodology, services, and deliverables that Contractor proposes to provide.
 - 3.2.2.2. Use of evidence-based practices, if applicable.
 - 3.2.2.3. Timeline for completion of services and deliverables.
 - 3.2.2.4. Ability and experience of key project personnel intended to work on the project and their responsibilities to the project. Include resumes.
 - 3.2.2.5. Identification and description of any proposed Subcontractors. Contractors may not subcontract any work or services of the type described in project scope of work and deliverables without ODH prior written approval.
- 3.2.3 Project Work Plan. Responses to the RFP shall include a detailed project implementation plan describing the following:
 - 3.2.3.1. Clearly identify and discuss with specificity how the Contractor will perform the requirements specific to this project, including each item under Scope of Work and Deliverables.
 - 3.2.3.2. Description of the location and principal office from which the work is to be performed.
 - 3.2.3.3. Identification of the amount of time that led, and key project personnel will be expected to work on the project.
 - 3.2.3.4. Description of contingency plans for completing the project, should the lead or key project personnel become unavailable for any reason.
 - 3.2.3.5. Identification of any anticipated difficulties in meeting the project specifications and a description of proposed solutions to these difficulties.

4. **Contractor's Compensation.** In consideration of the Contractor's promises and satisfactory performance, ODH will pay the Contractor the amount(s) identified in the Contract (the Fee), plus any other expenses identified as reimbursable in the Contract. In no event will payments under this Contract exceed the "not-to-exceed" amount in the Contract without the prior, written approval of the State and, when required, the Ohio Controlling Board and any other source of funding.

The Contractor's right to the Fee is contingent upon the complete and satisfactory performance of the Work or, in the case of milestone payments or periodic payments of an hourly, daily, weekly, monthly, or annual rate, all relevant parts of the Work tied to the applicable milestone or period. Payment of the Fee is also contingent on the Contractor delivering a proper invoice and any other documents required by the Contract.

Contractor's proposed compensation by deliverable shall be submitted as the "Cost Proposal". If in the event an Agreement ensues as a result of this RFP, the Contractor will be required to fulfill the Agreement obligations at the amount proposed. The proposed cost must include all costs associated with performing the work, including travel, shipping, overhead, etc.

5. **Fee Structure.** The fee structure under this Contract will be a fixed cost fee structure. Contractor may invoice the State for each Deliverable or milestone defined in Scope of Work, after the ODH has accepted the Deliverable(s). Contractor may invoice the ODH for any ongoing software licensing, maintenance, and support costs annually in advance
6. **Economic Price Adjustment.** The Contract prices(s) will remain firm for the first 48 months of the Contract. Thereafter, the Contractor may submit a request to increase its price(s) to be effective 30 calendar days after acceptance by ODH. No price adjustment will be permitted prior to the effective date of the increase received by the Contractor from its suppliers; on purchase orders that are already being processed; or on purchase orders that have been filled and are awaiting shipment. If the Contractor receives orders requiring quarterly delivery, the increase will apply to all deliveries made after the effective date of the price increase.

The price increase must be supported by a general price increase in the cost, e.g., increases in the cost of raw materials, labor, freight, workers' compensation and/or unemployment insurance. Detailed documentation, to include a comparison list of the contract items and proposed price increases, must be submitted to support the requested increase. Supportive documentation includes, but is not limited to: copies of the old and the current price lists or similar documents which indicate the original base cost of the product to the Contractor and the corresponding increase, and/or copies of correspondence sent by the Contractor's supplier on the supplier's letterhead, which contain the above price information and explains the source of the increase in such areas as raw materials, freight, fuel or labor, etc.

Should there be a decrease in the cost of the finished product due to a general decline in the market or some other factor, the Contractor is responsible to notify the ODH immediately. The price decrease adjustment will be incorporated into the contract and will be effective on all

purchase orders issued after the effective date of the decrease. If the price decrease is a temporary decrease, such should be noted on the invoice. In the event that the temporary decrease is revoked, the contract pricing will be returned to the pricing in effect prior to the temporary decrease. For quarterly deliveries, any decrease will be applied to deliveries made after the effective date of the decrease. Failure to comply with this provision will be considered as a default and will be subject to Termination of the Contract.

7. **Proposal Submittal.** ODH must receive proposals via Ohio Buys. Each Offeror must submit a “Technical Proposal” and “Cost Proposal” as part of its total Proposal before the opening time on the Proposal due date as listed in Ohio Buys. These are two separate components which shall be submitted as separate electronic documents, clearly identified as either “Technical Proposal” or “Cost Proposal” and the RFP number.
8. **Proposals are a Public Record.** Once proposals have been reviewed, they will be forwarded to the ODH Project Evaluation Committee to begin the evaluation process. After proposals are opened, they are public records as defined in Ohio Revised Code Section 149.43 and are subject to all laws appurtenant thereto. Contractor may request that certain information, such as trade secrets or proprietary data, be designated as confidential and not considered as public records. Pricing is not considered as confidential. The decision as to whether such trade secrets or proprietary data shall be disclosed shall rest solely with ODH.
9. **Withdrawal of Proposal Prior to Scheduled Opening.** Contractor may withdraw a proposal by written request any time after ODH receives the proposal and before scheduled opening.
10. **Withdrawal of Proposal After Scheduled Opening.** Contractor may by written request withdraw its proposal after scheduled opening if there is reasonable proof that an inadvertent mistake was made, and the correction cannot be determined with reasonable certainty.
11. **Correction of Proposal Before Scheduled Opening.** If a Contractor withdraws its proposal and resubmits it with revisions, the revisions should be clearly identified and initialed by the Contractor. Any corrections must be completed off the ODH premises.
12. **Correction after Scheduled Opening.** ODH may permit a Contractor alleging an inadvertent error to correct its proposal after opening, only if the mistake and the correction are clearly evident from the proposal and correction does not affect the amount of the proposal or otherwise give the Contractor an unfair competitive advantage.
13. **Proposals are Firm for 90 Days.** Unless stated otherwise, once opened all proposals are irrevocable for ninety (90) days. Beyond ninety (90) days, the Contractor will have the option to honor their proposal or make a written request to withdraw their proposal from consideration.
14. **Rejected Proposals.** ODH may reject any proposal as a whole or in part, if any of the following circumstances are true:
 - 14.1. Proposals are not in compliance with the required format stated in the RFP.
 - 14.2. Proposals do not address all the requirements of the RFP.

- 14.3. The price is excessive in comparison with market conditions or with the available funds of the Agency.
- 14.4. ODH determines that awarding any item is not in the best interest of the Agency.
15. **Alternative Proposals.** A Contractor may desire to submit an alternative proposal that achieves the purpose, specifications, and scope of ODH's request. A Contractor submitting an alternative proposal shall clearly identify and quantify the advantages of the alternative.
16. **Proposal Preparation.** ODH assumes no responsibility for costs incurred by the Contractor prior to the award of the Agreement resulting from this RFP. Proposals may not include any amounts attributable to its preparation.
16. **Contractor May Request Clarification.** If a Contractor discovers an inconsistency, error or omission in this RFP, the Contractor should request clarification from ODH Office of Procurement Services. Such clarification may be made only through email. No other form of clarification is acceptable. Failure of Contractor to comply may result in the Contractor being deemed not responsive.
17. **Communication Prior to the Response Due Date.** From the Release Date of this RFP until the date of the Agreement award, there shall be no communications concerning this RFP between any Contractor who may ultimately submit a Proposal and any employee of ODH involved in the issuing of the RFP, or any other state employee who is in any way involved in the ODH project, except as follows:

An ODH employee may send communications to potential Contractors with a link to ODH's RFP announcement after the Release Date to encourage a diversity of Contractors to submit a Proposal.

18. **ODH Modifications/Amendments to the RFP.** If ODH decides to revise this RFP before the Proposal due date, an amendment will be issued in OhioBuys as a new round. If an Offeror has submitted a Proposal prior to an amendment being issued and wishes to be considered, the Offeror must resubmit their Proposal in response to the latest round of the RFP. Proposals submitted in response to amended RFPs prior to the most recent amendment will not be opened or evaluated. ODH may issue amendments to this RFP any time before Proposals are due, and it is each Offeror's responsibility to check for amendments and other current information regarding this RFP.

Unless otherwise stated in the notice by ODH modifications and withdrawals must be submitted within OhioBuys prior to the end date of the amendment response period. If this RFP provides for a negotiation phase, this procedure will not apply to changes negotiated during that phase. Any modification that is broader in scope than ODH has authorized may be rejected and treated as a withdrawal of the Offeror's Proposal.

A Contractor may elect to withdraw the proposal, provided that the Contractor files a written request within ten (10) calendar days of DOH's distribution of the addendum.

19. **Unit Costs.** Contractors shall not insert a unit cost of more than two (2) digits to the right of the decimal point. Digits beyond the two (2) will be dropped and not used in the evaluation of the proposal.
20. **Responsive Contractor.** A Contractor is responsive if its proposal responds to the RFP completely and contains no irregularities or deviations from the RFP that would affect the proposal or otherwise give the Contractor an unfair advantage.
21. **Responsible Contractor.** ODH will determine if a Contractor is responsible using the following factors:
 - 21.1. Experience of the Contractor.
 - 21.2. Contractor's financial condition.
 - 21.3. Contractor's conduct and performance on previous Agreement.
 - 21.4. Contractor's facilities.
 - 21.5. Contractor's management skills.
 - 21.6. Contractor's ability to execute the Agreement properly.
 - 21.7. Review of Federal and State debarment lists.
22. **Information Requested.** ODH may request additional information to evaluate a Contractor's responsiveness to the RFP or to evaluate a contractor's responsibility. If a Contractor does not provide the requested information, it may adversely impact ODH evaluation of the Contractor's responsiveness or responsibility.
23. **Samples.** ODH may require Contractors to provide samples or examples of work, at the Contractor's expense. Samples must be clearly identified by the Contractor, the RFP number, and the item the sample represents. ODH will return samples that are not destroyed in testing, at the Contractor's expense, upon the Contractor's timely request. ODH may keep the samples of the Contractor awarded the Agreement until the completion of the Agreement.
24. **Estimated Usage.** Unless otherwise stated, the usage indicated for each item(s), if applicable, are to be considered as estimates only and should be considered as information relative to potential purchases that may be made from the Agreement. ODH makes no representation or guarantees as to the actual amount of the items(s) to be purchased.
25. **Technical Proposal Evaluation.**

Proposals submitted by Contractors that do not meet the minimum requirements will not be evaluated. Proposals determined by ODH to lack completeness, specificity or clarity of content may be deemed nonresponsive and, therefore, will not be evaluated. The remaining proposals will be evaluated, scored, and ranked by a committee of selected staff. Proposals will be evaluated by the technical review criteria.

The evaluation committee will assign a numerical rating to each technical competency in the RFP based upon a review of that Contractor's Proposal. The ratings are to be awarded as follows:

Numerical Rating	Adjective	Description
5	Excellent	• Response demonstrates an approach to the proposed work with an exceptional solution or level of quality. • Response contains many significant strengths and few minor weaknesses, if any. • There is very little risk that the Offeror would fail to satisfy the requirement(s).
4	Very Good	• Response demonstrates an approach offering unique or innovative methods of performing the proposed work or delivering a solution. • Response contains many strengths that outweigh the weaknesses. Weaknesses, if any, are very minor and can be readily corrected. • There is little risk that the Offeror would fail to satisfy the requirement(s).
3	Acceptable	• Response demonstrates an approach that offers an acceptable solution or level of quality. • Response contains strengths that are balanced by the weaknesses. Weaknesses are minor and can be corrected. • There is some probability of risk that the Offeror may fail to satisfy some of the requirement(s).
2	Weak	• Response demonstrates an approach that inadequately addresses the requirements and/or objectives. • Response contains weaknesses that are not offset by strengths. There are significant weaknesses and very few strengths.

		There are questions about the likelihood of success and there is a risk that the Offeror may fail to satisfy the requirement(s).
1	Poor	- Response demonstrates an approach that does not meet the stated requirements and/or objectives, lacks essential information, is conflicting, and/or is unproductive. - Response contains many significant weaknesses and very minor strengths, if any. - There is not a reasonable likelihood of success and a high risk that the Offeror would fail to satisfy the requirement(s).
0	Completely Deficient	- Response is missing necessary information to demonstrate that the Offeror can perform. - Response is devoid of strengths. - Response has an unacceptable level of risk that the Offeror will fail to satisfy the requirement(s).

The

value assigned to each criterion is only a value used to determine which Proposal is the most advantageous to the Agency in relation to the other Proposals that ODH received.

The evaluation committee will evaluate each proposal and award up to the maximum amount specified for each criterion. A proposal must receive a total technical score of at least 300 points (60 percent of the maximum total technical score of 500) for ODH to consider awarding an Agreement for that proposal.

26. **Presentations and Interviews.** ODH may require may request some Offerors to interview, make presentations about their Proposals, or demonstrate the products or services. If the interviews, presentations, or demonstrations are held as part of the technical proposal evaluation, all Offerors having Proposals under evaluation may participate. ODH may then use the information gathered from this process in evaluating the merits of the Proposals. The demonstrations, presentations, and interviews may also result in an adjustment of a proposal's evaluation. Such interviews will provide a Contractor with an opportunity to present its Proposal and to ensure a mutual understanding of the Proposal's content.

Alternatively, if the interviews, presentations, or demonstrations are held after the technical proposal evaluation, the State may limit them to one or more of the higher-ranking Offerors. The State may limit such interviews, presentations, and demonstrations to areas in which it seeks further information from the Offerors.

27. **Cost Proposal Evaluation.** This proposal is based on a "Best Overall Value" determination, which considers multiple factors beyond just cost. These include the quality of services,

products offered, vendor experience and qualifications, past performance, proposed methodology and the ability to meet project timelines. ODH will calculate the Contractor's Cost Proposal points along with the Contractor's total technical points are determined, in the final stages of evaluation.

Offeror's total cost for the Work must include all one-time and ongoing costs and be represented as a firm fixed price. Contractor will be paid according to the fee structure within the Cost Proposal Form.

Offeror may not modify or reformat the Cost Proposal Form. The Offeror must complete the required portions of the Cost Proposal Form. Additionally, all portions of the Cost Proposal Form must be completed in the exact format provided. The Offeror must not include exceptions, additional terms and conditions, or assumptions, in the submitted Cost Proposal Form. ODH may reject any Proposal with a modified or reformatted Cost Proposal Form; a Cost Proposal Form that is not separately submitted; or a Cost Proposal Form that includes exceptions, additional terms and conditions, or assumptions.

Offeror can include a separate document to include cost details and must submit these details along with the cost proposal form.

ODH will not be liable for any costs the Offeror does not identify in its cost proposal. There will be no additional reimbursement for travel or other related expenses unless specified above in this solicitation

28. **Final Stages of Evaluation** Contractor with the highest point total from all phases of the evaluation (Technical Points + Cost Points) will be recommended for the next phase of the evaluation.

Technical Score: _____ + Cost Score: _____ + MBE Score _____

= Total Score: _____

If ODH finds that one or more Proposals should be given further consideration, ODH may select one or more of the highest-ranking Proposals to move to the next phase, which may include a Best and Final Offer (BAFO). ODH may alternatively choose to bypass any or all subsequent phases and make an award based solely on the Proposal evaluation phase.

29. **Clarifications & Corrections.** During the evaluation process, ODH may request clarifications from any potential Contractor under active consideration and may give any Contractor the opportunity to correct defects in its Proposal if ODH believes doing so does not result in an unfair advantage for the Contractor and it is in ODH's best interests. Any clarification response that is broader in scope than what ODH has requested may result in the Contractor's proposal being disqualified.
30. **Agreement Negotiation.** It is at the discretion of DOH whether to permit negotiations. A Contractor must not submit a proposal assuming there will be an opportunity to negotiate

any aspects of the RFP. When it has been determined that it is in the Agency's best interest to conduct negotiations, ODH may request a submission of the best and final quotation.

31. **Agreement Award.** The ODH Project Committee evaluating the Proposals and, if applicable, the Presentations will recommend to the Director of Health the award of an Agreement based upon the total Contractor score and whether awarding an Agreement will result in obtaining the best value and advantage to ODH. The Director's award of an Agreement will be identified by the Director's signature on the Agreement. The Director's award is final and not appealable. ODH at any time may determine that award of an Agreement is not in the best interest of ODH and may reject, cancel, or re-issue this RFP in whole or in part.
32. **Agreement Contents.** If this RFP results in an Agreement award, the Agreement will consist of this RFP, along with attachments, addenda, purchase orders, change orders, and terms and conditions. ODH reserves the right to award multiple Agreement under this RFP.
33. **Contractor Start Date.** ODH expects the Contractor to commence work upon Agreement execution. If the Contractor is unable or unwilling to commence work, ODH reserves the right to cancel the award and resume the evaluation process with the next most advantageous proposal.
34. **Non-Collusion Certification.** The Contractor certifies that he/she is (sole owner, partner, president, secretary, etc.) of the party making the forgoing proposal, that such proposal is genuine and not collusive or sham; that Contractor has not colluded, conspired or agreed, directly or indirectly, with any Contractor or person, to submit a sham proposal; or colluded or conspired to have another not proposal; and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person to fix the proposal price of its proposal or any other Contractor, or to fix any overhead, profit or cost element of the proposal price, or of that of any other Contractor, to secure any advantage against any Contractor or any person or persons interested in the Agreement and that all statements contained in the proposal are true; and further, that the Contractor has not, directly or indirectly, submitted this proposal, or the contents thereof, or divulged any related information or data to any association or to any member or agent of any association.
35. **ODH Withdrawal of the RFP.** ODH reserves the right to withdraw the RFP at any time prior to the award the Agreement.
36. **Damages Arising from RFP Specifications.** A Contractor may not be compensated for damages arising from inaccurate or incomplete information in the RFP, specifications or from inaccurate assumptions based upon the specifications.
37. **Protests.** Objections to the Agreement award may be filed through a protest. Such protest must comply with the following information:
 - 37.1. The protest must be filed by a prospective or actual Contractor objecting to the award of an Agreement resulting from this RFP. The protest must be in writing and contain the following information:

- 37.1.1. Name, address, and telephone number of the protester.
- 37.1.2. Name and number of the RFP being protested.
- 37.1.3. Detailed statement of the legal and factual grounds for the protest, including copies of any relevant document.
- 37.1.4. Request for a ruling by ODH.
- 37.1.5. Statement as to the form of relief requested from ODH; and
- 37.1.6. Any other information the protester believes to be essential to the determination of the factual and legal questions at issue in the written request.

37.2. A timely protest will be considered within the following periods:

- 37.2.1. A protest based on alleged improprieties in the issuance of the RFP, or any other event preceding the closing date for receipt of Proposals which are apparent or should be apparent prior to the closing date for receipt of Proposals, must be filed not later than five (5) business days prior to the Proposal due date.
- 37.2.2. If the protest relates to the recommendation of the evaluation committee for an award of the Agreement, the protest must be filed within fifteen (15) business days of the award communication.

37.3 All protests must be filed at the following location:

Ohio Department of Health
Office of Procurement Services
Attention: Natasha McDaniel
246 North High Street

38. **Minority Business Enterprise Program.** ODH is committed to making more Agreement and opportunities available to minority business enterprises (MBE) certified by the Ohio Department of Administrative Services pursuant to Section 122.921 of the Ohio Revised Code and Rule 164-1-32 of the Ohio Administrative Code. This RFP contains a sheltered solicitation requirement, which encourages the Contractor to seek and set aside a portion of the work to be exclusively performed by Ohio certified MBE businesses. For more information regarding Ohio MBE certification requirements, including a list of Ohio certified MBE businesses, visit the Ohio Department of Development (DEV), Minority Business Development Division (MBDD) website at: <https://development.my.site.com/ODSA/s/mbddcertifications>.

To search for Ohio certified MBE businesses, utilize the following search routine published on the DAS Equal Opportunity Division website.

- 38.1 Select “Locate MBE-Certified Providers and Download Certifications” as the “MBDD Search Area”
- 38.2 Select “Search”; and
- 38.3 A list of Ohio MBE Certified Service Providers will be displayed.

39. **Embedded Minority MBE Set-Aside.** ODH is committed to making more State contracts and opportunities available to minority business enterprises (MBE) certified by the Ohio Department of Development pursuant to Section 122.921 of the Ohio Revised Code and the corresponding sections of the Ohio Administrative Code. This RFP contains a sheltered solicitation requirement which encourages the Offeror to seek and set aside a portion of the Work to be exclusively performed by Ohio certified MBE businesses. For more information regarding Ohio MBE certification requirements, including a list of Ohio certified MBE businesses, please visit Development's Minority Business Certification web site at:

<https://development.ohio.gov/business/minority-business/business-certifications/office-of-business-certifications>

This RFP contains a sheltered solicitation requirement which encourages the Offeror to seek and set aside a portion of the Work to be exclusively performed by Ohio certified MBE businesses.

ODH has included in the Evaluation Scoring Formula of this RFP:

MBE Participation Value Range	
Percentage of Work Offered	Percentage of MBE Points Available
0%	0
1% - 5%	10 Points
6% - 10%	20 Points
11% - 15%	30 Points
16% - 24%	40 Points
25% or greater	50 Points

In seeking solicitations from Ohio certified MBE Contractor, the Offeror must:

- 39.1 Identify a UNSPS code, specific to six digits, that is appropriate for the work which will be subcontracted. The codes can be reviewed at the following link:
- https://procure.ohio.gov/static/pdf/UNSPSC_and_NAICS_Effective_06_08_2020.xlsx.
- 39.2 Utilize a competitive process to which only Ohio MBEs certified for the chosen code may respond.
- 39.2.1 Have established criteria by which Ohio MBEs will be evaluated including business ability and specific experience related to the Work requirements; and
- 39.2.2 Require the Ohio certified MBE maintain a valid certification throughout the term of the Contract, including any renewals.

39.2.3 MBE Contractor Plan. Offeror's proposal must include an Ohio certified MBE Contractor plan (Plan). The Plan must:

- State the specific percentage of the cost of the Work that it will set aside for Ohio certified MBE Contractor only.
- Include a description of a competitive process used for the selection of Ohio certified MBE Contractor to which only Ohio certified MBEs responded, and (c) identification of proposed portions of the Work to be performed by Ohio certified MBE Subrecipient.

39.2.4 Tracking. The Contractor shall indicate on all invoices submitted to the Agency the dollar amount attributed to the Work provided by the selected Ohio certified MBE Contractor along with documentation of the Ohio certified MBE Subrecipient's activities. Contractor shall report all Ohio certified MBE Contractor payments under this Contract monthly to the Agency. Compliance with the Subrecipient's proposed cost set-aside percentage is a term of this contract and failure to attain the proposed percentage by the expiration of the contract may result in the Contractor being found in breach of contract.

39.2.5 Modification or Waiver. Contractor may apply in writing to the Agency, on a form prescribed by DAS, for a waiver or modification of its proposed MBE set-aside cost percentage. However, no modification or waiver request may be submitted before at least 30% of the Work is completed or after 80% of the work is completed. Contractor shall submit evidence acceptable to Agency demonstrating that Contractor made a good faith effort to seek Ohio certified MBE Subrecipient, in order to justify the granting of a waiver or modification. Within 30 days of receipt of the request, Agency will determine whether Subrecipient's good faith efforts and submitted documentation justify the granting of a waiver or modification. If a waiver or modification is denied, Contractor will have an opportunity to attain the percentage before the completion of the work. Compliance with any modified cost set-aside percentage is a term of this contract and failure to attain the percentage by the expiration of the contract may result in the Contractor being found in breach of contract.

39.2.6 Fee At Risk. Compliance with Offeror's MBE set-aside cost percentage is the term of this contract. Contractor agrees to place its payment at risk in an amount equal to 10% of the MBE set aside cost percentage amount, to be deducted from each invoice throughout the duration of the Contract for failure to attain the MBE set-aside percentage by the end of each Contract term. The total

MBE spend will be reconciled with the amount held at risk at the end of each term.

40. **Veteran-Friendly Business Enterprise (VBE) Program.** The State of Ohio's Veteran-Friendly Business Enterprise (VBE) Procurement program provides preference to certified companies that compete to Agreement with the state to supply the goods or services it needs, including eligible construction services. To be eligible for certification, the applicant business must satisfy one of the following criteria:
- 40.1 At least ten percent of its employees are veterans or active service.
 - 40.2 At least fifty-one percent of the applicant business is owned by veterans or persons on active service.
 - 40.3 If the applicant business is a corporation fifty-one percent of which is not owned by veterans or persons on active service, at least fifty-one percent of the board of directors are veterans or persons on active service; or
 - 40.4 The business is certified by the United States Department of Veterans Affairs as a Service-Disabled Veteran-Owned Small Business or a Veteran-Owned Small Business and the owner(s) of the business meets the definition of veteran as defined in Rule 109:2-1-02 of the Ohio Administrative Code. Information regarding how to obtain this Business Certification can be located at the following link [http: https://ohio.gov/business/resources/vbe](https://ohio.gov/business/resources/vbe) .
41. **Human Trafficking:** Each contractor, its employees, subcontractors and their employees shall comply with Section 106 (g) of the Trafficking Victims Protection Act of 2000, as amended (22 USC 7104); and is now located at 2 CFR Part 175. Contractor must include this provision in its contracts and subcontracts under this Solicitation. Contractor must inform ODH immediately of any information regarding violation of the foregoing. Contractor understands that its failure to comply with this provision may subject ODH to loss of federal funds. Contractor agrees to compensate ODH for any such funds lost due to its failure to comply with this condition, or the failure of its subcontractors to comply with this condition.
- 41.1 If applicant's agency serves populations at higher risk of becoming victims of human trafficking or promotes the expansion of services to identify and serve those affected by human trafficking, applicant shall include that information in their application and include the program name.

Appendix A – Cost Proposal Form Instructions

Offeror's total cost for the work must include all one-time and ongoing costs and be represented as a firm fixed price. The contractor will be paid according to the fee structure within the Cost Proposal Form.

The Offeror may not modify or reformat the Cost Proposal Form. The Offeror must complete the required portions of the Cost Proposal Form. Additionally, all portions of the Cost Proposal Form must be completed in the exact format provided. The Offeror must not include exceptions, additional terms and conditions, or assumptions, in the submitted Cost Proposal Form. ODH may reject any proposal with a modified or reformatted Cost Proposal Form; a Cost Proposal Form that is not separately submitted; or a Cost Proposal Form that includes exceptions, additional terms and conditions, or assumptions.

Offeror can include a separate document to include cost details and must submit these details along with the Cost Proposal Form.

ODH will not be liable for any costs the Offeror does not identify in its cost proposal. There will be no additional reimbursement for travel or other related expenses unless specified above in this solicitation.

The cost proposal form will multiply the cost {column D) by the usage {column F) to show the amount an offeror will bill for that deliverable, for that contract period. Usage essentially means how many times you will "bill" for that deliverable or how many outputs will be provided. For example, if a 12-month contract has quarterly reports due, the cost is how much you will be charging per report; the usage is how many times you will bill or provide those reports. Therefore, the 'usage' for quarterly reports would be 4 at a cost of \$100 would amount to \$400.

Appendix B – Counties of Focus Map

Ohio Rural Health Transformation Counties of Focus

