REQUEST FOR PROPOSALS

FEDERALLY QUALIFIED HEALTH CENTER CONSULTING SERVICES

Title of RFP: Federally Qualified Health Center Consulting Services

Date of Issuance of RFP: Friday, September 7, 2007

Deadline for Submission of Written Proposals: Friday, September 28, 2007

Contact Office: Brian C. Baker, Deputy General Counsel
Office of Legal Affairs
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SCHEDULE A:
DESCRIPTION OF SERVICES SOUGHT
AND ADDITIONAL CRITERIA

Please read the full text of the Request for Proposals to which this Schedule is attached for important information concerning the terms of this Request for Proposals and additional required information.

1. **Description of Services Sought**

   The Nassau Health Care Corporation (“NHCC”) is seeking proposals from qualified entities to provide consulting services related to converting its community health centers and ambulatory care clinics into Federally Qualified Health Centers. NHCC requires a financial and logistical assessment of this conversion as well as recommendations as to the course of action that provides the greatest benefit to NHCC.

2. **Additional Selection Criteria**

   In addition to the general Selection Criteria, Proposers’ references and prior project outcomes at other facilities, including the timeliness of completion and of achievement of improvements, will be critical factors in the selection process. Proposers should provide detailed information about the cost, timeliness and financial outcomes on a range of prior projects. NHCC will be particularly interested in proposals in which the proposed compensation is based on performance and positive results from implementation of the Proposer’s recommendations.
I. Introduction

The Nassau Health Care Corporation (“NHCC”), a New York State public benefit corporation created by the Public Authorities Law of the State of New York, is a 1,120-bed health care system. NHCC operates the Nassau University Medical Center, a 530-bed tertiary care teaching hospital (“NUMC”); the A. Holly Patterson Extended Care Facility, an 589-bed skilled nursing facility; and six Diagnostic and Treatment Centers (the “Community Health Centers” or “CHCs”). NHCC is affiliated with the North Shore-Long Island Jewish Health System and the Health Sciences Center of the State University of New York at Stony Brook and maintains a strong commitment to the education of healthcare providers. NHCC has a proud tradition of service and caring to the people of Long Island, and particularly the Nassau County community. Today, its staff of over 3300 treats more than 72,000 persons annually in its Emergency Department, 23,000 in-patients, and performs 2,000 deliveries. In addition, NHCC handles approximately 70,000 patient visits in its Community Health Centers and more than 200,000 patient visits in over 85 specialized ambulatory care clinics.

NHCC is requesting proposals for the services described in Schedule A of this Request for Proposals (“RFP”). The deadline for submission of Proposals is set forth in Schedule A. Proposals shall be prepared and submitted as outlined below; proposals that do not conform to these requirements may be disqualified.

II. Process To Be Followed

This RFP is available to interested parties through the NHCC office designated in Schedule A. It may also be downloaded by clicking on the “Procurement” link found on the NHCC website at www.numc.edu. All requests for information concerning this RFP should be directed to the contact office designated in Schedule A in writing by the due date for information requests specified in Schedule A, or if no date is specified, SEVEN (7) business days prior to the due date for proposals.

Proposers must submit ONE ORIGINAL, THREE (3) COPIES, and ONE COPY ON CD of their proposals by 3:00 p.m. on the Due Date specified in Schedule A. Electronic or facsimile proposals will not be accepted.

Each written proposal must include the forms attached in Appendix A to this RFP. Each Proposer shall be notified whether it has been selected following completion of NHCC’s evaluation of proposals received. The selected Proposer will then enter into negotiations with NHCC regarding the specific terms of an appropriate agreement. If agreement cannot be reached with a selected Proposer within a reasonable time, NHCC may reject that Proposer and commence negotiations with one or more other Proposers.

Proposals are to be prepared in such a way as to provide a straightforward, concise
description of capabilities to satisfy the requirements of this RFP. Expensive bindings, colored
displays, promotional materials, etc., are neither necessary nor desired. Emphasis should be
concentrated on conformance to the RFP instructions, responsiveness to the RFP requirements,
and on completeness and clarity of content.

III. Contents of Proposals

Please limit proposals to the following information only. Provide the same information
in each section for any sub-consultants proposed:

A. Name of the Proposer.

B. Contact person for the Proposer, including name, address, phone and fax numbers, e-
   mail address and other contact information.

C. Proposer Background, including:

   1. Brief history of your Firm and a description of all services your Firm
      provides.

   2. A summary description of its organizational structure (e.g., corporation,
      partnership, LLC, etc.), its history (including information on the date of its
      formation and the State of its formation), its management and ownership
      structure (including the name and address of its officers, and of each person,
      directly or indirectly holding a five percent (5%) or greater ownership interest
      in the Proposer.

   3. A description of the Proposer’s existing business operations, including
      number of employees by discipline.

   4. Proposals must demonstrate the qualifications and experience of the Proposer
      specifically related to the services contemplated by this RFP.

   5. Proposer’s financial information. This information is needed to ensure that
      each Proposer will be capable of performing its obligations under any
      agreement entered into between the Proposer and NHCC. Demonstration of
      the applicant’s financial soundness may be established by submitting the
      following information:

      a. A copy of the Proposer’s most recent annual audited financial
         statement and annual audited financial statements for the previous two
         years.

      b. Copies of the Proposer’s subsequent quarterly financial reports.

      c. Detailed information of any changes in the mode of conducting the
         Proposer’s business, including bankruptcy proceedings or filings, and
         merges or acquisitions within the past 3 years.
d. List of any bankruptcy proceedings in the past ten years initiated by or against the Proposer or any affiliate or related company.

6. At least three business references (including names of individuals, their titles, organizations, mailing addresses, telephone and fax numbers, and e-mail addresses).

7. A Proposer that is a licensed health care provider or other licensed entity must include information concerning any material negative findings, sanctions imposed or pending regulatory or legal proceedings.

8. Proposals must include the following:

   a. List of any and all criminal convictions within the last ten years rendered against the Proposer, any officer or director thereof, or any affiliate or related company and its officers and directors.

   b. List of any and all civil penalties, judgments, consent decrees, violations, Statements of Deficiency or other sanctions within the last ten years rendered against the applicant, any officer or director thereof, or any affiliate or related company and its officers and directors.

   c. List of any and all current investigations, indictments or pending litigation by any Federal, State or local jurisdiction initiated against the applicant, any officer or director thereof, or any affiliate or related company and its officers and directors.

   d. List of any and all actions occurring with the last ten years which have resulted in revocation or suspension of any permit or authority to do business in any Federal, State, or local jurisdiction, by the applicant, any officer or director thereof, or any affiliate or related company and its officers and directors.

   e. List of any and all actions occurring in the past ten years that have resulted in the barring from public proposal submission of the applicant, any officer or director thereof, or any affiliate or related company and its officers and directors.

D. Qualifications of Proposer to carry out this specific project or to provide these services, including a list of comparable projects and identification of individuals (including their names, titles, organizations, mailing addresses, telephone, fax numbers, and e-mail addresses) who may be contacted with respect to each comparable project.

1. Provide adequate information demonstrating experience on projects of similar scope and magnitude. Project start/completion dates and owner/client reference must be included.
2. List all projects your Firm has completed or is in progress for the past 18 months. Give a brief description of each project, including owner, size of facility, type of work performed, and size of project and completion date.

3. List the five similar projects your Firm has completed (or is in progress). Give a brief description of each project; include the size of the facility, owner and owner contact to be used for reference purposes. Also include project start and completion (proposed) date.

E. The qualifications and experience of Proposer’s staff and management for the project, including any proposed sub-contractors.

1. List the professional and support positions and number or personnel in each position. Provide resumes for all key staff and subcontractors (resumes must be no longer than two pages per individual).

2. Provide an organizational chart that includes all personnel who will be committed to this engagement. Provide specific information as to their experience on engagements similar to this one. For the project manager identified as part of the project team, provide the name and contact information of three clients with whom that person has worked on a similar building project.

3. List professional consultants outside your Firm you propose to provide services not available from your Firm. Provide specific information documenting their work on similar projects.

F. Project Approach/Team

1. Indicate the structure of your project team as well as the possible structure of NHCC’s project team. Describe the services that will be performed by your Firm and any sub-consultant.

2. Describe the deliverables for each phase of the project as you have outlined, include sample deliverables where possible.

3. Comment on your Firm’s ability to commence and complete this project. Indicate the anticipated duration of this project from time of award, including milestone dates.

4. Indicate how your Firm will manage and integrate the efforts of sub-consultants.

5. Include a list (if applicable) of projects completed with proposed sub-consultants.

6. List the members of the specific project team proposed by you; describe the role of each member; indicate number of years of relevant experience.
Provide a brief resume of each team member. Only include team members proposed and available for this project.

G. Scope of proposed services, including work plan and methodology.

H. As an attachment, please provide work samples produced by members of the Firm’s team developed for specific projects related to the size, scope and magnitude of this assignment.

I. Proposed Fee

1. For each task, as you have outlined, list each discipline that will be utilized, man hours estimated to complete each task, and the hourly billable rate that NHCC will be charged including any and all multipliers. Indicate the proposed costs by phase and total costs anticipated to complete this project. Include the same information for any sub-consultants in each phase.

2. List all reimbursable expenses that you anticipate for this project. Include an estimate of reimbursable expenses anticipated and any multiplier to be applied to reimbursable expenses.

3. List any other costs anticipated on this project.

4. Provide a summary of all the costs described in 1 through 3 above.

5. Provide information on your billing practices, including reimbursable cost categories. Please state all fees as dollar figures, not percentages. All task amounts shall include associated meetings, progress reports and direct costs.

J. List your general liability and professional liability insurance coverage.

K. Any contingencies or conditions on the proposal.

L. Information required in Appendix A to this RFP.

IV. Confidential Information

A. The New York State “Freedom of Information Law,” Public Officers Law Article 6 permits access to government records, and may permit public access to proposals submitted in response to this RFP. To protect any portion of responses that constitutes technical, financial or other data whose public disclosure would cause substantial injury to a Proposer’s competitive position, or would constitute disclosure of a trade secret, a Proposer must designate any sections of its proposal that meet those criteria. NHCC assumes no responsibility for disclosure of unmarked data for any purpose. NHCC will review such designations in making its determination whether disclosure is required, which determination shall be binding on the Proposer.
V. **Affirmative Action**

It is the policy of NHCC to comply with all federal, state and local laws, policies, orders, rules and regulations which prohibit unlawful discrimination because of race, creed, color, national origin, sex, sexual orientation, age, disability or marital status, and to take affirmative action in working with contracting parties to ensure that Minority and Women-owned Business Enterprises (M/WBEs), Minority Group Members and women share in the economic opportunities generated by NHCC’s participation in projects or initiative, and/or use of NHCC funds. NHCC’s non-discrimination and affirmative action policy will apply to this initiative. M/WBEs are encouraged to respond. A copy of each respondent’s equal employment opportunity policy statement and staffing plan of the anticipated workforce shall be included as part of the response to this RFP.

VI. **Procurement Law Requirements**

State Finance Law §§ 139-j and 139-k (collectively, the “Procurement Requirements”) apply to this RFP. The Procurement Requirements (1) govern permissible communications between potential respondents and NHCC with respect to this RFP during the procurement process; and (2) establish sanctions for knowing and willful violations of the provisions of the Procurement Requirements, including disqualification from eligibility for an award of any contract pursuant to this solicitation.

Compliance with the Procurement Requirements requires that (a) all communications regarding this RFP, from the issuance of this RFP through final award and approval of any resulting contract (the “Restricted Period”), be conducted **only** with the contact person(s) listed above; (b) the completion by respondents of the Offerer Disclosure of Prior Non-Responsibility Determinations and the Offerer’s Affirmation of Understanding of and Agreement pursuant to State Finance Law, copies of which are attached to this RFP as attachments to Appendix A, and (c) periodic updating of such forms during the term of any contract resulting from this RFP. Proposers must submit both of these forms, properly completed, as part of their proposals. The Procurement Requirements also require NHCC employees to obtain and report certain information when contacted by prospective bidders during the Restricted Period, make a determination of the responsibility of bidders and make all such information publicly available in accordance with applicable law. If a prospective bidder is found to have knowingly and willfully violated the State Finance Law provisions, that prospective bidder and its subsidiaries, related or successor entities will be determined to be a non-responsible bidder and will not be awarded any contract issued pursuant to this RFP.

A copy of the State Finance Law Sections 139-j and 139-k can be found at [http://www.ogs.state.ny.us/aboutogs/regulations/advisoryCouncil/StatutoryReferences.html](http://www.ogs.state.ny.us/aboutogs/regulations/advisoryCouncil/StatutoryReferences.html). All potential Respondents are solely responsible for full compliance with the Procurement Requirements.
VII. **Selection Criteria**

Proposals will be reviewed and evaluated on the following:

1. Completeness of the proposal in the format indicated in the RFP.
2. Your ability to provide the services as evidenced in the Firm’s current and recent experience in providing similar services for other healthcare providers, including evaluation of references supplied.
3. Qualifications and relevant experience of proposed team members and anticipated quality of the services to be provided.
4. Probable ability to complete the project in the timeframe allowed.
5. The project approach as outlined by your Firm.
6. Proposed cost and/or unit costs.

In addition to the general Selection Criteria, Proposer’s references and prior project outcomes at other similar facilities, including the timeliness of completion and of achievement of improvements, will be critical factors in the selection process. Proposers should provide detailed information about the cost, timeliness and financial outcomes on a range of prior projects.

VIII. **Terms and Conditions**

A. This RFP constitutes an invitation to make proposals to NHCC. Accordingly, NHCC reserves and, in its sole discretion, may exercise any or all of the following rights and options with respect to this RFP, any proposals and any related agreements, without incurring any liability to Proposers:

1. NHCC reserves the right to disqualify any and all proposals that fail to meet the requirements specified in this RFP.
2. NHCC reserves the right to determine whether to interview some or all of the Proposers, and to conduct such interviews privately.
3. NHCC reserves the right to select and enter into a contract with the Proposer whose proposal best satisfies NHCC’s overall interests.
4. Because this RFP is not a “competitive bid” process, the Proposer submitting the lowest cost proposal, or the proposal projecting the greatest financial benefit to NHCC, may not necessarily be selected. NHCC instead reserves the right to select the proposal it believes to be most beneficial to NHCC, with financial terms not being the sole determinative factor. NHCC’s decision-making and selection process will be discretionary and will be based on a variety of factors. By submission of its proposal, each Proposer expressly
understands, acknowledges and accepts that this is not a “competitive bid” process, and that NHCC is under no obligation to award a contract through competitive bidding, or at all.

5. NHCC reserves the right to waive or extend deadlines.

6. NHCC reserves the right to accept proposals in whole or part.

7. NHCC reserves the right to conduct investigations with respect to the qualifications of each Proposer, to make field investigations with respect to such proposals (including visits to the Proposer’s business offices or field operations).

8. NHCC reserves the right to request additional information from any Proposer and to rely upon any information obtained through NHCC’s own investigations.

9. NHCC reserves the right to cancel this RFP at any time whatsoever, with or without the substitution of another RFP.

10. NHCC reserves the right to supplement, amend or otherwise modify this RFP.

11. NHCC reserves the right to issue additional or subsequent RFPs with regard to the subject matter of this RFP.

12. NHCC reserves the right to negotiate with any Proposer, or with all or none of the Proposers. NHCC has no obligation to offer Proposers the opportunity to meet or exceed terms negotiated with a selected Proposer.

13. NHCC reserves the right to discontinue negotiations at any time and in NHCC’s sole discretion.

14. NHCC reserves the right to request new or revised proposals, including monetary terms from any Proposer at any time.

B. Preparation of a response to this RFP will be at the cost, expense and risk of the Proposer, with the express understanding and agreement of the Proposer, irrespective of whether it is selected, that it waives all claims whatsoever for reimbursement from NHCC for any cost or expense incurred in the preparation of its proposal and any subsequent contract negotiation.

C. Each and every submitting Proposer expressly understands and agrees that this RFP is not, and shall not be construed as, an offer or an enforceable contract.

D. The contract, if any that is negotiated with a selected Proposer, shall constitute the entire agreement between NHCC and the selected Proposer, and shall set forth all the terms and conditions applicable to the subject matter of this RFP. In the event of a conflict between this RFP and that contract, that contract shall control.
E. No Proposer who has submitted a proposal to NHCC shall have the right to assign its submitted proposal to a third party or the right to enter into an agreement with third parties to perform the services on Proposer’s behalf without the prior written consent of NHCC, which consent may be withheld in NHCC's sole discretion.

F. This RFP shall be construed in accordance with and governed by the laws of the State of New York, without regard to conflicts of law principles. All actions or proceedings relating, directly or indirectly, to this RFP shall be litigated only in courts located within Nassau County or in the United States District Court for the Eastern District of New York. Each Proposer (by virtue of the submission of its proposal), submits itself, its successors and/or assigns (if any) to the personal jurisdiction of such court, and waives any right to trial by jury.

G. This proposal shall be signed by an official authorized to bind the Firm, and shall contain a statement to the effect that the proposal is a Firm offer for a one hundred and eighty (180) day (or more) period. The proposal shall also provide the name, title, address, and telephone number of the individual(s) with authority to negotiate and contractually bind the company, and who also may be contacted during the period of contract.

H. Proposals submitted become the property of NHCC. By submitting a proposal, the Firm agrees not to make any claims for or have any right to damages because of any misunderstanding, misrepresentation or lack of information.

I. Ownership of Work Product - Ownership of any work developed under this order, and all right title and interest therein shall vest in NHCC. This includes any and all data sets and computer programs created for this analysis including any enhancements to existing data sets provided by NHCC. This includes any and all work materials, draft plans, preliminary analyses, and all other work materials created by the contractor for this contract. In order to effectuate the foregoing, it is expressly understood and acknowledged that the work shall be deemed to be a work made for hire under the U.S. copyright laws. In the event that the work is determined by a court or competent jurisdiction not to be a work made for hire under the U.S. copyright laws, this agreement shall operate as an irrevocable assignment by the successful bidder/vendor to NHCC of the copyright in the work, including all right, title and interest in perpetuity.
APPENDIX A

REQUIRED DISCLOSURE OF INFORMATION: THE FORMS SET FORTH BELOW MUST BE FULLY COMPLETED AND RETURNED WITH A RESPONDING FIRM'S SUBMISSION. A SUBMISSION WILL NOT BE CONSIDERED COMPLETE WITHOUT SUBMISSION OF THIS ATTACHMENT.

Offerer’s Affirmation of Understanding and Agreement

Instructions:

NHCC must obtain the required affirmation of understanding and agreement to comply with procedures on procurement lobbying restrictions regarding permissible Contacts in the Restricted Period for a procurement contract in accordance with State Finance Law §§ 139-j and 139-k.

Offerer affirms that it understands and agrees to comply with the procedures of NHCC relative to permissible Contacts as required by State Finance Law §§ 139-j (3) and 139-j (6)(b).

By: ______________________________  Date: _______________________  
Name: __________________________  
Title: ____________________________  
Contractor Name: _____________________________________________________  
Contractor Address: ____________________________________________________  
____________________________________________________________________  
____________________________________________________________________
Offerer Disclosure of Prior Non-Responsibility Determinations

**Background:**

Under New York State Finance Law § 139-k (2), covered governmental entities are obligated to obtain specific information regarding prior non-responsibility determinations. In accordance with State Finance Law §139-k, an Offerer must be asked to disclose whether there has been a finding of non-responsibility made within the previous four (4) years by a Governmental Entity due to: (a) a violation of State Finance Law §139-j or (b) the intentional provision of false or incomplete information to a Governmental Entity. The terms “Offerer” and “Governmental Entity” are defined in State Finance Law §139-k (1). State Finance Law §139-j sets forth detailed requirements about the restriction on Contacts during the procurement process. A violation of State Finance Law §139-j includes, but is not limited to, an impermissible Contact during the restricted period (for example, contacting a person or entity other than the designated contact person, when such Contact does not fall within one of the exemptions).

As part of its responsibility determinations, a covered governmental entity must consider whether an Offerer fails to timely disclose accurate or complete information regarding the above non-responsibility determination. In accordance with law, no Procurement Contract shall be awarded to any Offerer that fails to timely disclose accurate or complete information under this section, unless a finding is made that the award of the Procurement Contract to the Offerer is necessary to protect public property or public health safety, and that the Offerer is the only source capable of supplying the required Article of Procurement within the necessary timeframe.

**Instructions:**

A Governmental Entity must include a disclosure request regarding prior non-responsibility determinations in its solicitation of proposals or bid documents or specifications or contract documents, as applicable, for procurement contracts. The attached form is to be completed and submitted by the individual or entity seeking to enter into a Procurement Contract.
Disclosure of Prior Non-Responsibility Determinations Form

Name of Individual or Entity Seeking to Enter into Procurement Contract:
_____________________________________________________________________________

Address: ______________________________________________________________________
_____________________________________________________________________________

Name and Title of Person Submitting this Form: _____________________________________
_____________________________________________________________________________

Contract Procurement Number: ____________________________________________________

Date: _________________________________________________________________________

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please Circle): No Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j? (Please Circle): No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please Circle): No Yes

4. If you answered ‘yes’ to any of the above questions, please provide details regarding the finding of non-responsibility below:

   Governmental entity: _________________________________________________________

   Date of Finding of Non-Responsibility: __________________________________________

   Basis of Finding of Non-Responsibility: __________________________________________
   ____________________________________________________________________________
   ____________________________________________________________________________
   ____________________________________________________________________________
   ____________________________________________________________________________

(Add additional pages as necessary)
5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle)  No   Yes

6. If yes, please provide details below.

Governmental Entity: _______________________________________________________

Date of Termination or Withholding of Contract: _________________________________

Basis of Termination or Withholding: __________________________________________
_________________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________

(add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: ______________________________  Date: _______________________

Name: ____________________________
Title: _____________________________