

# AMENDMENT 1

## Administrative Management and Consulting Services for the New Jersey Department of Military and Veterans Affairs Nursing Home Facilities

### RFP Questions and Answers

1. Q. Do we have to submit 3 applications for each location, or can 1 application that specifies our interest for all 3 suffice?  
A. Only one bid sheet is needed; the Bid Sheet covers all three nursing homes and all services required by this RFP. However, the written proposal/narrative shall be separate for each home that was quoted in the price sheet.
2. Q. Is the vendor pricing proposal final, or is there room for negotiations? (DMAVA Price Sheet 3.8)  
A. There shall be no price negotiations, bidder prices are final, firm and fixed. However, DMAVA may request lower pricing through the issuance of a Best and Final Offer (BAFO) request to all bidders.
3. Q. Is the expectation that management/consulting fees be incorporated into the cost of each itemized position's hourly rate? (DMAVA Price Sheet 3.8)  
A. All fees, costs, overhead, profit, etc. shall be included in the hourly rates.
4. Q. When is the target date for the selected bidder to be announced?  
A. DMAVA anticipates announcing the selected bidder(s) within 90 days after the quote opening date.
5. Q. For the DMAVA RFP Release, does this include hospice?  
A. The RFP only addresses clinical management of the home. Hospice is not included.
6. Q. Will hospice be considered separately with an RFP for the 3 VA homes in New Jersey?  
A. No, DMAVA does not anticipate issuing an RFP for Hospice services.
7. Q. Has the award date been specified when it will be announced?  
A. See question #4.
8. Q. Under whose license will the VA be operated once the bids are awarded?  
A. DMAVA will continue to maintain the licenses for the nursing home facilities. The interim LNHA at Menlo Park will hold the Administrator license. The current DMAVA Administrators will hold the licenses at Vineland and Paramus.
9. Q. If recommended improvements include facility upgrades, will they be considered in addition to clinical recommendations? Is there a facility improvement plan for each site? 4.3.4.1  
A. Yes, all recommendations will be considered.
  - DMAVA is currently reviewing bids for the construction of climate controlled storage buildings at each of the homes to house PPE.

- Potential future improvements at each home are:

**Menlo Park** – Conversion of dual occupancy to single occupancy, HVAC upgrade, Energy Savings Initiative Program (ESIP), grounds beautification, security improvements, rest room flooring replacement, active shooter alert system, hot water storage tanks.

**Paramus** – Conversion of dual occupancy to single occupancy, resident room individual AC upgrades; Energy Savings Initiative Program (ESIP), grounds beautification, elevator upgrades, active shooter alert system, refrigerator and freezer upgrade, hand rail and baseboard replacement.

**Vineland** – Rotunda upgrade, outside grounds beautification, active shooter alert system, wheelchair ramp, fencing property.

10. Q. Will new employees retained by the operator to provide clinical care be hired by the operator or by the State? 4.1.3.1
- A. The vendor will assist DMAVA with locating suitable staff; those identified will be hired by the State (DMAVA).
11. Q. Will the facility be maintained and operated by the state/county/municipality or by the successful bidder?
- A. The State (DMAVA) will continue to maintain and operate the facilities.
12. Q. When was the last time capital improvements were made and what were they?
- A. Menlo Park – Nurses Call Station-2016, Generator Transfer Switch installation – 2019, Ground Generator Upgrade – 2022  
Paramus – Nurses Call Station – 2016, HVAC system upgrade – 2022, Generator Transfer Switch installation – 2022  
Vineland – Nurse Call Station – 2016, HVAC Upgrade – 2017, Generator Transfer Switch installation– 2021, Energy Savings Incentive Project - 2022
13. Q. What are the plans for future capital improvements and will the management contract/successful bidder have input into improvements?
- A. See question #9.
14. Q. Does DMAVA have an EMR/EHR?
- A. Not at this time. DMAVA is currently working to acquire Electronic Medical Records software.
15. Q. Would DMAVA consider bifurcating the Menlo Park contract- Staffing/ Consulting?
- A. No.
16. Q. What is the budget for this RFP- broken down by each facility?
- A. No budget has been established for the work required by this RFP. Quote evaluations will be performed by a DMAVA Evaluation Committee and recommendation for contract award will be to the bidder whose quote, conforming to this Bid Solicitation, is most advantageous to the State, price and other factors considered.
17. Q. The pricing sheets indicate the consultants for Vineland and Paramus must be licensed nursing home administrators and directors of nursing. This is not required in the narrative of the RFP. Are these consultants required to be currently licensed?
- A. All consultants must be licensed in their field.
18. Q. Is there a bid # associated with this opportunity?
- A. There is no bid number for this RFP.