



**ADDENDUM #3**  
**Invitation to Negotiate (ITN) # ITN-ECA-C6-DIV-FY21**

**ORAL PRESENTATIONS**

The Oral Presentation, in accordance with Section VI. Schedule of Events and Deadlines is scheduled as follows:

Agency	Date	Presentation Time	Location
Lutheran Services Florida	March 2, 2020	9:30 AM-11:30 AM	ECA Largo Office 8550 Ulmerton Road Suite 130 Conference Room 1 Largo, FL 33771
Gulf Coast Jewish Family and Community Services	March 2, 2020	12:30 PM-2:30 PM	ECA Largo Office 8550 Ulmerton Road Suite 130 Conference Room 1 Largo, FL 33771
Directions for Living	March 2, 2020	3:00 PM-5:00 PM	ECA Largo Office 8550 Ulmerton Road Suite 130 Conference Room 1 Largo, FL 33771

\* The oral presentation phase is not open to the public for observation pursuant to F.S. §286.0113.

**The Agencies will articulate information included in their written response, to include the following information:**

**Lutheran Services Florida**

1. Based on your written response to Section A., Attachments A-G, and the Exhibits 1-5, please demonstrate why your agency/company should be chosen.
2. Based on your written response to Section B. please explain your operational plan to execute the requirement of the pending contract, to include how your agency/company will meet the requirements outlined in the Family First Prevention Services Act (FFPSA) as well as access funding from outside sources, to include but not be limited to Medicaid.
3. Based on your written response to Section C., please explain your plan to ensure quality and exceptional outcomes.
4. What has your agency learned through the Diversion type services provided in South West Florida that would be applied in Pinellas County under this contract?
5. Describe your connection with community providers, such as DV shelters, Homeless Shelters, Early Learning Coalition, etc.?
6. Please share the cost allocation plan for positions and expenses that are not allocated 100% to the program. Please provide the budget on other funding your organization plans to bring to the table.

### **Gulf Coast Jewish Family and Community Services**

1. Based on your written response to Section A., Attachments A-G, and the Exhibits 1-5, please demonstrate why your agency/company should be chosen.
2. Based on your written response to Section B. please explain your operational plan to execute the requirement of the pending contract, to include how your agency/company will meet the requirements outlined in the Family First Prevention Services Act (FFPSA) as well as access funding from outside sources, to include but not be limited to Medicaid.
3. Based on your written response to Section C., please explain your plan to ensure quality and exceptional outcomes.
4. Describe how the approach identified in your proposal is the same and/or different than the delivery of services in other Circuits. What lessons learned in other areas would be applied in Pinellas County?
5. Describe how you will integrate other community organizations supporting children and families into your service provision.
6. Please share the cost allocation plan for positions and expenses that are not allocated 100% to the program. Please provide the budget on other funding your organization plans to bring to the table.

### **Directions for Living**

1. Based on your written response to Section A., Attachments A-G, and the Exhibits 1-5, please demonstrate why your agency/company should be chosen.
2. Based on your written response to Section B. please explain your operational plan to execute the requirement of the pending contract, to include how your agency/company will meet the requirements outlined in the Family First Prevention Services Act (FFPSA) as well as access funding from outside sources, to include but not be limited to Medicaid.
3. Based on your written response to Section C., please explain your plan to ensure quality and exceptional outcomes.
4. Are subject matter experts, such as clinical consultants, new to this ITN? If so, why is this being proposed now and has not been implemented under the current contract? If not new to this ITN, what has been the measurable impact to the outcomes of the current service provision?
5. Are there changes in the proposed service delivery compared to the current services being provided in Pinellas County? If so, please discuss.
6. Please share how you currently utilize other funding/ related expenses, and how/where it is recognized. Please provide the budget on other funding your organization plans to bring to the table.