# School Health Demonstration Project Technical Assistance Teams SelectionRequest for Application

**Two-Year Period**

**January 1, 2023 to December 31, 2024**

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**Office of School-Based Health Programs**

**Whole Child Division**

**Student Support Services Branch**

**California Department of Education**

**1430 N Street, Suite 5206**

**Sacramento, CA 95814**

**Application Deadline:**

**5 p.m.
Friday, September 30, 2022**

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## Program Description

### Introduction

The California Department of Education (CDE) is accepting applications to select up to three applicants to serve as technical assistance teams that will support the School Health Demonstration Pilot Project. Technical assistance teams awarded may be a consortium that consists of one or more local educational agencies (LEAs), county agencies, or community-based organizations with experience in general and special education, mental health program and service development, school finance, health care, Medi-Cal managed care contracting and benefits, Medicaid billing, commercial health insurance, and data analysis. The technical assistance teams will provide intensive support for a two-year period to the 25 LEAs selected to be pilot participants in a program that will build capacity within the selected LEAs. This increased capacity will accelerate the timeline for each LEA’s expanded services to become self-sustaining by securing federal reimbursement and other revenue sources for the health and mental health services provided to students and their families.

The Student Health Demonstration Pilot Project is established and funded by The Education Omnibus Budget Trailer Bill of 2021–22 (Section 4 of Assembly Bill 130 (Chapter 44, Statutes of 2021) as amended by Section 1 of AB 167 (Chapter 252, Statutes of 2021), codified California *Education Code* (*EC*) Section 49421, which can be found on the California Legislative Information web page at <https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=202120220AB167>. This law authorizes the CDE, in consultation with the Executive Director of the State Board of Education (SBE) and the State Department of Health Care Services (DHCS) <https://www.dhcs.ca.gov/services>, to select up to three technical assistance teams to assist and support the up to 25 LEAs selected as pilot participants in the School Health Demonstration Project.

Each LEA selected to serve as a pilot participant shall receive up to $100,000 per year to support technical assistance needs for each of the two years of their participation in the pilot project. These funds shall be used for contracting with one of the technical assistance teams identified through this Request for Applications (RFA). The participating LEAs will be selected under a separate RFA.

## Overview

*EC* Section 49421 authorizes the CDE, in consultation with the Executive Director of the SBE and the DHCS, to select up to three technical assistance teams to work with each pilot participant under the direction of the CDE: Per statute, the technical assistance teams shall work with each pilot participant to do all of the following:

1. Conduct an analysis of all of the following related to the pilot participants:
2. The need for health and mental health services for pupils.
3. The current capacity within the LEA to meet those needs.
4. Current participation in the Local Educational Agency Medi-Cal Billing Option Program (LEA BOP) and the School-Based Medi-Cal Administrative Activities Program (SMAA Program).
5. The barriers to participating in the LEA BOP and SMAA Program.
6. Any existing partnerships with county agencies or community-based organizations to provide health and mental health services to pupils.
7. Work with LEA staff to establish or expand the expertise necessary to maximize federal reimbursement revenue through an analysis of past claims and review eligible school expenditures to ensure maximum usage of potential Medi-Cal reimbursements, program compliance, and Medi-Cal coverable services, including the Early and Periodic Screening, Diagnostic, and Treatment (EPSDT), provided to eligible pupils.
8. Facilitate the exploration of opportunities to collaborate with county mental health plans, Medi-Cal managed care plans, and private health care service plans and health insurers to establish partnerships through a Memoranda of Understanding (MOU) or other means to coordinate the funding and provision of health and mental health services to pupils.
9. Complete, and provide to the CDE, a final report at the conclusion of the pilot project with data on any increases in the level of health and mental health services provided to pupils in the LEA, any improved measurable outcomes for pupils, increased funding secured, plans for ongoing sustainability of health and mental health services beyond the pilot project period, and recommendations on maximizing federal reimbursement and other revenue sources to provide effective health and mental health services to pupils.

Statute outlines a two-step process for operationalizing the School Health Demonstration Project. First CDE will select, in consultation with the Executive Director of the SBE and the DHCS, up to three technical assistance teams to provide direct technical assistance services for LEA pilot participants. ***This is the RFA for that selection process***. Next CDE, in consultation with the DHCS, will select up to 25 LEAs who will be the pilot project participants. Those awardees will receive funding for technical assistance services that will be provided by the awardees from this RFA. As such, there will be no budget directly associated with this specific RFA. As such, there will be no budget directly associated with this specific RFA.

**However, all awardees of this RFA will be required to execute a MOU with the CDE to ensure that all statutory requirements are met.** **A sample of this MOU is attached to this application as Attachment 2.**

### Eligibility Criteria

Eligible applicants are to be consortia that consist of one or more LEAs, county agencies, or community-based organizations. LEAs and/or their consortium partners should have experience in general and special education, mental health program and service development, school finance, health care, Medi-Cal managed care contracting and benefits, Medicaid billing, commercial health insurance, and/or data analysis.

To be considered for this RFA, one or more of the LEAs consortium members must currently participate in the LEA BOP and SMAA Program. In addition, all LEA consortium members that participate in the LEA BOP and/or SMAA Program must be considered to be in compliant status at the time the application is reviewed and remain in compliance for the duration of the project period. **All applicants must acknowledge that all LEAs in their applicant consortium meet these requirements in order for the application to be eligible for scoring by completing the self-certification included in the Application Cover Page(s) in this RFA (Attachment 1). Failure to sign will disqualify the applicant from further consideration. Should the CDE later find out that the information in the self-certification is not accurate, it has the right to cancel the MOU with the technical assistance team and move pilot LEAs to other technical assistance teams.**

In selecting the technical assistance teams, the CDE shall consider the applicant’s demonstrated expertise, including, but not limited to, all of the following:

1. Knowledge of the process to submit claims through the LEA BOP and the SMAA Program, and ability to draw down federal reimbursement for Medi-Cal services.
2. The knowledge and capacity to provide direct assistance and support to selected LEAs in securing federal reimbursement for health and mental health services provided to pupils, and identifying additional sources of funding to enable LEAs to participate in, contract with, and conduct billing and claiming in the Medi-Cal Program through all of the following:
3. The LEA BOP.
4. The SMAA Program.
5. Contracting or entering into a MOU with Medi-Cal managed care plans as a participating Medi-Cal managed care plan contracting provider.
6. Contracting with or entering into a MOU with county mental health plans for specialty mental health services.
7. Contracting with community-based providers to deliver health and mental health services to pupils in school through contracts with Medi-Cal managed care plans or county mental health plans.
8. Experience working with the CDE, the DHCS, county health departments, county behavioral health departments, Medi-Cal managed care plans, private health care service plans and health insurers, and the Mental Health Services Oversight and Accountability Commission (MHSOAC).
9. Experience in the legally compliant development and sustainable funding of general and special education mental health programs and supports in public schools, including the Multi-Tiered System of Supports, positive behavioral interventions and supports services for children under the federal Individuals with Disabilities Education Act (20 U.S.C. Sec. 1400 et seq.) and Section 504 of the federal Rehabilitation Act of 1973 (29 U.S.C. Sec. 794), public school contracting requirements, and relevant state and federal privacy protections.

Applicants must score at least 70 percent (63 points) on the narrative writing prompts in order to qualify for selection as a technical assistance team for the School Health Demonstration Project.

## Selection of Technical Assistance Team Awardees

Up to three awardees will be chosen by the CDE, in consultation from the Executive Director of the SBE and the DHCS, from among the applicants that score at least 70 percent. While applicants with the highest scores will be given strong consideration in determining awards, scores are not the sole factor in making awards. The CDE has reasonable discretion, along with its partners, to determine how many awards to make (no more than three) and which applicants ultimately receive the award. Geographical region will be considered in making awards. The Lead LEA for each chosen grantee will be required to sign a MOU, a copy of which is provided in Attachment 2.

### Timeline\*

|  |  |
| --- | --- |
| **Date** | **Activity** |
| August 31, 2022 | RFA Release Date |
| September 9, 202210–11 a.m. | Informational WebinarRegister in advance for this webinar located at <https://us02web.zoom.us/webinar/register/WN_E9t8OczrSVCu2zNCoItLoA> |
| September 30, 2022 | Applications due to CDE via email by 5 p.m.Submit to Wellness@cde.ca.gov  |
| October 3–7, 2022 | Scoring of Applications |
| October 14, 2022 | Intent to Award Announced |
| October 21 to December 31, 2022 | Technical Assistance Teams and Pilot Participants Contracting Period |
| January 1, 2023 | School Health Demonstration Project Begins |
| September 1, 2024 | Technical Assistance Summary Report Due |
| December 31, 2024 | School Health Demonstration Project Ends |
| January 1, 2025 | Report to the Legislature Due |

\*The above timeline is estimated and is subject to change. Any changes will be posted on the CDE RFA School Health Demonstration Project web page at <https://www.cde.ca.gov/fg/fo/r29/schoolhlthdemota21.asp>. It is the responsibility of applicants to check this page for any changes.

The LEA pilot participants will be identified by the CDE, in consultation with DHCS, through an RFA process, led by the CDE. Once the LEA pilot participants are selected, they will then select a technical assistance team as specified below. The Pilot RFA awardee must enter into a contract for technical assistance by December 31, 2022. While the contracts are between the Pilot RFA awardee and the technical assistance team awardee, there are specific requirements that must be included in this contract, as referenced in Section VI of the MOU that technical assistance team awardees will be required to sign (See Attachment 2). The contract shall cover two years, commencing no later than January 1, 2023, and ending no later than December 31, 2024 (or earlier dates depending upon the technical assistance team and pilot participant), and shall be sufficient to meet the requirements of *EC* Section 49421, the School Health Demonstration Project.

All materials developed by the technical assistance teams for the purposes of the School Health Demonstration Project must comply with regulations, published policies and procedures, and Medi-Cal and program manuals for the LEA BOP and SMAA Program. All School-Based Medi-Cal Health Programs materials developed by the technical assistance teams must be approved by the CDE and DHCS. This does not include the analysis or the final report. The technical assistance teams will provide support to the pilot participants using materials prepared by the CDE, DHCS and MHSOAC. The CDE and DHCS will work with technical assistance teams to ensure that materials developed and/or provided to LEAs are coordinated among all LEA BOP and SMAA Program technical assistance efforts and provide accurate information on policies and procedures.

### Reporting Requirements

*Technical Assistance Summary Report*

The technical assistance teams selected pursuant to this RFA will work with their contracted pilot participants to complete one final report on their pilot participants, which will be due to the CDE by September 1, 2024, with data on the following for each pilot participant:

* Increases in the level of health and mental health services provided to pupils;
* Improved measurable academic and behavioral outcomes for pupils;
* Increased funding secured;
* Plans for ongoing sustainability of health and mental health services beyond the pilot project period; and
* Recommendations on maximizing federal reimbursement and other revenue sources to provide effective health and mental health services to pupils.

*Report to the Legislature on the School Health Demonstration Project*

In addition to the Technical Assistance Summary Report, the CDE, in consultation with DHCS, participating LEAs, and the technical assistance teams, shall prepare and submit to the relevant policy and fiscal committees of the Legislature on or before January 1, 2025, a final report of the pilot programs. As set forth in Attachment 2 (sample MOU with CDE) all technical assistance teams will be required to assist with this effort along with their pilot participants. Technical assistance teams must include this requirement in their contracts with the pilot participants to ensure that the reporting requirement is met by December 31, 2024. The CDE will solicit input from the technical assistance teams and the pilot participants to include all of the following components in the Report to the Legislature:

* Best practices developed by LEAs that ensure every pupil receives an uninterrupted continuum of effective care services.
* Program requirements and support services needed for the LEA BOP, the SMAA Program, and medically necessary federal EPSDT benefits, to ensure ease of use and access for LEAs.
* Any resources developed by DHCS (reports, guides, technical assistance, etc.) used in the course of delivery of technical assistance.
* Total dollars drawn down from federal sources by LEAs participating in the pilot project.
* The number of pupils receiving health and mental health services by participating LEAs throughout the course of the pilot project, including breakdowns by subgroups, and measurable improved outcomes for those pupils.
* Recommendations for expanding the program statewide, including an estimate of the cost of fully funding an ongoing technical assistance and support program on a statewide basis.
* Strategies for working with DHCS to coordinate, streamline, and prevent the duplication of Medi-Cal covered services.
* Recommendations on specific changes needed to state regulations or statute, the need for approval of amendments to the state Medicaid plan or federal waivers, changes to implementation of federal regulations, changes to state agency support and oversight, and associated staffing or funding needed to implement recommendations.

Each technical assistance team should plan to devote time to provide feedback and summarize data for CDE to ensure that this reporting requirement is met by January 1, 2025.

### Submission Process

All applications will be screened for compliance, as noted in the Eligibility Criteria section. Applications meeting the eligibility criteria outlined in this RFA, as well as the submission requirements listed below, will then be evaluated using the Scoring Rubric. Applications must:

1. Be submitted as a PDF via email to Wellness@cde.ca.gov by **September 30, 2022, by 5 p.m. Responses received after the deadline will not be considered.** **The email must include the lead LEA contact name, email address, phone number, and the names of the consortium members. The email must also include School Health Demonstration Project Technical Assistance Teams RFA in the subject line.** The applicant will receive email confirmation when the application is received by the CDE.
2. Include the completed Application Cover Page(s) (See Attachment 1) with the applicant’s name, mailing address, and contact information for the person that will act as the technical assistance team’s designated contact person. The cover page must be signed and submitted by the lead LEA. The lead LEA superintendent or designee must certify that one or more LEAs currently participate in the LEA BOP and SMAA Program and are currently in compliance with the requirements of those programs. The Application Cover Page(s) must include contact information and signatures for all entities that will participate in the consortium. The Application Cover Page(s) will not count toward the application page limit.
3. Include a narrative of ***no more than 15 pages*** (including charts and graphs with data), with Arial 12-point font and one-inch margins, which addresses Prompts 1–5 in the Application Narrative section;
4. Include resumes or Curriculum Vitae (CV) of key project staff. The resumes/CVs will not be counted as part of the 15-page narrative for number 3 above. Resumes or CVs will be included in the scoring of Prompt 1.
5. Include two (2) letters of recommendation that support the consortia’s ability to provide quality technical assistance to the pilot participants (letters should not be written by a member of the applicant consortia). The letters of recommendation will not be counted as part of the 15-page narrative for number 3 above. Letters of recommendation will be included in the scoring of Prompt 2. Letters of recommendation must meet the following requirements:
	1. Written on behalf of a LEA in support of the consortia, explaining why the consortia qualifies to provide technical assistance in Medi-Cal billing to LEAs participating in the pilot project;
	2. Contain the original signature of the LEA’s superintendent or administrator of the entity providing the recommendation; and
	3. Be written on official letterhead of the LEA or entity providing the recommendation.

### Application Formatting Requirements

Applications must adhere to the following formatting requirements:

* The application narrative must be in 12-point Arial font, single-spaced, normal character spacing, with one-inch margins. Tables or boxes used to present narrative information in text form must be in 12-point Arial font. The CDE will screen applications to ensure compliance with these requirements. The CDE has the discretion to waive minor, non-substantive variances, but any applications not meeting the formatting requirements may be deemed disqualified. If an application is disqualified, the applicant will be apprised of the disqualification and informed that they will not be considered for scoring or further review.
* Applications must be submitted electronically using portrait, standard 8½- by 11-inch page size. The application narrative shall not exceed 15 pages. If the application narrative exceeds the 15-page limit, the CDE will not allow application reviewers to score the additional pages.
* It is recommended that the applicant clearly identify prompts and number the pages in the application.
* Do not include hyperlinks or web page references in the application as embedded links cannot be followed or considered for scoring.

Any records provided pursuant to this application will be in the possession of the CDE and thus subject to the Public Records Act.

### Application Review

Complete and eligible applications will be reviewed and evaluated by the reading panel and will be evaluated using the Scoring Rubric detailed in this RFA. Awardees will be determined as set forth above in the Selection of Technical Assistance Team Awardees section.

## Funding

No funding or budget is associated with this RFA. This RFA is solely intended to select up to three qualified technical assistance teams to support LEAs participating in the School Health Demonstration Project. The total funding for the School Health Demonstration Project will be $5 million distributed to up to 25 pilot participants who are selected to serve as a pilot participant and shall receive up to $100,000 per year for each of the two years it participates in the pilot project. These funds shall be used for contracting with one of the technical assistance teams and may also be used to address needs identified by the in-depth analysis conducted by the technical assistance team (budget items will need to be reviewed and approved by DHCS). Once the participants have been selected for the pilot, they will select the technical assistance team with whom they would like to work, equally distributed amongst the available Technical assistance teams. In the event of any disputes or problems with grossly unbalanced technical assistance teams, the CDE will determine teams.

**Technical assistance teams will be expected to contract with their LEAs within 90 days of being selected. The contracts must indicate the specific areas in which they will be receiving support. CDE will not be involved in the contracting arrangements negotiated between any technical assistance team and any of the pilot participants. However, the technical assistance teams must include the provisions set forth in the attached MOU which they will be required to sign as a condition of the award. (See Attachment 2 to this RFA)**

Selected applicants will be notified via email and through the Funding Profile web page. In lieu of a Grant Award Notification, technical assistance team awardees will be required to sign the MOU with the CDE.

## Application Narrative

The selected technical assistance teams will be responsible for the tasks outlined in this RFA and the attached MOU which include helping expand comprehensive health and mental health services to public school pupils by providing LEAs with intensive assistance and support to build the capacity for long-term sustainability by leveraging multiple revenue sources. It is important that the technical assistance teams have extensive knowledge of and success in the Medi-Cal claiming programs, including school-based claiming through the LEA BOP and the SMAA Program, as well as other Medi-Cal claiming programs, such as EPSDT or specialty mental health services. Applicants must have capacity for a two-year period to provide technical assistance to pilot participants. Technical assistance teams and the pilot participants will finalize contracting details after the pilot participants are selected, with an intent to begin providing technical assistance on January 1, 2023, or earlier if mutually agreeable by both the technical assistance team and the individual pilot participant. If the contract begins earlier, it must end no later than two years following the commencement date of the contract.

### Prompt 1: Technical Assistance Team Composition

* Describe the composition of the consortium, including key roles of technical assistance team members. Include expertise of all entities associated with the consortium and what key roles each group will contribute to the technical assistance team.
* Identify any subject areas where one consortium member will take the lead in providing direct services based on experience or expertise. Describe leadership roles that will be assumed by members of the consortium.

**Note that resumes and CVs will be included in the scoring of Prompt 1 but must be provided as an appendix to the Application Narrative, since these documents will not count toward the 15-page Narrative Application limit.**

### Prompt 2: Technical Assistance Team Capacity

* Demonstrate the applicant’s knowledge of and history of successful experience with Medi-Cal claiming opportunities, including the consortium’s experience with each of the opportunities listed below. Include the length of time that members of the consortium have participated in LEA BOP, SMAA Program and other Medi-Cal programs. Demonstrate if the applicant has successfully increased claiming for Medi-Cal services over time, including any increased federal reimbursement:
	+ The LEA BOP.
	+ The SMAA Program.
	+ Contracting or entering into a MOU with Medi-Cal managed care plans as a participating Medi-Cal managed care plan contracting provider.
	+ Contracting with or entering into a MOU with county mental health plans for specialty mental health services, such as through the EPSDT services or the Child Health and Disability Prevention Program.
	+ Contracting with community-based organizations to deliver health and mental health services to pupils in school through contracts with Medi-Cal managed care plans or county mental health plans.
* Demonstrate knowledge and capacity to provide direct assistance and support to selected LEAs in securing federal reimbursement for health and mental health services provided to pupils.

**Note that Letters of Recommendation will be included in the scoring of Prompt 2 but must be provided as an appendix to the Application Narrative, since these documents will not count toward the 15-page Narrative Application limit.**

### Prompt 3: Demonstration of Expertise in Medi-Cal Claiming Opportunities for LEAs

* Demonstrate knowledge of and experience with the process to draw down federal reimbursement for Medi-Cal services, including the process to submit interim claims under the LEA BOP and to submit quarterly invoices for claiming through the SMAA Program, and the ability to successfully submit Cost and Reimbursement Comparison Schedules (CRCS) on an annual basis.
* Demonstrate the consortium members’ ability to maximize federal reimbursement and other revenue sources to provide effective health and mental health services to pupils.
* Describe the consortium members’ existing partnerships with county agencies or community-based organizations to provide health and mental health services to pupils.
* Describe the applicant’s understanding of Medi-Cal claiming requirements, including documentation requirements. Include examples of the consortium members’ best practices with regard to ensuring Medi-Cal claiming requirements are met.

### Prompt 4: Technical Assistance Experience

* Provide an overview of the applicant’s ability to assist LEAs in identifying opportunities to increase funding through Medi-Cal programs through awareness of the federal requirements for the LEA BOP and SMAA Program.
* Describe the consortium’s experience working with the CDE, the DHCS, county health departments, county behavioral health departments, Medi-Cal managed care plans, private health care service plans and health insurers, and the MHSOAC.
* Outline the consortium’s experience in developing legally compliant and sustainable funding of general and special education mental health programs and supports in public schools, including the Multi-Tiered System of Supports, positive behavioral interventions and supports services for children under the federal Individuals with Disabilities Education Act (20 U.S.C. Sec. 1400 et seq.) and Section 504 of the federal Rehabilitation Act of 1973 (29 U.S.C. Sec. 794), public school contracting requirements, and relevant state and federal privacy protections.
* Explain each consortium partner’s experience with and expertise in designing, developing, and implementing technical assistance projects.
* Describe experience developing and distributing outreach, training or other informational materials to enhance participation in school-based health and wellness programs.

### Prompt 5: General Approach to Supporting Pilot Participants

* Outline the general approach the applicant proposes to use to support the selected LEAs in the School Health Demonstration Project, including the methods the applicant proposes to use to analyze these areas:
	+ The need for health and mental health services for pupils.
	+ The current capacity within an LEA to meet those needs.
	+ Current participation in the LEA BOP and the SMAA Program and whether Medi-Cal claiming could be expanded for an LEA in either, or both, program(s).
	+ The barriers to participating in the LEA BOP and the SMAA Program for an LEA.
	+ Any existing partnerships with county agencies or community-based organizations to provide health and mental health services to pupils.
* Explain how the applicant proposes to work with pilot LEA staff to establish or expand the expertise necessary to maximize federal reimbursement revenue through an analysis of past claims and submitted CRCS forms and review eligible school expenditures to ensure maximum usage of potential Medi-Cal reimbursements, including services provided to eligible pupils.
* Provide an overview as to how the applicant will facilitate the exploration of opportunities to collaborate with county mental health plans, Medi-Cal managed care plans, and private health care service plans and health insurers to establish partnerships through a MOU or other means to coordinate the funding and provision of health and mental health services to pupils.

Explain how the technical assistance team proposes to assist their contracted pilot participant(s) to provide feedback and data to the CDE in order to meet the reporting requirements detailed in this RFA.

## Scoring Rubric

Each applicant can earn a total of 90 points possible from the five prompts below. Application evaluators will assign a score for each prompt criteria and then total all scores to calculate their combined total to determine eligibility for an award.

### Prompt 1: Technical Assistance Team Composition—15 Points

| **Outstanding****(5 points each)** | **Good****(3 points each)** | **Adequate****(1 point each)** | **Minimal****(0 points each)** |
| --- | --- | --- | --- |
| Contains a thorough, clear and convincing description of the composition, capacity, project team roles and qualifications of the consortium members. | Contains a strong description of the composition, capacity, project team roles and qualifications of the consortium members. | Contains an adequate description of the composition, capacity, project team roles and qualifications of the consortium members. | Minimally or does not describe the composition, capacity, project team roles and qualifications of the consortium members. |
| Applicant provides a thorough, clear and convincing description of the lead areas of consortium members in providing direct services. | Applicant provides a strong description of the lead areas of consortium members in providing direct services. | Applicant provides an adequate description of the lead areas of consortium members in providing direct services. | Applicant does not describe or minimally describes lead areas of consortium members in providing direct services. |
| Applicant provides resumes or CVs that demonstrate exemplary qualifications of the consortium members for project team. | Applicant provides resumes or CVs that demonstrate strong qualifications of the consortium members for project team | Applicant provides resumes or CVs that demonstrate adequate qualifications of the consortium members for project team | Applicant fails to provide resumes or CVs for project team or they are not aligned with the work. |

### Prompt 2: Technical Assistance Team Capacity—15 Points

| **Outstanding****(5 points each)** | **Good****(3 points each)** | **Adequate****(1 point each)** | **Minimal****(0 points each)** |
| --- | --- | --- | --- |
| Applicant demonstrates outstanding claiming history and success in school-based claiming programs, including the LEA BOP, the SMAA Program, and other Medi-Cal programs. Demonstrates exceptional length of time participating and increased claiming for Medi-Cal services over time. | Applicant demonstrates strong claiming history and success in school-based claiming programs, including the LEA BOP, the SMAA Program, and other Medi-Cal programs. Demonstrates significant length of time participating and increased claiming for Medi-Cal services over time. | Applicant demonstrates adequate claiming history and success in school-based claiming programs, including the LEA BOP, the SMAA Program, and other Medi-Cal programs. Demonstrates adequate length of time participating and increased claiming for Medi-Cal services over time. | Applicant demonstrates inadequate or minimal claiming history and success in school-based claiming programs, including the LEA BOP, the SMAA Program, and other Medi-Cal programs. Demonstrates minimal length of time participating and no or minimal increased claiming for Medi-Cal services over time. |
| Applicant demonstrates outstanding knowledge and capacity to provide direct technical assistance and support to pilot LEAs. | Applicant demonstrates strong knowledge and capacity to provide direct technical assistance and support to pilot LEAs. | Applicant demonstrates adequate knowledge and capacity to provide direct technical assistance and support to pilot LEAs. | Applicant demonstrates no or little knowledge and capacity to provide direct technical assistance and support to pilot LEAs. |
| Applicant provides two or more outstanding letters of recommendation. | Applicant provides two or more strong letters of recommendation. | Applicant provides two or more adequate letters of recommendation. | Applicant fails to provide required letters of recommendation or letters are inadequate. |

### Prompt 3: Demonstration of Expertise in Medi-Cal Claiming Opportunities for LEAs—20 Points

| **Outstanding****(5 points each)** | **Good****(3 points each)** | **Adequate****(1 point each)** | **Minimal****(0 points each)** |
| --- | --- | --- | --- |
| Demonstrates excellent knowledge of experience, and success with the process to draw down federal reimbursement for Medi-Cal services, including submitting interim LEA BOP claims, quarterly SMAA claims and annual CRCS. | Demonstrates strong knowledge of and experience with the process to draw down federal reimbursement for Medi-Cal services, including submitting interim LEA BOP claims, quarterly SMAA claims and annual CRCS. | Demonstrates adequate knowledge of and experience with the process to draw down federal reimbursement for Medi-Cal services, including submitting interim LEA BOP claims, quarterly SMAA claims and annual CRCS. | Minimally or does not demonstrate knowledge of and experience with the process to draw down federal reimbursement for Medi-Cal services. |
| Demonstrates consortium members’ outstanding ability to maximize federal reimbursement and other revenue sources to provide effective health and mental health services to pupils. | Strongly demonstrates consortium members’ ability to maximize federal reimbursement and other revenue sources to provide effective health and mental health services to pupils. | Adequately demonstrates consortium members’ ability to maximize federal reimbursement and other revenue sources to provide effective health and mental health services to pupils. | Minimally or does not demonstrate consortium members’ ability to maximize federal reimbursement and other revenue sources to provide effective health and mental health services to pupils. |
| Applicant thoroughly, clearly and convincingly describes the consortium members’ exceptional existing partnerships to provide health and mental health services to pupils. | Applicant strongly describes the consortium members’ strong existing partnerships to provide health and mental health services to pupils. | Applicant adequately describes the consortium members’ existing partnerships to provide health and mental health services to pupils. | Applicant does not or minimally describe the consortium members’ existing partnerships (or lack thereof) to provide health and mental health services to pupils. |
| Applicant conveys an excellent and clear understanding of Medi-Cal claiming requirements and identifies best practices. | Applicant conveys a strong understanding of Medi-Cal claiming requirements and identifies best practices. | Applicant conveys an adequate understanding of Medi-Cal claiming requirements and identifies best practices. | Applicant minimally or does not convey an understanding of Medi-Cal claiming requirements and identifies best practices. |

### Prompt 4: Technical Assistance Experience—20 Points

| **Outstanding****(5 points each)** | **Good****(3 points each)** | **Adequate****(1 point each)** | **Minimal****(0 points each)** |
| --- | --- | --- | --- |
| Applicant thoroughly identifies an exceptional ability to assist LEAs in identifying Medi-Cal funding opportunities through awareness of the federal requirements for the LEA BOP and SMAA Program. | Applicant strongly identifies a significant ability to assist LEAs in identifying Medi-Cal funding opportunities through awareness of the federal requirements for the LEA BOP and SMAA Program. | Applicant adequately identifies an ability to assist LEAs in identifying Medi-Cal funding opportunities through awareness of the federal requirements for the LEA BOP and SMAA Program. | Applicant minimally or does not identify an ability to assist LEAs in identifying Medi-Cal funding opportunities. |
| Applicant clearly and thoroughly describes the consortium’s extensive and successful experience working with the CDE, the DHCS, county health departments, county behavioral health departments, Medi-Cal managed care plans, private health care service plans and health insurers, and the MHSOAC. | Applicant describes the consortium’s strong experience working with the CDE, the DHCS, county health departments, county behavioral health departments, Medi-Cal managed care plans, private health care service plans and health insurers, and the MHSOAC. | Applicant describes the consortium’s adequate experience working with the CDE, the DHCS, county health departments, county behavioral health departments, Medi-Cal managed care plans, private health care service plans and health insurers, and the MHSOAC. | Applicant minimally or does not describe the consortium’s experience working with the CDE, the DHCS, county health departments, county behavioral health departments, Medi-Cal managed care plans, private health care service plans and health insurers, and the MHSOAC. |
| Applicant outlines excellent experience in developing legally compliant and sustainable funding of general and special education mental health programs and supports in public schools. | Applicant outlines strong experience in developing legally compliant and sustainable funding of general and special education mental health programs and supports in public schools. | Applicant outlines adequate experience in developing legally compliant and sustainable funding of general and special education mental health programs and supports in public schools. | Applicant minimally or does not outline experience in developing legally compliant and sustainable funding of general and special education mental health programs and supports in public schools. |
| Thoroughly, clearly and convincingly explains each consortium partner’s exceptional experience with and expertise in designing, developing, and implementing technical assistance projects. | Strongly explains each consortium partner’s successful experience with and expertise in designing, developing, and implementing technical assistance projects. | Applicant adequately explains each consortium partner’s experience with and expertise in designing, developing, and implementing technical assistance projects. | Applicant minimally or does not explain each consortium partner’s experience with and expertise in designing, developing, and implementing technical assistance projects. |
| Applicant has exceptional experience developing and distributing outreach or training materials. | Applicant has strong experience developing and distributing outreach or training materials. | Applicant has adequate experience developing and distributing outreach or training materials. | Applicant has minimal or no experience developing and distributing outreach or training materials. |

### Prompt 5: General Approach to Supporting Pilot Participants—20 Points

| **Outstanding****(5 points each)** | **Good****(3 points each)** | **Adequate****(1 point each)** | **Minimal****(0 points each)** |
| --- | --- | --- | --- |
| Thoroughly, clearly and convincingly describes an outstanding overall approach that will be used to provide guidance to LEAs. | Clearly describes the overall strong approach that will be used to provide guidance to LEAs. | Describes an adequate overall approach that will be used to provide guidance to LEAs. | Minimally or does not describe the overall approach that will be used to provide guidance to LEAs. |
| Clearly and thoroughly addresses how the applicant plans to work with pilot LEA staff to analyze past claims, CRCS forms, and eligible expenditures, including examples and staff training opportunities. | Strongly addresses how the applicant plans to work with pilot LEA staff to analyze past claims, CRCS forms, and eligible expenditures, including examples and staff training opportunities. | Adequately addresses how the applicant plans to work with pilot LEA staff to analyze past claims, CRCS forms, and eligible expenditures, including examples and staff training opportunities. | Minimally or does not address how the applicant plans to work with pilot LEA staff to analyze past claims, CRCS forms, and eligible expenditures, including examples and staff training opportunities. |
| Demonstrates an outstanding plan to explore opportunities with partners to coordinate the funding and provision of health and mental health services to pupils. | Demonstrates a strong plan to explore opportunities with partners to coordinate the funding and provision of health and mental health services to pupils. | Demonstrates an adequate plan to explore opportunities with partners to coordinate the funding and provision of health and mental health services to pupils. | Minimally or does not demonstrate a plan to explore opportunities with partners to coordinate the funding and provision of health and mental health services to pupils. |
| Thoroughly, clearly and convincingly addresses the reporting requirements with additional detail as to how they plan to meet the requirements and associated timelines. | Strongly addresses the reporting requirements with additional detail as to how they plan to meet the requirements and associated timelines. | Adequately addresses the reporting requirements with additional detail as to how they plan to meet the requirements and associated timelines. | Minimally or does not include details of how they plan to meet the requirements and associated timelines to address the reporting requirements. |

## Technical Assistance Teams—Application Checklist

The complete technical assistance team application consists of the following components, as indicated in the Submission Process section of this RFA:

1. Cover Page with applicant’s name, primary contact information and required signatures (not counted in the 15-page limit).
2. Resumes or Curriculum Vitae of key project staff as an appendix to the Application Narrative. Resumes or CVs are not counted in the 15-page limit.
3. Two letters of recommendation from LEAs or other entities in support of the consortium. Letters of recommendation are not counted in the 15-page limit.
4. Application Narrative addressing Prompts 1–5 (not to exceed 15 pages). Please provide the completed Application Narrative as an attachment to your electronic grant application submission, addressing the following Prompts:
* Prompt 1: Technical Assistance Team Composition
* Prompt 2: Technical Assistance Team Capacity
* Prompt 3: Demonstration of Expertise in Medi-Cal Claiming Opportunities for LEAs
* Prompt 4: Technical Assistance Experience
* Prompt 5: General Approach to Supporting Pilot Participants