

REQUEST FOR INFORMATION

ISSUED BY

The New Mexico Health Care Authority
Behavioral Health Services Division



HEALTH CARE
A U T H O R I T Y

FOR

Screening, Brief Intervention, and Referral to Treatment (SBIRT)
Training Vendor

RFI-27-630-7901-0002

April 28, 2026

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I. GENERAL INSTRUCTIONS

A. PURPOSE

The Health Care Authority, Behavioral Health Services Division (HCA/BHSD) is seeking information from qualified vendors to design, develop, and implement a web-based training platform for SBIRT (Screening, Brief Intervention, and Referral to Treatment). This RFI aims to gather information on vendor capabilities, technical approaches, and cost structures to procure for New Mexico SBIRT Trainings.

The submitting organizations must have an interest in delivering SBIRT Training to all eligible providers. This RFI guideline will provide the information needed to write and submit a Statement of Interest to deliver NM SBIRT Trainings.

The submission of a Statement of Interest does not obligate HCA/BHSD to contract with the submitting organizations.

B. BACKGROUND

SBIRT is a community-based practice designed to identify, reduce and prevent problematic substance use or misuse and co-occurring mental health disorders as an early intervention. Through early identification in a medical setting, SBIRT services expand and enhance the continuum of care and reduce costly health care utilization. The primary objective is the integration of behavioral health with medical care. SBIRT is delivered through a process consisting of universal screening, scoring the screening tool, and a warm hand-off to a SBIRT trained professional who conducts a face-to-face brief intervention for positive screening results. If the need is identified for additional treatment, the staff member will refer to behavioral health services.

C. FUNDING AVAILABILITY

For State Fiscal Year 27 (July 1, 2026, through June 30, 2027), this RFI is being released for consideration of funding availability for up to \$4 Million. The Statement of Interest resulting from this RFI, will be used for planning of funding and will allow for expedited issuance of funds when final planning decisions are made. Statements of Interest must successfully demonstrate the capacity to deliver the required NM SBIRT specified in **Section III Service Requirements/Checklist (pg 6)**.

Successful submitting organizations to this RFI will contract with HCA/BHSD's Administrative Services Organization, Falling Colors Corporation (ASO). The ASO is responsible for payment of services rendered. HCA/BHSD has programmatic oversight. A submission of a Statement of Interest does not obligate HCA/BHSD to contract with the submitting organization.

D. EFFECTIVE DATE

Notice of outcomes will be issued to the submitting organization no later than close of business May 15, 2026 through May 22, 2026. Funding effective dates will be July 1, 2026, through June 30, 2027.

E. PROJECT DESCRIPTION AND TARGET POPULATION

The objective is to create a scalable, accessible, and evidence-based online NM SBIRT training platform aligned with guidance from the Substance Abuse and Mental Health Services Administration (SAMHSA).

The training should be developed for eligible providers as outlined in NM Administrative code [8.321.2 NMAC](#) and providers who are outlined in the CARA Act. Training should be both adolescent and adult focused.

The platform should support workforce development and integration of SBIRT into healthcare providers and community-based settings.

F. RFI MANAGER INFORMATION

The RFI Manager, or designee, is responsible for managing/administering the RFI process, and is listed below as follows:

Annabelle Martinez
New Mexico Health Care Authority
Behavioral Health Services Division
Email: annabellem.martinez@hca.nm.gov

Any submissions, inquiries, or requests regarding this RFI shall be submitted in writing via email to the RFI Manager. The email shall have a subject line that reads: RFI: SBIRT Training and shall be sent to annabellem.martinez@hca.nm.gov. The submitting organization may contact ONLY the RFI Manager, or designee, for inquiries or requests regarding this RFI. Other HCA/BHSD employees do not have the authority to respond on behalf of the RFI Manager.

II. DEFINITION OF TERMINOLOGY

This section contains definitions of terms used throughout this RFI document, including appropriate abbreviations:

“Business Hours” means 8:00 AM thru 5:00 PM Mountain Standard or Mountain Daylight Time, whichever is in effect on the date given.

“Close of Business” means 5:00 PM Mountain Standard or Mountain Daylight Time, whichever is in use at that time.

“County” means one of thirty-three geographic areas and units of government that make-up New Mexico.

“Culturally Sensitive Training” means training that assists people to understand and respect cultural differences.

“Evidence Based Behavioral Health (BH) Services” – means the framework for delivering high

quality, effective and personalized treatments for mental health issues or substance use disorders.

“HCA/BHSD” means New Mexico Health Care Authority, Behavioral Health Services Division.

“Lead Agency” means the agency designated at the local level to administer and carry out a project. It facilitates and establishes the contract and serves as the central point of contact for program development.

“Letter of Commitment” means a formal document (on letterhead) from the entity agreeing to work with the submitting organization to implement services and meet any contracted deliverables.

“Mandatory” – the terms "must", "shall", "will", and "required" identify a mandatory item or factor. Failure to meet a mandatory item or factor will result in the rejection of the submitted statement of interest.

“Mountain Time” is the time zone used as the basis for tracking the due dates/deadlines of the Request for Information submissions. It refers to Mountain Standard Time or Mountain Daylight Time, whichever is in place at the time of each scheduled date.

“Narrative” or means a written response to the prompts outlined in Section IV.

“Negotiating Parties” means the submitting organization and the HCA/BHSD.

“Recovery-Oriented System of Care (ROSC)” means a coordinated network of community-based services and supports that is person-centered and builds on the strengths and resiliencies of individuals, families and communities to achieve abstinence and improved health, wellness and quality of life for those with or at risk of alcohol and drug problems.

“Request for Information (RFI)” means all documents, including those attached or incorporated by reference, used for soliciting submissions.

“RFI Manager” means the person or designee authorized by HCA/BHSD to manage or administer a Request for Information (RFI) process.

“RFI Agency” means the New Mexico Health Care Authority, Behavioral Health Services Division, through the New Mexico Behavioral Health Purchasing Collaborative.

“Statement of Interest” means the written submission to this RFI to include all proposed information and documents that define the services to be delivered.

“Submitting Organization” means a vendor interested in delivering SBIRT Training to all eligible provider, and that submits a Statement of Interest in response to this RFI.

“Trauma Informed Care (TIC)” Trauma-informed care is a way to create safer environments for people who have experienced trauma. Programs and organizations that use trauma-informed care: realize how trauma affects people and understand potential paths for recovery and healing,

recognize the signs and symptoms of trauma in clients, families, and staff, respond by creating policies, procedures, and practices that reflect knowledge about trauma, and resist or avoid re-traumatization.

III. SERVICE REQUIREMENT/ CHECKLIST

All submissions must demonstrate the following mandatory program components:

SAMHSA-Aligned SBIRT Competencies & Curriculum Requirements

Vendors must demonstrate the ability to design and deliver training aligned with SAMHSA NM SBIRT standards and best practices.

Core SBIRT Components (Required Curriculum)

Training must include the three foundational components:

- **Screening**
 - Use of New Mexico validated tool
 - Risk stratification and interpretation of results
- **Brief Intervention**
 - Patient-centered communication techniques
 - Motivational Interviewing (MI) principles and application
 - Behavior change strategies and goal setting
 - Delivery formats (brief clinical encounters)
- **Referral to Treatment**
 - Identification of patients needing specialty care
 - Warm handoffs
 - Knowledge of treatment systems and community resources

These three components must be integrated into a continuum of care models linking early intervention and treatment services. ([SAMHSA](#))

Core Competencies

The platform should support development of the following competencies:

- Knowledge of substance use disorders (SUDs), mental health, and risk factors
- Proficiency in New Mexico evidence-based screening tool
- Competence in Motivational Interviewing techniques (a core SBIRT skill)
- Clinical decision-making based on screening results
- Cultural competency and addressing health disparities
- Ethical practice and patient confidentiality
- Interprofessional collaboration and team-based care

Instructional Design Requirements

Training should include:

- Modular curriculum (e.g., SBIRT Overview, Screening, Brief Intervention, Referral to Treatment, Implementation)
- Interactive case-based learning and simulations
- Role-play or virtual patient scenarios
- Knowledge checks, quizzes, and competency assessments
- Opportunities for skills practice and feedback

Training may include a combination of delivery modes (e.g., online modules, live sessions, simulations), as multi-component approaches are commonly used in SBIRT education.

Workforce Development & Outcomes

The platform should support:

- Training across multidisciplinary roles (e.g., physicians, nurses, social workers, counselors)
- Integration of SBIRT into routine care workflows
- Leadership development to promote SBIRT adoption
- Reduction of behavioral health disparities

Scope of Work

Platform Development

- Custom vs. configurable LMS solutions
- Mobile-first, responsive design
- ADA/WCAG accessibility compliance
- Cloud-based hosting and scalability

Learning Features

- Multimedia content (video, audio, interactive modules)
- Scenario-based simulations
- Certification and CE tracking
- Adaptive learning pathways

User Management

- Role-based access (admin, instructor, learner)
- Secure authentication (SSO, MFA)
- Progress tracking and dashboards

Integration

- LMS, HR systems, EHR integration
- API interoperability

Analytics & Reporting

- Learner performance and competency tracking
- Compliance reporting
- Data export and visualization

Security & Compliance

- HIPAA considerations (if applicable)
- Data encryption and secure storage

Maintenance & Support

- Ongoing technical support
- Platform updates
- Service Level Agreements (SLAs)

Vendor Information Requested

Please include:

- Company overview and relevant experience
- Experience with SBIRT or behavioral health training programs
- Proposed technical solution (custom vs. SaaS)
- Estimated cost ranges (development, licensing, maintenance)
- Implementation timeline

- Staffing and project management approach

Optional / Value-Added Capabilities

- Gamification
- Multilingual content
- Offline/mobile access
- Integration with telehealth or clinical decision support tools

IV. FORMAT AND ORGANIZATION

A. NUMBER OF SUBMISSIONS

Only one submission of a Statement of Interest per vendor shall be accepted in response to this RFI.

B. SUBMISSION

Must include:

1. One (1) electronic copy of the Statement of Interest by email to the RFI Manager identified in Section I, Paragraph F.
2. The Statement of Interest must be submitted to the RFI Manager by email at the email address listed in Section I, Paragraph F. The subject line of the email shall read [RFI Submission- SBIRT Training](#). **Please do not send a zip drive. All documents submitted by facsimile, or other electronic means, will not be accepted.**
3. All confidential information shall be clearly identified and segregated on the electronic version.

C. NARRATIVE GUIDELINES

The Statement of Interest narrative shall be typed using the standard 8 ½ x 11- format with one-inch margins, and in 12-point Times New Roman font. All responses in the RFI must be complete and coincide with the appropriate section as listed below.

1. **Signed RFI Cover Letter** (Appendix C)
Complete the form and have it signed by the person authorized to obligate the organization.
2. **Program Narrative**
The submission shall address each of the following prompts and in the order presented. Each response must adhere to the word count guidelines identified (in red).
 - a. **Organizational Structure and Competencies**
 - i. Describe current and previous **experience** in working with training specific to Screening, Brief Intervention and Referral to Treatment. Describe provider support activities for the proposed project. **(Limit 200 words)**.
 - ii. Describe the strength/extent of partnership and collaboration from community providers to achieve outcomes in training in SBIRT. *Examples of partnership commitment may include but not limited to: 1. Community outreach and engagement; 2. Provider Support in the trainings leading to certification.* **(Limit 200 words)**.

b. Service Description

i. Please describe your ability to deliver the following:

- **Screening**
 - Use of New Mexico validated tool
 - Risk stratification and interpretation of results
 - **Brief Intervention**
 - Patient-centered communication techniques
 - Motivational Interviewing (MI) principles and application
 - Behavior changes strategies and goal setting
 - Delivery formats (brief clinical encounters)
 - **Referral to Treatment**
 - Identification of patients needing specialty care
 - Warm handoffs
 - Knowledge of treatment systems and community resources
- (Limit 500 words).

c. Program Evaluation/Quality Assurance

i. Identify and describe your system for collecting, managing, sharing, and using data for evaluation and continuous improvement, including a tracking mechanism to ensure the achievement of outcomes. (Limit 200 words).

d. Budget Cost and Justification Narrative

Identify and describe a proposed budget to include costs and justification narrative. (May include as a supporting document, no word limit).

**APPENDIX A
RFI PROCESS AND TIMELINE**

This section contains the schedule, description and conditions governing the Request for Information (RFI).

SEQUENCE OF EVENTS

The RFI Manager will make every effort to adhere to the following schedule:

Action	Responsible Party	Due Dates
1. Issue RFI	BHSD/RFI Manager	April 28, 2026
2. Submission of Statement of Interest	Submitting Applicant	May 8, 2026
3. Notice of Outcome	RFI Manager	May 15, 2026 through May 22, 2026
4. Program/ Funding Execution	Negotiating Parties	July 1, 2026

EXPLANATION OF EVENTS

The following paragraphs describe the activities listed in the sequence of events shown above.

1. Issuance of RFI

This RFI is being issued by the New Mexico through the New Mexico Health Care Authority/ Behavioral Health Services Division on [April 28, 2026](#).

2. Submission of Statement of Interest

ALL SUBMISSIONS MUST BE RECEIVED FOR REVIEW BY THE RFI MANAGER OR DESIGNEE NO LATER THAN 5:00 PM MOUNTAIN TIME ON [May 8, 2026](#). Submissions received after this deadline will not be considered. The time and date of the email used to submit the submitting organizations submission will be the official record of receipt date and time. Submissions must be sent to the RFI Manager by email. The subject line of the email shall read [RFI Submission- SBIRT Training](#). **Please do not send a zip drive**. Submissions sent by facsimile, or other electronic means, will not be accepted.

A public log will be kept of the names of all the submitting organizations who submit a Statement of Interest. The contents of statements of interest will not be disclosed during the RFI process. The RFI process is deemed to be in effect until the notice of outcomes pursuant to this RFI are delivered from HCA/BHSD.

3. Notice of Outcome

The Statements of Interest that are the most advantageous to the state will be objectively selected by HCA/BHSD. The RFI Manager shall send a Notice of Outcome to all the submitting organizations on approximately [May 15, 2026, through May 22, 2026](#). These dates are subject to change at the discretion of the HCA/BHSD.

4. Program Funding/ Execution

The anticipated date for execution of the SBIRT Training program is [July 1, 2026](#). This date is subject to change at the discretion of the HCA/BHSD.

APPENDIX B GENERAL REQUIREMENTS

1. Incurring Cost

Any cost incurred by the submitting organization in preparation, transmittal, and/or presentation of any submission or material submitted in response to this RFI shall be borne solely by the submitting organization.

2. Subcontractors/Consent

The use of subcontractors is allowed. The prime contractor shall be wholly responsible for the entire performance of the contractual agreement whether subcontractors are used. Additionally, the submitting organization shall disclose, in its narrative of the submission, plans for using subcontractors, if applicable. The prime contractor must receive written approval from the HCA/BHSD awarding any resultant contract, before any subcontractor is used during the term of this agreement.

3. Disclosure of Submission Contents

Submissions will be kept confidential until negotiations and contracts are completed by the HCA/BHSD. At that time, all submissions and documents pertaining to the RFI will be open to the public, except for material that is clearly marked proprietary or confidential. The RFI Manager will not disclose or make public any pages of a submission on which the submitting organization has stamped or imprinted "proprietary" or "confidential" subject to the following requirements:

- a) Proprietary or confidential data shall be readily separable from the submission in order to facilitate eventual public inspection of the non-confidential portion.
- b) Confidential data is restricted to:
 - 1) Confidential financial information concerning the submitting organization.
 - 2) Data that qualifies as a trade secret in accordance with the Uniform Trade Secrets Act, Sections 57-3A-1 to 57-3A-7 NMSA 1978.

4. No Obligation

This RFI in no manner obligates the HCA/BHSD utilization of the submitting organization's services until a valid written contract is awarded and approved by appropriate authorities.

5. Termination

This RFI may be canceled at any time and any and all submissions may be rejected in whole or in part when the HCA/BHSD determines such action to be in the best interest of the HCA/BHSD.

6. Sufficient Appropriation

Any outcomes as a result of this RFI process may be terminated if sufficient appropriations or authorizations do not exist. Such terminations will be affected by sending written notice to the submitting organization. The HCA/BHSD decision as to whether sufficient appropriations and authorizations are available will be accepted by the submitting organization as final.

7. Legal Review

The HCA/BHSD requires that all-submitting organizations agree to be bound by the general requirements contained in this RFI. Any concerns must be promptly submitted in writing to the attention of the RFI Manager.

8. **HCA/BHSD Rights**

The HCA/BHSD reserves the right to accept all or a portion of a submission.

9. **Right to Publish**

Throughout the duration of this RFI process and outcomes, the submitting organizations and contractors must secure from HCA/BHSD written approval prior to the release of any information that pertains to the potential work or activities covered by this RFI and/or/BHSD contracts deriving from this RFI. Failure to adhere to this requirement may result in disqualification of the submission or any outcomes from this RFI.

10. **Ownership of Submission Documents**

All documents submitted in response to the RFI shall become property of the HCA/BHSD.

11. **Confidentiality**

Any confidential information delivered to, or developed by, the submitting organization(s) regarding the performance of the contract resulting from this RFI shall be kept confidential and shall not be made available to any individual or organization by the contractor without the prior written approval of the HCA/BHSD.

The submitting organizations agree to protect the confidentiality of all confidential information and not to publish or disclose such information to any third party without the written permission of HCA/BHSD.

12. **Electronic mail address required**

A large part of the communication regarding this RFI will be conducted by electronic mail (email). The submitting organization must have a valid e-mail address to receive this correspondence.

13. **Use of Electronic Versions of this RFI**

This RFI is being made available by electronic means. In the event of conflict between a version of the RFI in the submitting organization's possession and the version maintained by HCA/BHSD, the submitting organization acknowledges that the version maintained by the HCA/BHSD shall govern.

14. **Conflict of Interest; Governmental Conduct Act**

The submitting organization warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance or services required under the Agreement.

**APPENDIX C
RFI COVER LETTER**

Page 1

RFI NAME _____

RFI NUMBER _____

1. Organization		
Name of the Submitting Organization:		
Mailing address:		
City:	State:	Zip Code:

2. Person authorized by the organization to contractually obligate on behalf of this grant/contract award:		
First/Last Name:		
Title:		
Email Address:		
Telephone Number:		

3. Person authorized by the organization to negotiate the grant/contract award:		
First/Last Name:		
Title:		
Email Address:		
Telephone Number:		

4. Person authorized by the organization to clarify, and respond to queries on behalf of this grant/contract award:		
First/Last Name:		
Title:		
Email Address:		
Telephone Number:		

5. Use of Sub-Contractors (Select One)*

No sub-contractors will be used

The following sub-contractors will be used (describe purpose of sub-contracts):

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6. Please describe any relationship with other community, government, or business sectors (other than Subcontractors listed in (4) above) that will support your efforts.

7. On behalf of the submitting organization named, above, I accept the Terms and Conditions stated in this RFI. I agree to comply with all requirements as described in this RFI, including all appendices, attachments, written clarifications and amendments provided.

If the designated county is unwilling to comply with any terms, conditions or other requirements of this RFI the county shall clearly describe any deviations and include a complete explanation of why such deviations are proposed.

Signature: _____

Date: _____

Authorized Signature (By the person identified in item #2, above.)

****Attach additional pages as needed****

