New Mexico Behavioral Health Gaps Analysis

RFP #27-630-7901-0014

RESPONSES TO QUESTIONS

RFP SECTION	SECTION TITLE	PAGE	OFFEROR'S QUESTION	HCA'S RESPONSE
I.A; I.B; IV.A	Introduction; Scope of Work	5	Sec. I.A; I.B; IV.A) Section I.A calls for a focused section on adults with behavioral health needs and justice involvement, but this isn't listed in the Scope of Work (IV.A). The RFP also says the analysis covers the lifespan, while BHRIA references adult services. Please confirm the expected population scope and whether the justice-involved section is a required deliverable.	The population scope for this RFP is not limited to one individual population but should provide a comprehensive gaps analysis for all behavioral health services in New Mexico.
IB; I;G	Introduction	5;13	(Sec. I.B; I.G) Should the gaps analysis build on or update the NM Behavioral Health Assessment and Feasibility Study and the 2025–2026 Enhanced Sequential Intercept Mapping reports? Was there a prior contractor for related analyses?	This is a separate project that can utilize resources from previous reports such as the 2026 New Mexico Behavioral Health Assessment and Feasibility Study or Sequential Intercept Modelling. Manatt Health conducted the Behavioral Health Assessment and Feasibility Study.

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I.C	General Requirements; Evaluation Factors	6	(Sec. I.C; V.C.9) The RFP describes the contract term three ways: a four-year term (one year plus three optional renewals), a 2.5-year term, and a 4-year period for cost evaluation. Please confirm the period of performance. Should the cost proposal cover 2.5 years or 4 years?	Amendment 1 to RFP 27-630-7901-0014 clarifies the term of this contract is 2.5 years.
I.B	Background Information	5	Has the Legislature, through SB3/BHRIA, or HCA set specific items that must be included in the assessment or recommendations?	Legislative language can be found in the procurement library, specific requirements for HCA are outlined in section IV.A the detailed scope of work.
I.C	Scope of procurement	6	What is the identified budget for this project? Is there a not-to-exceed amount for the full contract term?	There is no specific identified budget for the contract term.
I.C; IV.C.6	Scope of Procurement;	6; 31	The RFP describes the contract term three ways: a four-year term (one year plus three optional renewals), a 2.5-year term, and a 4-year period for cost evaluation. Please confirm the period of performance. Should the cost proposal cover 2.5 years or 4 years?	The cost proposal should cover 2.5 years as clarified in Amendment No 1.

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I.C	Scope of Procurement	6	Please confirm the anticipated award date and the January 1, 2027 start date, given that the initial gaps assessment is due July 1, 2027.	The award date will be upon contract execution with an anticipated start date of January 1st, 2027. An earlier start date may occur depending on when the contract is fully executed.
I.C	Scope of Procurement	6	Please confirm the deliverable schedule: initial gaps assessment by July 1, 2027; actionable recommendations by December 30, 2027; and follow-up report by July 1, 2029. If the term is 2.5 years from January 2027, does the follow-up report fall within the contract period?	The deliverables will be within the contract period. The due dates are as outlined.
I.E;II.B.5;III.A	Proposal Submission; Explanation of Events; Response Format and Organization		The RFP names several submission portals: Submittable, Bonfire, eProNM, and Euna. Please confirm which portal should be used and provide the direct link.	The correct platform is Euna https://newmexicohsd.bonfirehub.com/opportunities/258816. This has been addressed in the amendment.
I.F.8; II.C.25	Definitions	7	Will a Business Associate Agreement or Data Use Agreement be required for access to PHI or Medicaid data? Can it be executed at contract start so the July 1, 2027 deadline remains feasible?	It is not anticipated that a BAA or Data Use Agreement will be required, however if one is required it will be executed expeditiously.

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I.G; IV.A	Procurement Library; Detailed Scope of Work	13; 26	How will HCA facilitate access to existing data sets, such as Medicaid claims and utilization data, the NM All Payer Claims Database, credentialing and licensure data, and workforce data? What is the expected timeline for data access?	HCA will provide aggregate reports. Offerors will not have access to line or individual level data. Report requests will be made to HCA data teams.
II.C.23; IV.A	Right to Publish; Detailed Scope of Work	20; 26	Will the gaps assessment and recommendation reports be public documents? Are there format, accessibility, or branding requirements?	Yes documents will be public facing. Yes, branding and accessibility will be required.
II.C.32	General Requirements	32	Will out-of-state vendors be considered? Can HCA confirm that an Offeror without a New Mexico Resident Preference Certificate is fully eligible, with the preference applied only as bonus points?	Yes, out-of-state vendors will be considered. Preference points will only be applied to eligible entities.
II.B.4; IV.B	Page Limits;	24;27	Organizational Experience is limited to five pages within the 15-page technical limit. Please confirm that the key personnel bios required in IV.B.3 are excluded from the 15-page limit, as resumes are under III.B.4.F	Key personnel bios are included in the 5-page limit, resumes are not included in the 5-page limit.

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N/A	N/A	N/A	Appendix G (Suspension and Debarment form) is referenced but not included in the RFP. Section V.C.5 also refers to "B.3 Mandatory Specifications," while Table 1 lists B.3 as Experience of Key Personnel. Please provide Appendix G and clarify which section is scored under B.3.	This has been clarified in the amendment. Appendix G and Mandatory Specifications have been removed.
III.B.11	Proposal Content and Organization	27	What is the funding source for this contract: state general fund, federal, or blended? If federal funds are involved, are there flow-down requirements Offerors should plan for?	The source of funding is anticipated to be state general funds.
IV.A	Detailed Scope of Work	28	Does HCA expect interviews, materials, or reports in languages other than English, such as Spanish, Diné, or other Tribal languages? If so, should translation and interpretation be included in the cost proposal, or will HCA provide them?	Translation services are not an element of this RFP.

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IV.A; V.C.2	Detailed Scope of Work; Evaluation Factors	28;32	How much in-person engagement does HCA expect across the 13 behavioral health regions, including frontier and rural counties, versus virtual engagement? Are in-person meetings with the Behavioral Health Executive Committee or regional bodies expected?	HCA does not have a specific requirement for engagement. Stakeholder meetings should be conducted in a manner which produces the best result. Meetings may be attended in-person or virtually.
IV.A	Detailed Scope of Work	28	Beyond written reports, does HCA expect presentations to the Behavioral Health Executive Committee or the regions, or interactive deliverables such as a dashboard or regional data profiles?	Yes, HCA anticipates there will be presentations to the Behavioral Health Executive Committee with the potential for other presentations to various groups.
IV.A	Detailed Scope of Work	28	Will the contractor receive case-level or record-level data, or aggregate data only? Is the data available at the behavioral health region level, or will the contractor need to crosswalk county-level data to the 13 regions?	The successful offeror will receive data in aggregate. Offeror may be required to crosswalk county level data to the 13 behavioral health regions depending on the data sets requested.
IV.A	Detailed Scope of Work	28	Are incentives allowed for participants in the qualitative stakeholder interviews? If so, is there a cap per participant or a required payment format?	Incentives are allowed; a cap has not been set.

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IV.A	Detailed Scope of Work	28	Approximately how many stakeholder interviews does HCA expect? Are there specific stakeholder groups HCA would prioritize, such as regional leads, providers, Tribes, Nations, and Pueblos, people with lived experience, or justice system partners? To what extent will HCA help recruit them?	HCA does not have a specific requirement for engagement. HCA will help facilitate contact with appropriate groups.
IV.A	Detailed Scope of Work	28	Does HCA have an internal review process for research materials such as interview guides and recruitment materials? Should Offerors plan time for Tribal research review or data sovereignty approvals?	Yes, HCA will review materials. Tribal research review or data sovereignty approvals are not anticipated to be needed for this RFP.
IV.A	Detailed Scope of Work	28	Is HCA interested in an advisory or working group to guide the gaps analysis? If so, does one already exist, such as through the Behavioral Health Executive Committee or the AOC regional structure, or would the contractor convene it?	Convening an advisory group is not in the scope of this RFP.

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IV.B; Appendix F	Technical Specification; Organizational Reference Questionnaire	29;57	What is the deadline for references to submit the Organizational Reference Questionnaire? Appendix F also references RFP# 26-630-8000-0004. Please confirm the correct RFP number references should use.	The deadline for references has been adjusted to align with the new due date of the RFP 11/13/2026 in amendment number 1. The correct RFP reference is 27-630-7901-0014 and has been adjusted. There will not be a requirement to re-submit any references already received.
N/A	N/A	N/A	The Cost section says costs should cover “Random Moment Surveys, Administrative Claiming & Direct Medical Service Cost Reporting & Settlement.” These activities don’t appear in the Scope of Work. Please confirm whether this language applies to this procurement.	This has been removed in amendment 1 and is not required for this RFP.
Appendix C	Draft Contract	39	Will compensation be structured by deliverable or milestone, or by hourly rate up to a not-to-exceed amount?	Compensation mechanisms may be negotiated with the successful offeror.
Appendix D	Cost Response Form	54	The technical specifications on the left side of the table are discrete project activities, rather than monthly recurring work. To calculate the monthly cost for the right column should we just divide the total cost for each deliverable by the total number of months in the contract?	Amendment 1 has clarified the phases and their alignment with the scope of work in section IV.A. Offeror should submit monthly budget-based work on each phase of the contract.

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III.A	Response Format and Organization	24	RFP Section III.A.2.1. states that Technical Proposals must be combined into a single file/document for uploading; however, the Health Care Authority Procurement Portal, Bonfire Interactive (Portal), contains separate upload fields for individual Technical Proposal documents (i.e., Financial Stability information, Letter of Transmittal, and Campaign Contribution Form). Would the State confirm that offerors are to include the Financial Stability information, Letter of Transmittal, and Campaign Contribution Form in their Technical Proposals, and uploaded as a single file/document (as instructed in the RFP) in the Portal? Should offerors also upload the Financial Stability information, Letter of Transmittal, and Campaign Contribution Form as separate files under the corresponding fields in the Portal, as these are required fields?	Yes, they should be included in the technical proposal and in the required fields.

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N/A	N/A	N/A	The Portal includes a red asterisk next to Technical Proposal Redacted, indicating that this is a required item. If offerors do not have a redacted Technical Proposal, what should they upload in this required field?	Offeror should label it as Redacted on the cover page and upload it even if there are no redactions. It will be non-responsive if an offeror does not upload and label.
IV.B; IV.C	Specifications	29;30	The RFP includes the instruction that the proposal be organized and indexed as provided in A. Technical Proposal in the sequence indicated. The Signed Letter of Transmittal and Signed Campaign Contribution Form are listed as items 1. and 2. They are also listed under Section IV.C. Business Specifications. Please confirm the offeror is to include these forms at the beginning of its proposal as items 1 and 2, and not under item 7. Response to Specifications?	Offerors should submit both forms as directed in the RFP.

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III.B.4	Page Limits	26	May an experience table/matrix be included under Other Supporting Materials, not subject to the page limit?	No, only the Title pages, table of contents, 2-page proposal summary, resumes, letters of support, references and financial information are excluded from 15-page limit
III.B.4	Page Limits	26	May resumes be included under Other Supporting Materials?	Yes, this is outlined on page 26.
III.B.4	Page Limits	26	May additional attachments, such as organizational charts, staffing tables, graphics, flow charts, dashboards, and sample reports, be included under Other Supporting Materials?	No, the Title pages, table of contents, 2-page proposal summary, resumes, letters of support, references and financial information are excluded from 15-page limit
III.B.5	Table of Contents	27	RFP Section III.B.5. states “The table of contents must contain a list of all sections of the proposal and the corresponding page numbers.” Are offerors permitted to revise the page numbers on required forms (i.e. Transmittal Form and Campaign Contribution Disclosure Form) or should offerors complete and submit the forms as is?	Yes, offerors are permitted to revise page numbers on required forms if they choose so long as the substantive content of the form is not changed.

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III.B.9	Response to Mandatory Specifications	27	The RFP has an instruction that "The offeror must identify, in full, the question being answered and its response to that question." Would providing the RFP section and subsection number and title (e.g., 1. Organizational Experience) as a heading/subheading before the offeror's answer be sufficient to identify the question being answered?	Yes, this is allowable
IV.A	Detailed Scope of Work	28	Would the State confirm that Section IV. Specifications, A. Detailed Scope of Work can be addressed as part of the response to Section IV. B. Technical Specifications, and does not need to be included as a separate section in the offeror's response?	Yes, the response to section IV A, the detailed scope of work, should be addressed in the technical specifications.
IV.A	Detailed Scope of Work	28	Is the analysis intended to assess behavioral health needs and services for all New Mexico residents, regardless of payer, or is the primary focus the Medicaid population?	While an analysis should be inclusive of multiple populations, the primary source of information and focus will be Medicaid

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IV.A	Detailed Scope of Work	28	Can the State identify quantitative data sources that will be made available to the selected contractor, including provider/network data, workforce data, grant, or program data, or other administrative data?	Aggregate reports will be made available upon request and as available. HCA cannot identify specific data sets at this time.
IV.A	Detailed Scope of Work	28	Will claim-level or individual-level data be made available from the APCD to the selected contractor?	No.
IV.A	Detailed Scope of Work	28	Can the State clarify whether the selected contractor will be expected to independently obtain or purchase any data sources?	Successful offeror will not be expected to purchase data sources but may choose to do so.
IV.A	Detailed Scope of Work	28	Does the State expect the gap analysis to compare New Mexico's behavioral health service and workforce capacity against specific state, national, or evidence-based benchmarks?	There are no specific requirements regarding benchmarking. Any benchmarks utilized must be citable and the methodology must be clearly outlined.
IV.A	Detailed Scope of Work	28	For identifying quantitative metrics by region, does the State have a preferred assignment rule? For example, would utilization of residential/inpatient treatment be assigned to the place of residence of the patient (if available) or the facility location?	Specific methodology and assignment rules will be dependent on the data sets utilized.

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IV.B	Technical Specifications	29	Please confirm that the "follow-up report" described in this section is the report described in Section IV.A.2 due by December 2027.	That is correct.
IV.B	Technical Specifications	30	Please confirm that the "final report" described in this section is the report described in Section IV.A.3. due by July 2029.	That is correct.
III.B	Proposal Content and Organization	25	Per RFP Section III.B.1.A., item 4. Transmittal Form, and item 5. Campaign Contribution Disclosure Form are to be included at the beginning of the proposal. Would the State confirm that item 4. Transmittal Form, and item 5. Campaign Contribution Disclosure Form, do not need to be included in the offeror's response to IV.C. Business Specifications?	Yes, the forms requested under the technical specifications may be placed in the technical specifications portion.

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V.C	Evaluation Factors	33	RFP Section V.C.5.B.3. indicates that B.3. is Mandatory Specifications; however, Table 1: Evaluation Point Summary on page 32 identifies B.3. as Experience of Key Personnel. Would the State please clarify what RFP Section V.C.5.B.3. refers to (e.g., section IV.B. Technical Specifications)?	This section has been re-organized and is reflected in RFP Amendment Number 1. Mandatory specifications have been removed.
Appendix D	Cost Response Form	54	Appendix D, Technical Specifications, items a) and b), both reference progress reports and deliverable submissions. Can the State clarify the distinction between these requirements?	A progress report is not the same as a deliverable submission, as part of the contracting process HCA will request periodic updates on specific deliverables. Deliverables are outlined in the detailed scope of work.

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Appendix D	Cost Response Form	54	Appendix D does not appear to clearly align the pricing line items with the base period and option periods identified in the RFP. Could the State clarify the pricing methodology? Specifically, how should pricing be allocated and presented across the applicable periods of performance, including any total costs associated with individual line items and the overall proposed contract value?	The technical specification based on the detailed scope of work are phases within the scope of work. This has been clarified in Amendment Number 1.
Appendix D	Cost Response Form	54	Appendix D refers to Section IV.D., Detailed Scope of Work, while the Detailed Scope of Work appears in Section IV.A. Can the State confirm that Appendix D is intended to incorporate all requirements in Section IV.A.?	Yes, appendix D refers to Section IV.A. This has been adjusted in amendment 1.

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Appendix D	Cost Response Form	54	Would the State please clarify what "engagement" activities are expected as referenced in the Cost Response Form item (b).	This would include any activity related to engaging the community, such as in-person or virtual stakeholder meetings, key informant interviews, or other similar stakeholder engagement.
Appendix D	Cost Response Form	54	Can you clarify what the note in the Monthly Cost column of the cost response form, "(unless otherwise indicated below)" refers to? Are offerors allowed to indicate which costs are NOT spread evenly across all months?	This would be a cost that is not a monthly cost for that phase of the project. An example could be a one-time purchase. If it is not a monthly cost the offeror would note, it as the requested.
I.B	Background information; Scope of Procurement	5-6	On page v of the RFP, there is a request for two reports within 24 months of the initial analysis, page 28-29 of the RFP (item 3) suggests a single follow-up report. Is the request for one or two follow-up reports after the initial report due in July 2027?	The number of reports is outlined on page 6 in the scope of the procurement. There are three reports due. This is consistent with Section IV.A which requires: 1. An initial gaps assessment 2. Report with actionable recommendations for each behavioral health region and for the Behavioral Health Executive Committee to be submitted by December 2027. 3. A final report

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N/A	N/A	N/A	Will Tribal partners be able to review findings that concern their communities before the information is published?	Findings for Pueblos, Nations, and Tribes (PTN) will be reviewed by HCA and provided directly to the PTN. Information concerning specific PTNs will not be released without the express permission of the PTN.
IV.A	Detailed Scope of Work	28	Should the analysis cover all payers (Medicaid, Medicare, commercial and state funded) or just Medicaid?	The analysis will be based on Medicaid data. Other available aggregate data may be available and can be used.
Appendix D	Cost Response Form	54	Please confirm that the only budget information to be provided is what is listed in Appendix D, “Cost Report Form” and no additional budget information required.	Appendix D “Cost Response Form” should be utilized to outline the cost of the proposal.
			On page 26 of the RFP, under Page Limits, there is a reference to Letters of support. "Title pages, table of contents, 2-page proposal summary, resumes, letters of support, references and financial information are excluded from 15-page limit". This is not mentioned in any other part of the solicitation. What letters of support is this rereferring to/what is required?	If the offeror wishes to include letters of support from organizations which they anticipate working with during the project, these may be included in the proposal.

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I.G.	Procurement Library	12	This link to the NM Enhanced Sequential Intercept Mapping Reports 2025-2026 is not active. Is there a better link we can use to view the SIM reports?	SIM reports may be found here: https://hsc.unm.edu/medicine/departments/psychiatry/bhria/regions.html
III.A; III.B	Number of responses; Proposal Content and Organization	24; 25	If we are also uploading each of the appendices within the Bonfire portal separately, do they also have to be included in the technical proposal document that we submit per Section B, page 25 of the RFP?	Yes.
III.B.4	Page Limits	26	There is a requirement that body text be a minimum of 12 pt, single-spaced. Does this mean that for any section headers and title page text, we can go above that 12 pt limit?	Any portion of the RFP can be above the minimum font limit but not below.

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Section 1	Introduction	5	2. Section I: Is any contractor currently supporting the Behavioral Health Services Division or the Behavioral Health Executive Committee with gap analysis, data analysis, or planning work under the Behavioral Health Reform and Investment Act, or did any contractor assist in preparing this RFP? If so, is that contractor eligible to respond?	Currently there are no contractors supporting gaps analysis. Planning work is being conducted by the Administrative Office of the Courts. The University of New Mexico assisted with writing the RFP and is not an eligible offeror.
Appendix D	Cost Response Form	53	Appendix D (Cost Response Form) appears to carry language from another procurement. Please confirm the deliverables and phases that should be priced and whether the form will be reissued.	Amendment 1 to this RFP clarifies the deliverables and alignment with the cost response form.
N/A	N/A	N/A	How many behavioral health regions or areas of concern should the gaps assessment address, and does the Authority expect primary data collection (provider surveys, community listening sessions) in addition to secondary data analysis?	There are 13 behavioral health regions. Stakeholder engagement sessions will be required.

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III.B.4	Page Limits	26	Do the required timeline with milestones, tables, and figures count against the 15-page technical proposal limit, and does the five-page Organizational Experience limit include the summary of relevant projects	Only Title pages, table of contents, 2-page proposal summary, resumes, letters of support, references and financial information are excluded from 15-page limit.
V	Evaluation	32	The three Organizational Reference questionnaires are sent directly by references to the Authority. May the offeror confirm receipt with the Procurement Manager before the deadline, and is a late reference disqualifying?	No, the offeror may not confirm receipt with the procurement manager, late references will not be considered for the purpose of scoring.
N/A	N/A	N/A	Will oral presentations be held, and if so, when and in what format?	No oral presentations are not anticipated.
III.B	Proposal content and organization	26	Should the proposer budget for interpretation and translation services to conduct outreach, interviews, and listening sessions in Spanish, or are there some resources available through the state? (Section III.B Cost Proposal Instructions)	If the proposer is proposing to conduct outreach, interviews, and listening sessions in Spanish they should include these costs in their proposal.
IV.A	Detailed Scope of Work	28	When will all of the regional behavioral health plans be approved? (Section IV.A Specifications)	All regional health plans have been approved by the Executive Committee.

New Mexico Behavioral Health Gaps Analysis

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Title Page	Title Page	Title Page	The procurement timeline provides 7 calendar days between HCA's responses to written questions (October 29, 2026) and the proposal due date (November 6, 2026). As responses to questions regarding scope and cost structure may materially affect Offerors' responses, will the State consider extending the proposal and Organizational Reference Questionnaire due dates by two weeks to allow Offerors to fully incorporate HCA's responses and any resulting RFP amendments into their proposals.	The due date for proposals has been extended to 11/13/2026 in amendment number 1.

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Appendix F	Organizational Reference Questionnaire	57	Organizational Reference Questionnaires are due on October 30, 2026. Given that our state clients would need to take time from their busy schedules and heavy workload to complete, would the State consider extending that deadline to November 5 to allow your colleagues in other states additional time to complete and submit the references?	Amendment number 1 has changed the due date of references to November 13th
Appendix F	Organizational Reference Questionnaire	57	Would the State allow 1) references from other NM agencies or 2) references from past NM employees who oversaw previous state contracts?	Yes, references from state agencies outside of HCA would be allowed.

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IV.A	Detailed Scope of Work	28	The state requires an initial gaps assessment by July 1, 2027, including data driven identification of gaps across several domains. To achieve this, the vendor will require immediate access to epidemiological and need data, capacity and inventory data, and utilization and outcome data across all domains listed. Additional behavioral health workforce data required includes total active counts and geographic distribution of credentialed and certified professionals such as dedicated substance use providers, non-independently and independently licensed therapy providers, and prescribers, as well as data on turnover and vacancy rates, compensation/wage benchmarks, waitlists, and rates of new patient acceptance. Can the state please clarify that this data will be immediately available to the vendor upon project start of January 1, 2027?	Agreed upon data will be made available to the successful offeror as soon as possible but an exact date cannot be confirmed.

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I.A.F	Definition of Terminology	7	The definition numbers start with number 3. This is assumed to be a numbering issue, but please clarify that all definitions are reflected in the RFP.	All definitions are in the RFP. An amendment has been issued to address minor errata.
I.A.F	Definition of Terminology	7	"Hourly Rate" is provided in the definitions, but hourly rates do not appear to be requested in the Cost Response Form (Appendix D) or elsewhere in the RFP response. Can HCA clarify if hourly rates should be submitted?	If the offeror is proposing an hourly rate for work performed, they should utilize this definition when developing their cost proposal. It is not required to propose an hourly rate.
Appendix D	Cost Proposal	54	Given the requirement that "All charges listed on Appendix D must be justified and evidence of need documented in the proposal", is HCA seeking a budget narrative, and if so, is there a page limit for the budget narrative.	Costs should be justified within the cost proposal outlined in Appendix D and match the work that is proposed in the technical response. Appendix D is meant to serve the purpose of the budget narrative. No page limit is set for the cost proposal. Any and all discussions of cost must be completed within the cost proposal.

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Appendix D	Cost Proposal	54	The form states, “Offeror’s proposed cost shall not be used to replace the Offeror’s already-budgeted funds for the proposed project.” Given this is a new procurement, there are no previously budgeted funds for the bidder’s proposed cost to replace. Can HCA clarify the statement?	This language is not relevant to this proposal.
Appendix D	Cost Proposal	54	The Appendix states, “The budget table below … is not inclusive of all activities that must be performed and completed.” Please confirm that all activities to be performed are outlined in Section IV (Specifications). If not, please clarify what other activities must be performed.	All required activities are outlined in the detailed in IV.A.

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Appendix D	Cost Proposal	54	The table on the Cost Response Form calls for monthly pricing associated with items a through d. While there is conflicting language regarding the contract term (i.e., 2.5 years vs 4 years), this approach would have costs associated with the project kickoff call being part of the monthly payments 2.5 to 4 years out. Costs are not anticipated to be equal across the term of the engagement. Would HCA be amenable to a cost proposal that includes a fixed fee per deliverable in the contract year in which the deliverable is completed or another approach? If so, are bidders allowed to modify the pricing table as long as the total fixed price for the entire scope of work is clearly reflected?	Yes, a fixed fee per deliverable would be allowable. The cost proposal form should still outline costs as requested. The term is 2.5 years.
Appendix D	Cost Proposal	54	Please clarify if the cost in the Cost Response Form is for all contract years	Yes, this is for all contract years.
IV.A	Detailed Scope of Work	28	The RFP requires qualitative interviews with key stakeholders. Does HCA have a preference for conducting these interviews in person or remotely?	There is no preference.

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IV.A	Detailed Scope of Work	28	Will HCA make available any additional datasets, reports, or underlying research beyond the resources identified in the Procurement Library, including nonpublic materials from the prior Behavioral Health Assessment and Feasibility Study? If so, what will be available and when?	Yes, agreed upon reports and data sets will be made available. This will depend on the request and type of data set. They will be made available as soon as possible.
Appendix F	Organizational Reference Questionnaire	57	May an existing HCA contract or program manager serve as an organizational reference for an offeror's prior or current HCA-funded work?	No
Appendix F	Organizational Reference Questionnaire	57	If permitted, may the offeror request that reference directly, or must the request be coordinated through the Procurement Manager?	The offeror should provide the reference form to the potential reference who should then provide it to the Procurement Manager.

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IV.A	Detailed Scope of Work	28	The RFP requires identification of behavioral health service gaps across all 13 Behavioral Health Regions. Please clarify whether the assessment is expected to include (1) behavioral health services and programs operated by Tribes, Nations, and Pueblos located within these regions and (2) behavioral health service needs, access barriers, and gaps experienced by Tribal members and residents. If included, does HCA anticipate direct engagement with Tribal governments and providers, or reliance on existing data and regional planning processes?	The planning process should include Tribal stakeholders but will not be examining specific health programs operated or provided by Nations, Pueblos and Tribes. HCA is responsible for direct government to government engagement with NPT governments

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Sec. I.A; IV.A	Purpose of this request for proposals; Detailed Scope of Work	5;28	Section I.A calls for a focused section on adults with behavioral health needs and justice involvement, but this isn't listed in the Scope of Work (IV.A). The RFP also says the analysis covers the lifespan, while BHRIA references adult services. Please confirm the expected population scope and whether the justice-involved section is a required deliverable.	A section on justice involved populations should be included. The gaps analysis should be inclusive of all populations.

RESPONSES TO QUESTIONS

I.F	Definition of Terminology	7	• Several cross-references in the RFP do not match the section or item they cite. Please confirm the intended reference for each, and whether HCA will issue an amendment. II.C.19 (p.20) cites “Section I.F.19” for minor irregularities; item I.F.19 is “Dedicated Substance Use Providers” and “Minor Irregularities” is I.F.36 (p.10). • III.A.2.a (p.25) cites I.F.6, I.F.38 and I.F.27 for the definitions of confidential, unredacted and redacted; the definitions appear at I.F.13, I.F.66 and I.F.48. • Pp.7 and 14 refer to “Section III.B.1” for submission instructions, and p.24 and I.F.64 cite “Section III.C.1”; Section III has no part C, and portal instructions appear in III.A.1–2. • P.25 refers to the	Amendment number 1 has been issued to correct these issues.

RESPONSES TO QUESTIONS

Appendix F	Organizational Reference questionnaire	57	Appendix F is listed under a different RFP number (26-630-8000-0004) in the Table of Contents. Please confirm if this is the correct form for this RFP	This is the correct form the wrong RFP was listed in error. This has been corrected in the amendment
III.B.9	Response to mandatory specifications	27	Section III.B.9 and the evaluation factors refer to “Mandatory Specifications,” but Section IV has no such list and Table 1 assigns it no points. Are there mandatory specifications? Is a Statement of Concurrence required, and if so, for which items?	Mandatory specifications are not a factor in this RFP, only Technical and Business Specifications. The statement of concurrence has been removed in the most recent amendment.
N/A	N/A	N/A	Is an out-of-state vendor required to be fully registered to do business in the State of New Mexico at the time of proposal submission, or is this registration only required after notification of award prior to final contract execution by the State Purchasing Division?	All registration and contracting requirements must be completed prior to the contract execution.
Appendix D	Cost Response Form	54	In addition to the monthly cost for each of the four technical specifications, should we also include in the table the estimated number of months to complete each one?	Yes, this would be allowable.

RESPONSES TO QUESTIONS

Appendix D	Cost Response Form	54	Are we required to complete and include the exact Appendix D form in the RFP or are we only required to include the information in the table and sum of monthly costs (total contract costs)?	Applicants should use the form as is with only minor edits for formatting and readability allowed.
Title Page	Title Page	Title Page	The RFP identifies the proposal due date as November 6, 2026, at 5:00 PM MST. However, a public notice for the same solicitation, RFP #27-630-7901-0014, identifies the proposal due date as November 11, 2026, at 5:00 PM MST. Please confirm the correct proposal submission deadline.	An amendment has been issued extending the deadline of submission to November 13th, 2026.
N/A	N/A	N/A	Please confirm the proposal deadline is at 5 pm MST, and not 5 pm MDT. On page 14, the RFP says that the proposal is due at 5 pm MST/MDT.	The proposal is due 5pm MST.
Appendix C	Draft Contract	39	May proposed changes to Appendix C provisions be submitted as either a redline of Appendix C or a summary table? Please also confirm that this material does not count toward the 15-page limit for the Technical Specifications.	Proposed changes may be submitted as either a red line or summary table. This material does not count toward the 15-page limit for technical specifications.

RESPONSES TO QUESTIONS

IV.A	Detailed Scope of Work	28	Beyond completing the final report, is HCA looking for the offeror to complete any additional activities between December 2027 and July 2029?	Presentations to regions, the Behavioral Health Executive Committee, or legislative hearings may be requested during this time.
IV.B	Technical Specifications	29	On page 29, the offeror is directed to “Describe the experience and years Offeror possesses in characterizing behavioral health services.” How would HCA define “characterizing” in this context?	Identifying, assessing, profiling, mapping or analyzing attributes of behavioral health systems.
Appendix F	Organizational Reference questionnaire	57	The RFP indicates that offerors must provide a minimum of three external references. Can HCA please confirm it is permissible to submit more than three reference questionnaires?	More than three may be submitted but additional points will not be awarded.

Appendix D	Cost Response Form	54	In Appendix D, Cost Response Form, should the offeror be providing monthly costs for only the months in which the row is active, or should the offeror be providing monthly costs across the entire length of the project? For example, for “a) Project kickoff, assessment and study frameworks, comprehensive assessment of current services, progress report, deliverable submission,” should the offeror be providing monthly costs for just the first six months of the project, or spread the total costs for the activity over the entire 2.5-year project period?	Costs should be broken down by each phase of the contract, not the total cost over the 2.5-year period.
Appendix D	Cost Response Form	54	Can HCA provide an explanation of activities that fall under row (b), Engagement, progress report, deliverable submission, and presentation? Specifically, can HCA define the engagement and deliverable that is included in this row?	Engagement, progress report, deliverable submission and presentation is meant to include stakeholder engagement, regular progress reporting on the project to HCA submission of any required deliverables including the required December 2027 report with actionable recommendations.

IV.C.3	Financial Stability	30	The financial stability requirement asks for a 10-K. For Offerors that don't file a 10-K, such as nonprofits and privately held firms, are independently audited financial statements alone sufficient?	This requirement for submission of a 10-K only applies to organizations who are required to file one. All other organizations should provide all other required information in IV.C.3.
Appendix D	Cost Response Form	54	In Appendix D, Cost Response Form, can HCA please explain how rows (a)-(d) in the table map to numbers (i)-(iv) in the Planned Implementation Approach section (pages 29-30)?	An amendment has provided clarification on how this matches the detailed scope of work.
Appendix D	Cost Response Form	54	Appendix D, Cost Response Form, indicates, "The budget table below reflects the timeline of key phases outlined in the scope of work and is not inclusive of all activities that must be performed and completed." What other activities does HCA anticipate will need to be completed?	Additional minor activities that may not be anticipated or specifically budgeted for, such as calls with contract managers, answering emails etc., all major costs should be listed within the budget proposal.
Appendix D	Cost Response Form	54	In Appendix D, Cost Response Form, can HCA please provide the time period (i.e., relevant months) for each row?	The offeror should provide this based on the due dates of each report.

			Appendix D, Cost Response Form, indicates, "The budget table below reflects the timeline of key phases outlined in the scope of work and is not inclusive of all activities that must be performed and completed." This appears inconsistent with the statement in Appendix D that, “given that Appendix D also says, “All monthly costs must be firm, fixed and include all services performed under the requirements of the Section IV. D, Detailed Scope of Work. No additional costs and/or fees will be permitted under this contract.” How should the offeror account for other costs not incorporated into the activities reflected in the budget table?	Additional minor activities that may not be anticipated or specifically budgeted for, such as calls with contract managers, answering emails etc., all major costs should be listed within the budget proposal.
IV.A	Detailed Scope of Work	28	What types of facilities, programs, levels of care, and/or services should be included within the analysis?	The review should include totality of programs, facilities and levels of care and services related to behavioral health in New Mexico.