



DOH57303

REQUEST FOR PROPOSAL (RFP)

The Ohio Department of Health (ODH) is seeking applications from potential offeror(s) to provide professional services.

1. PROJECT INFORMATION:

- 1.1. Project Title: Addressing Nicotine Use in Community Health Centers
- 1.2. Solicitation Posting Date: Friday, June 13, 2025
- 1.3. Inquiry Start Date Friday, June 13, 2025
- 1.4. Inquiry End Date: Thursday, June 26, 2025, at 3 p.m. All questions must be submitted via email to Procurement@odh.ohio.gov and include "DOH57303 Inquiry" in the subject line. Questions received after this date will not receive a response
- 1.5. Solicitation End Date: Thursday, July 10, 2025, at 3 p.m. All required application components must be received by this date and time. Applications should be submitted and emailed to Procurement@odh.ohio.gov and include "DOH57303 Proposals" in the subject line. Each application component (Technical and Cost Proposals) must be clearly labeled.
- 1.6. Project Background: ODH to award one qualified Offeror that is willing to leverage their roles as trusted partners to Federally Qualified Health Centers (FQHC) to develop engagement initiatives that are creative, cost-effective and can be implemented on a timely project-basis. Selected entities will rapidly identify and implement activities to increase FQHC provider and, therefore, patient engagement in tobacco use prevention and cessation. Any one or a combination of the following goals must be targeted to engage communities in efforts to increase provider engagement in tobacco use prevention and cessation:
 - Increase FQHC efforts to prevent initiation of tobacco use
 - Increase evidence-based screening for tobacco use in the FQHC setting
 - Increase FQHC referrals to cessation treatments
 - Increase cessation attempts of FQHC patients
 - Increased patient engagement in tobacco cessation treatment
 - Increase screening and tobacco cessation intervention provided to women of childbearing age.
 - Increase awareness of Ohio Tobacco Quit Line among FQHC providers, staff and patients

The awarded offeror will launch its proposed initiative and have an objective mechanism for measuring success. Awarded offeror will also need to document their process and include



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recommendations for scaling their initiative if the measure achieves its success metrics. Offerors are encouraged to leverage existing ODH resources.

1.7. Project Objective: The awarded Offeror will be uniquely positioned to work with Ohio Federally Qualified Health Centers to enhance and/or support their current practices and procedures to address nicotine use as part of routine clinical treatment.

1.8. Projected Estimated Budget: \$144,000 annually for each project period.

1.9. Project Award: One (1) Award.

1.10. Project Period: 8/1/2025-06/30/2027

ODH reserves the right to execute multiple agreements with awarded provider to fulfill the entire project period, subject to and contingent on the discretionary decision of the Ohio General Assembly to appropriate funds (if needed) for the biennium, satisfactory performance of the awarded providers and the needs of the Ohio Department of Health

1.11. Agreement Term: 8/1/2025-06/30/2027 with up to four (4) years of additional Renewal Terms may not exceed after 6/30/2031.

1.12. Renewal Terms: 48-months optional renewal period(s) dependent upon the receipt and approval of funds to ODH for this project, this agreement may be renewed into four (4) twelve-month terms.

- *Renewal One: 07/1/2027-06/30/2028*
- *Renewal Two: 07/1/2028-06/30/2029*
- *Renewal Three: 07/1/2029-06/30/2030*
- *Renewal Four: 7/1/2030 – 06/30/2031*

At the sole option of ODH, ODH may extend this Contract past the initial Agreement Term for a period of ninety (90) days. Renewal terms may be exercised by mutual agreement between the Contractor and ODH. The cumulative time of all mutual renewals may not exceed four (4) additional years and are subject to and are contingent upon the discretionary decision of the Ohio General Assembly to appropriate funds for this project in each new biennium. If any renewal is exercised, a new contract will be issued at the beginning of the new biennium. ODH may evaluate whether a renewal is appropriate considering the satisfactory performance of the Contractor and the future and continuing needs of ODH's Programs.



2. **PROJECT REQUIREMENTS:** Offeror(s) must meet the following mandatory requirements to be considered for evaluation.

2.1. Contractor Experience Requirement:

2.1.1. Offeror should be a membership organization for Ohio community health centers or be able to demonstrate previous successful projects with groups of Ohio community health centers.

2.2. Candidate Expertise Requirement:

2.2.1. Offeror must have previous experience engaging community health centers in work similar to the scope of work items for this project.

2.3. Notice of Award Requirements: N/A

2.4. Mandatory Licenses &/or Certifications Required: N/A

3. **SCOPE OF WORK AND DELIVERABLES:**

3.1. Scope of Work:

SCOPE OF WORK	
3.1.1	<p>Offeror shall work with ODH and participate in bi-monthly conference calls to report on activities and progress made to:</p> <ul style="list-style-type: none">• Increase FQHC efforts to prevent initiation of tobacco use.• Increase evidence-based screening for tobacco use in the FQHC setting.• Increase FQHC referrals to cessation treatments.• Increase patient engagement in tobacco cessation treatment.• Increase awareness of Ohio Tobacco Quit Line among FQHC providers, staff and patients.• Increase screening and tobacco cessation intervention provided to women of childbearing age.
3.1.2	<p>Offeror will complete an assessment of current tobacco practices in no fewer than six (6) Ohio FQHC and submit the report of findings to ODH. The survey must assess the following:</p> <ul style="list-style-type: none">• Facility's current state of readiness to implement nicotine screening and treatment protocols.• Concerns related to treating nicotine dependence at the same time as treating other co-occurring conditions.• Staff knowledge of the evidence that supports screening for nicotine dependence as part of routine healthcare.• Staff and leadership's confidence and willingness to treat nicotine dependence.• Level of support needed to implement nicotine screening and treatment workflows.
3.1.3	<p>Offeror to use assessment data, create and submit a project plan addressing areas for improvement, according to project goals, for ODH approval.</p>



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3.1.4	Offeror to submit documentation that verifies implementation of activities that were apart of approved project plan.
3.1.5	Offeror will create and submit a report to ODH that provides evidence of implementation of a significant system change relating to nicotine dependence treatment in an Ohio-based FQHC.
3.1.6	Offeror shall submit an outcome report that includes key findings, metrics, sustainability factors that focus on determining opportunities to replicate and scale successful integration of nicotine dependence screening, referral and treatment into routine clinical treatment.

3.2. Deliverables and Due Dates:

DELIVERABLES		DUE DATE
3.2.1	Offeror participates in bi-monthly conference calls with ODH to report on the Offeror's progress on cessation use services in FQHC settings.	Bi-monthly with the first call taking place within 30 days of contract award
3.2.2	Offeror completes an assessment of current tobacco practices in no fewer than six (6) Ohio FQHC and submits a report of findings to ODH.	Within 60 days after awarded contract
3.2.3	Offeror submits a project plan addressing areas for improvement (according to project goals) for ODH approval.	Within 90 days after awarded contract
3.2.4	Offeror submits verification documents regarding implementation of the approved project plan.	10 months after contact award
3.2.5	Offeror submits a report to ODH that provides evidence of implementation of a significant system change relating to nicotine dependence treatment in an Ohio-based FQHC.	11 months after contract award
3.2.6	Offeror submits the outcome report to ODH.	11 months after contact award

4. TECHNICAL EVALUATION CRITERION:

CONTRACTOR PROFILE		WEIGHT
4.1	Offeror details their relationship with Ohio community health centers.	10
4.2	Offeror is a membership organization for Ohio community health centers.	20
4.3	Offeror demonstrates previous successful projects with groups comprised of Ohio community health centers.	15



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4.4	Offeror demonstrates previous experience engaging community health centers in work similar to the scope of work for this project.	10
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STAFFING PLAN (PERSONNEL PROFILE)		WEIGHT
4.5	Offeror outlines staff dedicated to the project that includes at least five years' experience working with Ohio community health centers on similar projects.	10
4.6	Offeror details methods to recruit community health centers to participate in the project and what sort of assurances will be secured to ensure the project is adequately staffed at the community level.	10

WORK PLAN		WEIGHT
4.7	Offerors response includes the methodology that will be employed to successfully complete the project deliverables.	10
4.8	Offeror proposes strategies that are reasonable to accomplish the project deliverables in a twelve-month period.	15

TOTAL	100
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5. PROPOSAL SCORING

CRITERIA	MAXIMUM ALLOWABLE POINTS
Technical Proposal	100
Cost Proposal	0
MBE Set -Aside	0
Total	100