



*Delaware Health
And Social Services*

DIVISION OF MANAGEMENT SERVICES

PROCUREMENT

DATE: DECEMBER 11, 2006

PSC#727

TO PERFORM A CHILD CARE MARKET RATE SURVEY
OF DELAWARE'S CHILD CARE PROVIDERS

FOR

DIVISION OF SOCIAL SERVICES

Date Due: JANUARY 08, 2007
11:00 AM

ADDENDUM # 1

Please Note:

THE ATTACHED SHEETS HEREBY BECOME A PART OF THE
ABOVE MENTIONED BID.

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RFP - PSE-727 Local Market Rate Survey Questions and Answers

- Q1. Is the final delivery date of April 30, 2007 final with no negotiations? (Marie Sweeney)
A1. Yes, the deadline date is necessary due to fiscal meetings. (Eulinda DiPietro)
- Q2. I would like clarification on approval of sub-contractors? (Michael Jenkins)
A2. I would want to know who you are going to sub-contract with. I would want to see the contract with your sub-contractor and also the budget. After reviewing that information, approval or denial would be sent to you. (Eulinda DiPietro)
- Q3. The last survey was done in 2005, has it been done prior to that? (Karen Jenkins)
A3. The Local Market Rate Survey is done every two years as a requirement for the Child Care Development Fund. (E. DiPietro)
- Q4. I do not see a budget. Is there a ceiling? (S. Dasgupta)
A4. The bidders can submit a budget that they feel is adequate for the work that they are doing. The previous contract was for \$116,065. We do not want to constrain the bidders, you have the budget form and you have the previous contract amount. (E. DiPietro)
- Q5. Do you have the size of the licensed provider population, at this point, for two groups, center-school age and family child care? (M. Sweeney)
A5. I will have to get back to you with that answer. 436 centers, 1383 family home providers and 69 large family home providers (E. DiPietro)
- Q6. Does the State now have age category information for licensed centers?
A6. The State does not currently have an uniform tracking mechanism for the collection of this information. (E. DiPietro)
- Q7. In the contract, we have to buy the information from FMC. Do you know how much it was last time? Did the successful bidder buy the information from FMC?
A7. Family and Workplace Connection has stated there will be no consultation fee for the exchange of information. (E. DiPietro)
- Q8. Is there anything different this time from last time? (M. Sweeney)
A8. We have been trying to educate our providers about the importance of the survey. Our feeling was that when previous contractors would call, they would give the contractor the Purchase of Care (POC) rate, which is not what the survey is intended to ask. We have had meetings so that they understand what is the Market Rate Survey? They need to respond to the basic questions that are asked and the main question is what do you charge for private pay client? Please do not give our contractor the POC rate. We have tried to educate the providers so that we get an accurate feel for the market. (E. DiPietro)