



**Guide to Oral Presentations for the
Invitation to Negotiate
For Case Management Organization (CMO) Services
Advertising Number: ITN-023-CMO**

Date: November 30, 2022

To: Prospective Respondents to ITN-023-CMO

From: Chris Hughes, Manager, Contracts and Compliance

Subject: Guide to Oral Presentations

- 1. Is there any particular format requested for the upcoming Oral Presentations for selected applicants?**
 - a. No particular format.
- 2. Is a power point presentation allowable?**
 - a. Yes.
- 3. Is there a limit on the number of applicant participants?**
 - a. No limit other than the physical limitations of the FSS Conference Room (7th floor) for those attending in person and the virtual Zoom capacity of 300 participants.
- 4. Are there any representatives required or recommended to attend?**
 - a. It is recommended that attendees are prepared to answer any and all questions from the evaluation team. Topics may include financials, programmatic details, past performance/successes.
- 5. Are there any particular topics or areas of focus to present? Timeline/Agenda?**
 - a. Presentations shall be limited to three (3) hours. This includes time for any questions and answers. Each applicant should be prepared to address the following:
 - i. Describe why your agency should be selected.
 - ii. Describe your history of successes and growth.
 - iii. Explain your operational plan to execute the requirements of the pending contract.
 - iv. Explain your plan to ensure quality and exceptional outcomes.
 - v. Explain your plan to manage client assistance (reimbursable) expenses/funds.
 - vi. Explain your plan to obtain match funding.