

MDH Prevention and Health Promotion Administration Invitation For Proposal  
MDH/OPASS #18-18043  
Maryland Department of Health

July 24, 2018

2.3.2.1 says - The goal is for the Contractor to train at least 750 physicians and 1,125 other clinical and practice related staff in base year one and at least 1,000 physicians and 1,500 other clinical and practice related staff in all other years. In 2.3.5.1 it says - The goal is to complete education and outreach for 750 practices in base year one and at least 1,000 practices in all other years. In 2.3.5.2 it goes on to talk about structured education - 750 first sessions in year one and 1,000 first sessions in each other year, etc.

Q 1 Please clarify number of practices and physicians required as it relates to education/outreach and education sessions 1, 2, 3

**A1** We provided a range of practices and clinicians that we'd like our ideal candidate to reach each year. The range is smaller for Year 1 to account for necessary prep work (creating modules, lists of providers and practices, printing, etc). Any scope of work presented with a clear and realistic plan to address clinicians and practices across Maryland within the given range would be considered to be a competitive application.

Detailing sessions 1 and 2 are required for every practice visited. The first session introduces the program and all available topics. The second would be to delve deeper into the topics deemed necessary to address. Depending on the needs of the providers at said practice, a third detailing visit may be necessary.

Q 2 – 2.3.6.1 accredited institution for CE – would a vendor with a state long-term CE provider work as a substitute for both ARNP and nursing CE or does it require ANCC accreditation?

**A2** As long as the vendor can provide CEUs for nurse practitioners and nurses when necessary, that is fine. The accrediting body is not important.

Q 3 – 2.3.6.2 - 1 CEU per training module – typically nursing is 50 minutes for 1 CE and CME might be 1.0 hour for 1.0 hour. What is the meaning of this item since the training modules are to be 2 hours in length?

**A3** You are welcome to provide 2 CEUs per module if that makes more sense.