**20-## BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General (optional) -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| PCG-Indiana, Inc. is uniquely qualified to fulfill the requirements of this RFP. Between PCG-Indiana and its parent company, Public Consulting Group LLC (PCG), **we have over 30 years of experience serving state and local agencies and extensive experience providing the type of services required by this scope of work**. We serve state and municipal clients across the country, helping agencies assess their program and organization structures and partner with them to improve their processes and the overall impact on the clients they serve.    PCG-Indiana is bidding to provide components A, C, D and E under this RFP. Our team is uniquely qualified to perform this work for several reasons. These include:   * The team supporting this engagement has the subject matter expertise and knowledge of employment and disabilities, person-centered planning, education, systems change, evaluation, and technical support in Indiana and across the country. Even more broadly, **PCG-Indiana retains subject matter experts in transportation, workforce development, WIOA (Workforce Innovation and Opportunity Act), TANF (Temporary Assistance for Needy Families), and K-12 education. These combined experiences also allow us to learn from state agencies around the country in how they implement new, innovative practices.**      * **From 2013-2021, PCG-Indiana’s Project SUCCESS, assisted the Indiana Department of Education (IDOE) by providing technical assistance for implementation of the Indiana Alternate Academic Standards for students with significant cognitive disabilities**. Project SUCCESS provided local educational agencies (LEAs) with guidance and support to help students with disabilities achieve higher academic and communication outcomes. The ultimate objective was for these students to leave high school prepared for college, career, and community.      * **Diversity, equity, and inclusion (DEI) are embedded into each of PCG-Indiana's core values** ensuring that our team integrates these priorities not only in PCG-Indiana’s own business and organizational practices, but also in the work carried out with State Agencies. **DEI is a foundational framework from which our proposed team will carry out our services laid out in the attached technical proposal**.      * **Public Consulting Group LLC has a current contract to conduct statewide person-centered planning (PCP) training, including all recruitment, coordination, curriculum development, delivery, and reporting New York State Department of Healt**h. The goal of this initiative is to providing training in Person-Centered practice, planning and thinking as well as the development of the templates necessary to implement these practices across service systems. Public Consulting Group LLC is conducting a total of 20 Learning Institutes throughout the contract period.      * From 2015 - 2020, **PCG-Indiana has provided technical assistance and training services to the Indiana Bureau of Developmental Disabilities Services (BDDS)**. Through our work with BDDS, we understand the staff being trained and participating under this contract, best practices on what has worked and shown impact, and where services can be altered or expanded to provide additional skill development.      * **Our team includes partners with extensive subject matter expertise and experience. PCG-Indiana is proud to partner with leading community rehabilitation providers to mobilize and empower a network of seasoned employment specialists to provide coaching in the field to learners**. We will also collaborate with subject matter experts from the state to develop training and technical assistance that leverage the investment, work, and expertise already in the field.      * Public Consulting Group LLC has delivered large scale training programs to numerous city, state and federal level health, human services, and education professionals over the last three decades. **Our training and professional development initiatives have ranged from the development of national learning modules to statewide change and development initiatives to citywide training engagements**. We have trained across the health, human services, and education sectors, and we have also focused on Medicaid/Medicare providers, HCBS providers and stakeholders, and disability service coordinators and other staff. We also have Indiana-specific training experience. As mentioned above, we were the professional development training provider for the Indiana Bureau of Development Disabilities Services (BDDS) from 2015-2020, a project designed to support the training needs of BDDS staff, specifically focusing on Service Coordinators located in regional offices across the state.      * The team proposed for this project falls under Public Consulting Group’s Aging & Disability Center of Excellence (COE), specializing in projects and programs that support individuals with disabilities and those who are aging. Our Aging and Disability COE projects vary from small consulting opportunities performed for disability services agencies across the nation to extensive operations projects**. Our team members and leaders come from varied professional backgrounds and perspectives, providing a broad and deep range of expertise**. Our Aging and Disability COE includes but is not limited to the following service types: project management and operations; fiscal and policy analysis; systems analysis and program evaluation; system and program implementation, training, and support; and training, professional development, system change facilitation, and stakeholder engagement.     We have compiled a team of partners with technical skills and subject matter expertise in vocational rehabilitation and Pre-employment transition services to bring well informed training to VR staff, as well as other stakeholders identified throughout this proposal. Our partners across all components of this scope of work include the following:     * Indiana DOE * Tech Quest * WY Dept of Health * EDK * NY PCP * KS EDK     Letters of support from our partners can be found in Appendix Letters of Support.    PCG-Indiana has put together a team with experience and knowledge around best practices. Our team has the necessary experience working with vocational rehabilitation staff, employment service providers and partner agency, as well as the knowledge of the training and technical assistance needed to improve the experiences of the state’s employment services and disability supports to participants. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| This section includes a certificate of authority and Public Consulting Group LLC’s structure and organization to demonstrate product division and the division responsible for the requested services in the state. The division responsible for the requested services, Human Services - Aging and Disability, is comprised of an Associate Practice Director, Senior Advisors, Consultants, and Analysts.  Public Consulting Group Holdings, Inc. is a privately owned subchapter S Corporation. Affiliates of Public Consulting Group Holdings, Inc. include:     * Public Consulting Group Technology Solutions LLC * Public Consulting Group LLC * Staffing Solutions Organization LLC * University Instructors, Inc.   PCG-Indiana, Inc. (PCG) is an Indiana corporation and is a wholly owned subsidiary of Public Consulting Group, LLC.  Headquartered in Boston, Massachusetts and incorporated in Delaware, Public Consulting Group LLC was founded in 1986 and now has over 1,900 professionals in offices across the United States. Public Consulting Group LLC has an established office in Indianapolis and currently serves Indiana agencies including the Indiana Department of Education, Family Social Services Administration and Department of Child Services. Public Consulting Group formed PCG-Indiana, a subsidiary, in 2009. As a separate, wholly owned subsidiary, PCG-Indiana best positions Public Consulting Group to pursue opportunities in Indiana across the company.  We address the unique and often multidimensional challenges of each client by assembling project teams that call on varied knowledge, skills, and technologies. Public Consulting Group LLC helps state, county, and municipal human services agencies achieve their performance goals to better serve populations in need. With active contracts in all 50 states, our seasoned professionals work closely with state agency leaders to achieve more effective and efficient business, human, and systematic processes by analyzing and assessing service needs; evaluating and designing programs, services, and systems; implementing professional developing and change management; increasing program revenue; and improving compliance with state and federal regulations. A copy of PCG-Indiana’s Certificate of Existence and Public Consulting Group LLC’s Corporate Organizational Chart can be found in the Appendices of our submittal as Appendix – 2.3.2 Certificate of Existence and Appendix – 2.3.2 Corporate Organizational Chart. |

* + 1. **Respondent’s Diversity, Equity and Inclusion Information -** With the Cabinet appointment of a Chief Equity, Inclusion and Opportunity Officer, on February 1, 2021, the State of Indiana sought to highlight the importance of this issue to the state. Please share leadership plans or efforts to measure and prioritize diversity, equity, and inclusion. Also, what is the demographic compositions of Respondents’ Executive Staff and Board Members, if applicable.

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| This section describes Public Consulting Group LLC’s initiatives and actions plans to prioritize diversity, equity, and inclusion.  Public Consulting Group LLC’s executive and board member staff is comprised of 90% white, 10% Hispanic/Latino: 85% male and 15% female population.  The Public Consulting Groups LLC Diversity and Inclusion Advisory Council’s purpose and scope is to advance Public Consulting Group LLC’s commitments in diversity, equity, and inclusion. The Council promotes and fosters Public Consulting Groups LLC’s policies, processes, and practices that collectively and sufficiently create a diverse, equitable and inclusive environment. Each year, The Public Consulting Group LLC Diversity and Inclusion Council establishes a set of priorities and initiatives focused on helping Public Consulting Group LLC achieve measurable change in one or more areas of diversity, equity, and inclusion. Our success derives from the combination of what we have in common, such as our shared values, vision, and purpose, as well as the differences in perspectives and life experiences which inform wise decision-making. Public Consulting Group LLC celebrates these differences and believes that diversity drives innovation. The more we can embrace differences within Public Consulting Group LLC, the better we can serve our diverse clients, and the world in which we live, both now and in the future.  At Public Consulting Group LLC, our commitment to diversity and inclusion is embedded within each of our core values:   * Impact - Our public sector focus means we have a deep understanding of the challenges our clients face – from economic constraints to demographic shifts to regulatory changes – and what it takes to surmount them. We aim to build long-term client relationships because they allow us to work towards systemic, sustainable solutions that matter to our diverse communities worldwide. * Passion - At Public Consulting Group LLC, our passion is service, and we strive to deliver results that lead to healthy, empowered, and successful individuals, families, and communities. * Community - We seek to be diverse and inclusive; we encourage diverse thought and freedom of expression when working with and as part of our client communities, serving them wherever we go. We aim to actively create an environment that helps our leaders build a culture that reflects the inclusion Public Consulting Group LLC needs, and our clients deserve. * Entrepreneurial Spirit - Throughout Public Consulting Group LLC, our talented people work together. We are committed to lifting the voices of all our employees to ensure a place where all ideas, backgrounds, needs, and solutions can flourish. We draw on the differences in who we are, what we’ve experienced, and how we think to fuel innovation and deepen our connections with the communities we serve.   At Public Consulting Group LLC, all aspects of employment regarding recruitment, hiring, training, promotion, compensation, benefits, transfers, layoffs, return from layoff, company-sponsored training, education, and social and recreational programs are based on merit, business needs, job requirements, and individual qualifications. We do not discriminate based on race, color, religion or belief, national, social, or ethnic origin, sex, gender identity and/or expression, age, physical, mental, or sensory disability, sexual orientation, marital, civil union, or domestic partnership status, past or present military service, citizenship status, family medical history or genetic information, family or parental status, or any other status protected under federal, state, or local law. Public Consulting Group LLC does not tolerate discrimination or harassment based on any of these characteristics. Public Consulting Group LLC believes in health, equality, and prosperity for everyone so we can succeed in changing the ways the public sector, including health, education, technology and human service industries, work.  For fiscal year 2021, the Diversity and Inclusion Council will prioritize issues of race and racism. The council has set forth initiatives of focus: Racially Diverse Workforce, support steady improvement in recruitment, development, promotion, and retention of Black and Brown candidates at all levels in the firm. Diverse Business Partners and Suppliers provide recommendations and action plans to amplify Public Consulting Group LLC’s goals and targets of expanding strategic relationships with historically disenfranchised business enterprises such as Minority-owned Business Enterprises (MBEs) and Women-owned Business Enterprises (WBEs). Diverse Philanthropic Giving aim to increase and redirect Public Consulting Group LLC’s annual philanthropic giving to emphasize organizations that serve racial minority communities and organizations. |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why, and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information **should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.**

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| We are submitting Public Consulting Group LLC’s financial statements which encompass all subsidiaries. Please see the Confidential Attachments section of our proposal for Financial Statements for fiscal years 2020 and 2021 (the two most recently completed fiscal years), including an income statement and balance sheet. These can be found in Appendix – 2.3.4 Public Consulting Group LLC Subsidiaries Financial Statement FY (Fiscal Year) 20\_Confidential and Appendix- 2.3.4 Public Consulting Group LLC Subsidiaries Financial Statements FY21\_Confidential.  The commercial information in these statements includes confidential financial details and strategic, forward-looking statements that, if obtained by Public Consulting Group LLC competitors, would provide an unfair competitive advantage, including the potential for underpricing and marketing advantages. Public Consulting Group LLC has consistently supported the confidentiality of its audited financial statements in its proposals and contracts and prohibits its employees from disclosing the information to anyone, either during their Public Consulting Group LLC employment or following their departure from Public Consulting Group LLC. |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| The CEO, William Mosakowski, of Public Consulting Group LLC (the owner of PCG, Inc.) has taken personal responsibility for the thoroughness and correctness of any/all corporate financial information supplied with this proposal. Public Consulting Group LLC has taken steps to implement several safeguards and is committed to accurate financial reporting. Public Consulting Group LLC has the following structural and financial safeguards in place:   * Engagement of an auditing firm whose owners, officers, directors, and employees are entirely independent from Public Consulting Group LLC. * Public Consulting Group LLC engages multiple CPA (Certified Public Accountant) firms to ensure that the consulting work of the audit firms do not impair their auditor independence. To further ensure auditor independence, auditor consulting engagements are reviewed by Public Consulting Group LLC’s audit committee. * Employment of a Chief Financial Officer (CFO) who is entirely independent from the auditing firm and has no previous or ongoing employment relationship with the auditing firm. * A corporate board of directors whose members are elected annually. * Maintenance of an integrated accounting software system. * Signature controls and other limits on access to bank accounts. * Strict network security requirements to prevent external access to or manipulation of corporate financial records and information. * A corporate compliance program with comprehensive and enforceable ethics code for all officers and employees. * A compliance hot line for individuals to report activities they believe to be improper. * Maintenance of corporate financial records for all required periods.     A copy of a statement of Financial Stability can be found in the Appendices of our submittal as Appendix – 2.3.5 Financial Stability Letter. |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.6. Additional rows may be added if necessary.

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| **Contract Term**  **Identifier and Header** | **Suggested Language Change** | **Rationale for suggested change** |
| N/A - We accept all mandatory clauses and do not require additional non-mandatory clauses. |  |  |
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* + 1. **References** - Reference information is captured on **Attachment H** Respondent should complete the reference information portion of the **Attachment H** which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of **Attachment H** should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive [AGENCY INSERT NUMBER NEEDED] (#) **Attachment Hs** from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. **Attachment H** should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov). **Attachment H** is due on the date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Component A Reference** |  |
| Legal Name of Company or Governmental Entity | Wyoming Department of Health |
| Company Mailing Address | 401 Hathaway Building |
| Company City, State, Zip | Cheyenne, WY, 82002 |
| Company Website Address | www.health.wyo.gov |
| Contact Person | Lee Grossman |
| Contact Title | Administrator of Medicaid Home & Community Based Services |
| Company Telephone Number | (307) 777-7460 |
| Company Fax Number | N/A |
| Contact E-mail | Lee.grossman1@wyo.gov |
| Industry of Company | State Government |
| **Components C & E References** |  |
| Legal Name of Company or Governmental Entity | Kansas Rehabilitation Services |
| Company Mailing Address | 915 SW Harrison  DSOB, 8th Floor W. |
| Company City, State, Zip | Topeka, Kansas, 66612 |
| Company Website Address | www.dcf.ks.gov/services/RS |
| Contact Person | Dan Decker |
| Contact Title | Director |
| Company Telephone Number | (785) 368-8204 |
| Company Fax Number | N/A |
| Contact E-mail | Michael.Donnelly@dcf.ks.gov |
| Industry of Company | State Government |
| **Components A, C, D & E References** |  |
| Legal Name of Company or Governmental Entity | Arlington County Developmental Disability Services Bureau |
| Company Mailing Address | 2100 Washington Boulevard, 4th Floor |
| Company City, State, Zip | Arlington, VA 22204 |
| Company Website Address | www.arlingtonva.us/Government/Departments/DHS/Aging-Disability/Programs/Dev-Disability |
| Contact Person | La Voyce Reid |
| Contact Title | Bureau Chief |
| Company Telephone Number | (703) 228-1731 |
| Company Fax Number | N/A |
| Contact E-mail | lreid@arlingtonva.us |
| Industry of Company | County Government |
| **Components A, C, D, & E References** |  |
| Legal Name of Company or Governmental Entity | Clark University |
| Company Mailing Address | 950 Main Street |
| Company City, State, Zip | Worcester, MA, 01610 |
| Company Website Address | www.clarku.edu |
| Contact Person | Dug Jones |
| Contact Title | Program Manager |
| Company Telephone Number | (352) 359-6287 |
| Company Fax Number | N/A |
| Contact E-mail | Dugjones@clarcku.edu |
| Industry of Company | Higher Education |
| **Component D Reference** |  |
| Legal Name of Company or Governmental Entity | Louisiana Department of Education |
| Company Mailing Address | 1201 North Third Street |
| Company City, State, Zip | Baton Rouge, LA 70802-5243 |
| Company Website Address | www.louisianabelieves.com |
| Contact Person | Meredith Jordan |
| Contact Title | Executive Director of Diverse Learners |
| Company Telephone Number | (206) 384-0110 |
| Company Fax Number | N/A |
| Contact E-mail | [Meredith.Jordan@LA.GOV](mailto:Meredith.Jordan@LA.GOV) |
| Industry of Company | State Government |

* + 1. **Registration to do Business** – Per RFP 2.3.8,Respondents providing the products and/or services required by this RFP must be registered to do business by the Indiana Secretary of State. The Secretary of State contact information may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| PCG-Indiana and partners are indicated according to the Secretary of State website, www.in.gov/sos, registered and in active status. PCG-Indiana acknowledges that all respondents providing the products and/or services required by this solicitation must be registered and be in good standing to do business within the State by the Indiana Secretary of State. |

* + 1. **Authorizing Document -** Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| Please see attachment labeled Appendix – 2.3.9 PCG-Indiana Certificate of Signature Authority. |

* + 1. **Diversity Subcontractor Agreements** -

1. Per RFP Section 1.21, Minority & Women’s Business Enterprises (MBE/WBE), and 1.22 Indiana Veteran Owned Small Business Subcontractor (IVOSB), explain process followed to engage with potential MBE, WBE and IVOSB owned, Indiana certified businesses listed on Division of Supplier Diversity site. List the businesses invited to discuss the opportunity for potential partnership.

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| To identify diverse subcontractor agreements, including Minority & Women’s Business Enterprises (MBE/WBE) and Indiana Veteran Owned Small Business Subcontractor (IVOSB), PCG-Indiana accessed the IDOA website to review the list of approved vendors. Upon review, PCG-Indiana identified vendors who could fill the unique component needs. The vendors selected were vendors with whom PCG-Indiana has existing productive working relationships and would like to expand upon. PCG-Indiana reached out to these diverse subcontractors to inquire if they were interested in fulfilling roles to assist IN VR in meeting the RFP component needs.  Below provides a list, broken up by component, of the businesses invited for the opportunity for a potential partnership.  Component A:   1. Marion Edwards & Associates - (MBE) 2. Plan B Marketing, Inc - (VBE) 3. Knowledge Services (WBE)   Component C:   1. Plan B Marketing, Inc - (VBE) 2. Knowledge Services (WBE)   Component D:   1. Plan B Marketing, Inc - (VBE) 2. Knowledge Services (WBE)   Component E:   1. Plan B Marketing, Inc - (VBE) 2. Knowledge Services (WBE) |

1. If not proposing each MBE, WBE or IVOSB subcontractor partnership, explain the rationale for declining to do so. Complete this for each category not proposed.

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| N/A |

* + 1. **Evidence of Financial Responsibility** – Removed at the request of the agency. This section will indicate the ability to provide the mandatory evidence of financial responsibility. See Section 1.25 of RFP for details.

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| N/A. RFP states on 2.3.11 and 1.25 Evidence of Financial Responsibility (25 IAC 1.1-1-5) was " Removed at the request of the agency." |

* + 1. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | PCG – Indiana, Inc. |
| Contact Name | Sarah Salisbury |
| Contact Title | Associate Manager |
| Contact E-mail Address | ssalisbury@pcgus.com |
| Company Mailing Address | 150 W Market St #510 |
| Company City, State, Zip | Indianapolis, IN 46204 |
| Company Telephone Number | 317-829-6550 |
| Company Fax Number | 317-829-6551 |
| Company Website Address | www.publicconsultinggroup.com |
| Federal Tax Identification Number (FTIN) | 04-2942913 |
| Number of Employees (company) | The parent company, Public Consulting Group LLC., has approximately 1,900 employees |
| Years of Experience | 36 |
| Number of U.S. Offices | 29 |
| Year Indiana Office Established (if applicable) | 2009 |
| Parent Company (if applicable) | Public Consulting Group Holdings, Inc |
| Revenues ($MM, previous year) | FY22 = $12,126,869 |
| Revenues ($MM, 2 years prior) | FY21 = $7,048,061 |
| % Of Revenue from Indiana customers | 100% |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| Yes. Public Consulting Group LLC’s Disaster Recovery Plans are designed to provide immediate response and subsequent recovery from any unplanned computing services interruption, such as loss of utility services, building evacuation, or a catastrophic event. Public Consulting Group LLC Corporate Technology works with our business teams to determine prioritization of key systems that need to be recovered, as well as their timeline for recovery.  Disaster Recovery Plans are tested annually (in both failover directions) and adapted as necessary to better ensure efficiency and success in meeting required Recovery Point Objectives (RPO) and Recovery Time Objectives (RTO). Public Consulting Group LLC has identified its RPO as requiring that systems be recovered no earlier than the night prior to the disaster occurrence, and its RTO as being no more than 72 hours, unless otherwise required by client contract. As testing determines areas for improvement, the plans are updated to reflect any required changes.  Public Consulting Group LLC’s Disaster Recovery Plan can be found in Appendix - 2.3.12 Public Consulting Group LLC Disaster Recovery Plan. This appendix is sensitive/proprietary and is a trade secret not for public release in the RFP submission. Public Consulting Group LLC’s Disaster Recovery Plan includes sensitive and confidential data. Competitors could easily use this information to their advantage in positioning themselves within the market and with respect to their responses to certain RFPs. Public Consulting Group LLC’s disaster recovery plan is not accessible outside the company and internally it is only distributed to individuals on a ‘need to know’ basis. Moreover, Public Consulting Group LLC has consistently designated the confidentiality of such information in all its proposals and contracts and has limited internal corporate access. Current and former Public Consulting Group LLC employees are prohibited from disclosing to anyone outside of Public Consulting Group LLC the information at issue, which the firm regards as proprietary and confidential to Public Consulting Group LLC; employees fully understand that Public Consulting Group LLC will enforce those restrictions. The information is not legally accessible to anyone outside of Public Consulting Group LLC except for current and prospective Public Consulting Group LLC clients who have requested the documents to assess Public Consulting Group’s financial strength to carry out projected services and who either sign non-disclosure agreements or otherwise treat the documents as confidential. The designation and exclusion of these records qualifies as an exemption to public records law.  Public Consulting Group LLC proceeds with four overall steps as they are applicable for the current disaster. The overall stages for disaster response are as follows.     1. Stage 1-Assessment and Declaration    * Management is alerted of a potential disaster and initial notifications are issued. Emergency Response Teams and the Crisis Management Team perform an assessment and the Executive Team makes a disaster declaration decision. 2. Stage 2-Activate Business Continuity Plan(s)    * The Crisis Management Team activates the Crisis Command Center, coordinates recovery and communication efforts, and ensures all other plans are activated, as required. 3. Stage 3-Resume Business Function    * Departmental action items are completed to assist in resuming business functions    * Regular touchpoints are set up to evaluate ongoing processes towards full recovery 4. Stage 4-BCP Close-Out    * Staff are relocated from any alternate sites to a long-term interim or permanent location    * All close-out tasks are performed. These include completing a lessons-learned session, updating recovery plans, archiving all disaster-related documents, and providing a final resolution to the Executive Team. |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| PCG-Indiana, Inc. (PCG) is uniquely qualified to fulfill the requirements of this RFP. Between PCG-Indiana and its parent company, Public Consulting Group LLC, we have over 30 years of experience serving state and local agencies, and extensive experience providing the type of services required for this scope of work. We serve state and municipal clients across the country, helping agencies assess their program and organization structures and partner with them to improve their processes and the overall impact on the clients they serve.  Public Consulting Group LLC takes data security concerns seriously and has implemented robust security protocols for all data collected and stored on Public Consulting Group LLC systems. Our team is uniquely qualified to perform this work for VR for several reasons. These include:   * Public Consulting Group LLC is committed to safeguarding the privacy and confidentiality of customer and company information * Public Consulting Group LLC policies and standards were developed from careful examination and inclusion of National Institute of Standards and Technology (NIST) 800-53 (rev. 4), Health Insurance Portability and Accountability Act (HIPAA), Family Educational Rights and Privacy Act of 1974 (FERPA (Family Educational Rights and Privacy Act)), and American Institute of Certified Public Accountants (AICPA) Attestation Standards, Section 101 Service Organization Control 2 (SOC2) controls. Our policies and standards are independently tested through an annual SOC 2 Type II assessment conducted by an external auditing firm. These policies and standards affect all Public Consulting Group LLC business operations, data centers, users, and offices. * All project material is stored on a secure Public Consulting Group LLC server until it has been de-identified, if applicable. * Identifiable data is transmitted exclusively via Public Consulting Group LLC’s Secure File Transmission Protocol (SFTP). * If applicable, Public Consulting Group LLC will transmit state information directly into a secure database hosted on Public Consulting Group LLC servers.   Public Consulting Group LLC employs a multi-layered, defense-in-depth security strategy for our products and solutions in which the layers are designed to work in parallel. Should any one control be compromised or bypassed, another layer provides additional protections to keep all confidential data safe.  Public Consulting Group LLC systems use role-based access control to grant access to data and systems for authorized users. All users are assigned a role (i.e., user type) as part of the account provisioning process. Access to data within the systems is restricted to just those areas to which a user’s role has been authorized.  In addition to access and permission controls, the role-based system also defines which roles have the capability to add and/or modify the defined roles (i.e., access administration). The system also incorporates the principle of least privilege by granting each role the minimum acceptable access for the associated job function. Roles are based on the typical tiers of administrator rights, change/modify rights, and read-only rights, although they may vary by system depending on the type of data or intended use of the system.  The role-based access system also facilitates separation of duties and requires that administrators use separate privileged and non-privileged accounts for administrative and non-administrative activities, respectively. Administrative account activity is logged and reviewed for anomalies and accounts are created, where technically feasible, with traceability to an individual.  Provisioning of access to Public Consulting Group LLC assets is tracked throughout the lifecycle of an account, from creation to deletion. Several controls are employed to support effective management of accounts, including, but not limited to:  Dual approval for account creation or changes   * Role-based access * Revocation of access upon violation of security policy or termination of employment * Removal of access upon completion of tasks or job function for which the access was granted * Coordination of intra-company transfers to update access privileges based on job function * Regular auditing of accounts, including investigation of inactive accounts and re-approval of active accounts * Documentation of all account changes, including creation and deletion * Forced session time-outs (i.e., automatic logoff), where technically feasible, following a period of inactivity * Logging and investigation of attempts by an account to access data to which the account is not authorized   Public Consulting Group LLC regularly audits access to its assets to validate that appropriate access levels are maintained. This process requires a dual review and re-approval of accounts by the appropriate responsible and accountable parties (such as the manager of the user and the owner of each asset). Any accounts for which access is rejected by the approvers are removed, and that removal is documented through the access control process. Accounts that are found to have not been logged into for at least thirty days are also disabled through the access control process.  Public Consulting Group LLC requires the use of multi-factor authentication to uniquely identify and authenticate users before they connect to our network or assets. Multi-factor authentication at Public Consulting Group LLC is employed using at least one factor provided by a device separate from the system gaining access. Public Consulting Group LLC multi-factor authentication solution is token-based, meaning that a username and strong password to start the authentication process. In addition, they must have a separate token that provides a new unique number regularly to limit access to only the intended person. For systems that do not yet support multi-factor authentication, Public Consulting Group LLC uses at least single-factor authentication for access. No anonymous access to resources is permitted. |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| PCG-Indiana, Inc. (PCG) is uniquely qualified to fulfill the requirements of this RFP. Between PCG-Indiana and its parent company, Public Consulting Group LLC, **we have over 30 years of experience serving state and local agencies, and extensive experience providing the type of services required by this scope of work**. We serve state and municipal clients across the country, helping agencies assess their program and organization structures and partner with them to improve their processes and the overall impact on the clients they serve. Established in 1986 and headquartered at 148 State Street, in Boston, Massachusetts, Public Consulting Group LLC has been serving primarily public-sector clients nationally and globally for over 35 years. As described above, PCG-Indiana, Inc. is an Indiana corporation and is a wholly owned subsidiary of Public Consulting Group LLC. While PCG-Indiana, Inc. is fully invested in supporting Indiana-based initiatives, it has access to the resources and breadth of our national firm. PCG-Indiana currently employs eighteen Indiana residents.  **We have approximately 1,000 open contracts at any given time, and experience in all 50 states, 6 Canadian provinces, and the European Union.**  Public Consulting Group LLC offers in-depth programmatic knowledge and subject matter expertise to help state agencies and the systems they support improve access to care, maximize program revenue, improve business processes, and achieve regulatory compliance. We have a deep understanding of the legal and regulatory requirements and fiscal constraints that often dictate a public agency’s ability to meet the needs of the populations it serves. Using industry best practices, we help organizations deliver quality services with constrained resources to promote improved processes and outcomes. Our engagements have involved consultation on all phases of the project life cycle: design, development, implementation, and evaluation. Public Consulting Group LLC’s reach across various states and programs affords us access and insights to guide design, implementation, and technical assistance approaches in various settings.  Public Consulting Group LLC’s state and local government clients include:   * State and county departments of vocational rehabilitation, developmental disabilities, child welfare, public welfare, social services, mental health, substance abuse, public health, and Medicaid; * State and local workforce development entities; * State juvenile justice and corrections agencies; * State and privately-operated hospitals and other facilities; * County governments, multi-county entities, cities and municipalities; and * State departments of education and school districts.   Public Consulting Group LLC is managed through four designated practice areas, each of which is run by a Practice Area Director (PAD) who maintains responsibility, accountability, and authority for overall project management, client relations, and business development. These practice areas are supported by a corporate infrastructure that includes various administrative departments.  Public Consulting Group LLC’s **Human Services** practice helps state, county, and municipal human services agencies to achieve their performance goals in order to better serve populations in need. Public Consulting Group LLC’s Human Services seasoned professionals offer proven solutions to help agencies design programs, services, and systems; increase program revenue; cut costs; and improve regulatory compliance with state and federal regulations.  Public Consulting Group LLC’s **Health** practice offers in-depth programmatic knowledge and regulatory expertise to help state and municipal health agencies respond to regulatory change, improve access to health care, maximize program revenue, improve business processes, and achieve regulatory compliance. Using industry best practices, Public Consulting Group LLC’s Health team helps organizations deliver quality services with constrained resources to promote improved client outcomes.  Public Consulting Group LLC’s **Education** practice offers consulting services and technology solutions to help schools, school districts, and state education agencies/ministries of education promote student success, improve programs and processes, and optimize financial resources.  Public Consulting Group LLC’s **Technology Consulting** practice offers a full spectrum of quality Information Technology (IT) services to help state and local government agencies at every stage of the IT life cycle. Through its specialized IT services, Public Consulting Group LLC’s Technology Consulting team finds cost-effective ways to help agency partners deliver successful IT systems that enhance the lives of the user base.  The team proposed for this project falls under **Public Consulting Group LLC’s Human Services Aging and Disability Center of Excellence (COE)**. Our Aging and Disability COE projects vary from small consulting opportunities performed for disability services agencies across the nation to extensive operations projects.  Our Aging and Disability COE encompasses the following service types:   * Project management and operations; * Fiscal and policy analysis; * Systems analysis and program evaluation; * System and program implementation, training and support; and * Training, professional development, system change facilitation, and stakeholder engagement.   **Our Public Consulting Group LLC team leadership and members come from varied professional backgrounds and perspectives, providing a broad and deep range of expertise to our state clients.** Our proposed project team members have worked with agencies that serve individuals with intellectual and developmental disabilities. We have extensive experience and subject matter knowledge in a range of government topics pertinent to the scope of this work, including vocational rehabilitation (VR), in-person and web-based training, technical assistance, professional development, needs assessments (including VR comprehensive statewide needs assessments), survey administration and analysis, rate studies and rate setting for home and community-based services (HCBS), cost analysis, holistic program evaluation, and developmental disability services.  In addition to our Public Consulting Group LLC team, we have compiled a team of partners with technical skills and subject matter expertise in vocational rehabilitation to bring well informed training to VR staff, as well as other stakeholders identified throughout this proposal. Our partners across all components of this scope of work include:     * Indiana DOE * Tech Quest * WY Dept of Health * EDK * NY PCP * KS EDK     Along with our partners, we are excited to propose a highly experienced team as well as a detailed technical proposal for this project. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| We have extensive experience serving customers of a similar size to Indiana VR, and in performing very similar work in developing curriculum, delivering education and educational resources, technical assistance, building out work-based learning models, and professional development.  To bolster our knowledge and experience, we’re pleased to include Marion Edwards & Associates, Inc as a partner. Founded in 1974, Marion Edwards & Associates, Inc. is a certified minority-owned Boston and Chicago based firm specializing in Revenue Services, Government Services, and Information Technology and staffing Solutions. As a partner, PCG-Indiana will consult with Marion Edwards & Associates, Inc. to provide valuable experience with project management and oversight over curriculum development activities and deliverables. Included in the scope, we will work with Marion Edwards & Associates, Inc to coordinate and manage accommodations to optimize supports for participation from diverse perspectives.  PCG-Indiana’s partner, Plan B Marketing, Inc is registered with the Federal government as a Veteran Owned Small Business (VOSB). As a partner, PCG-Indiana will consult with Plan B Marketing, Inc to provide expertise and knowledge in multimedia management and development. Our partner Plan B marketing develops print, digital and interactive material for training and communications needs. For the Indiana Bureau of Vocational Rehabilitation, Plan B subcontracts with PCG-Indiana to deliver statewide training and technical assistance to contracted vendors providing employment services to individuals with disabilities. In this scope, Plan B develops a wide spectrum of branded videos to enhance PCG-Indiana’s multimodal training approach.  Founded in 1994, Knowledge Services is a certified woman-owned business enterprise (WBE). As a partner, PCG-Indiana will consult with Knowledge Services for their expertise in providing project management over coaching network activities and coordination in delivering accommodations.    Below we provide relevant examples of our work broken down by the four separate components we are bidding on – Components A, C, D and E. In addition to these summaries, we have provided detailed descriptions of our full qualifications in the Appendix T1- of this proposal.      **Component A: Pre-ETS Curricula**  **State of Indiana Pre-ETS** – Since 2018, PCG-Indiana has provided **Pre-Employment Transition Services (Pre-ETS)** to over ten locations across the state through a contract with Indiana Family and Social Services Administration (FSSA) Bureau of Rehabilitation Services. PCG-Indiana partnered with local education agencies and special education cooperatives to evaluate programming, design programs and begin implementing services for students with disabilities. Programs are customized to the needs of the schools and students and include services provided weekly, daily and in a variety of school, postsecondary, and community settings. PCG-Indiana is collaborating with other state Pre-ETS providers to deliver services for students with significant disabilities. **We are pleased to leverage our experience in supporting the development of pre-ETS sites, training career coaches, and working effectively with school and community partners.**  **State of Indiana Bureau of Vocational Rehabilitation** – PCG-Indiana **develops and provides training and technical assistance for employment service providers**. We offer a spectrum of training and TA based on annual and ad hoc assessments of need, using a diverse array of media. PCG-Indiana has also implemented a peer coaching network to leverage and build upon the expertise of seasoned employment providers across the state.  **State of Indiana Bureau of Developmental Disability Services Training** – From 2015-2020, PCG-Indiana worked with Indiana BDDS to **design and develop a comprehensive series of e-learning courses and supporting professional development curriculum, materials, and resources**. This project supports the training needs of BDDS staff, specifically focusing on Service Coordinators located in regional offices across the state. PCG-Indiana provided an annual staff training needs assessment; online training module creation and development; annual BDDS training conference organization and planning, and a quarterly training newsletter delivered to all BDDS employees. **Through this contract, PCG-Indiana also provided the development and delivery of Charting the LifeCourse training for transition-aged students, their families, and school personnel. Additionally, the team produced the development and delivery of a series of foundational training modules for supporting pre-ETS for students with high support needs.**  **State of Wyoming, HCBS Waiver Support** – Public Consulting Group LLC worked with the Wyoming Department of Health to develop and provide **HCBS Settings Final Rule training for case managers and providers**, and other materials to support changes made to the amended waiver.  **Component C: Pre-ETS Training & Technical Assistance**  **State of Indiana Bureau of Vocational Rehabilitation** – PCG-Indiana **develops and provides training and technical assistance for employment service providers**. We offer a spectrum of training and TA based on annual and ad hoc assessments of need, using a diverse array of media. PCG-Indiana has also implemented a peer coaching network to leverage and build upon the expertise of seasoned employment providers across the state.  **State of Indiana Bureau of Developmental Disability Services Training** – From 2015-2020, PCG-Indiana worked with Indiana BDDS to **design and develop a comprehensive series of e-learning courses and supporting professional development curriculum, materials and resources**. This project supports the training needs of BDDS staff, specifically focusing on Service Coordinators located in regional offices across the state. PCG-Indiana provided an annual staff training needs assessment; online training module creation and development; annual BDDS training conference organization and planning, and a quarterly training newsletter delivered to all BDDS employees.  **State of Indiana VR Claims Payment System and Fiscal Services** – Since 2017, PCG-Indiana has been working with the Indiana Family and Social Services Administration (FSSA) Bureau of Rehabilitation Services (BRS) to provide a **Vendor Registration and Claims Payment System (VR CPS)** for Vocational Rehabilitation providers to register to provide VR services/goods, view prior authorizations, submit claims, view claim status, view payment status, and submit fund recoveries. The PCG-Indiana team of IT professionals, subject matter experts, and analysts have worked closely with FFSA staff to customize the system to meet Indiana’s specific business and operational needs. The vendor registration module went live in September 2018 and claiming operations started in May 2019. PCG-Indiana provides fiscal agent services, including provider enrollment, banking set-up, provider payment, account reconciliation and customer support on an ongoing basis for over 1,000 users and approximately $45 million in claims annually. Since the vender registration module went live in 2018, PCG-Indiana has been providing ongoing technical assistance to the State of Indiana to ensure a smooth process in its Vendor Registration and Claims Payment System.  **State of Indiana Pre-ETS** – Since 2018, PCG-Indiana has provided **Pre-Employment Transition Services (Pre-ETS)** to over ten locations across the state through a contract with Indiana Family and Social Services Administration (FSSA) Bureau of Rehabilitation Services. PCG-Indiana partnered with local education agencies and special education cooperatives to evaluate programming, design programs and begin implementing services for students with disabilities. Programs are customized to the needs of the schools and students and include services provided weekly, daily and in a variety of school, postsecondary, and community settings. PCG-Indiana is collaborating with other state Pre-ETS providers to deliver services for students with significant disabilities.  **State of Indiana Project SUCCESS** – From 2013-2021, PCG-Indiana provided **technical assistance to implement the Indiana Alternate Academic Standards for students with significant cognitive disabilities for the Indiana Department of Education (IDOE)**.  PCG-Indiana’s technical assistance center provided local educational agencies (LEAs) with guidance and support to help students with disabilities achieve higher academic and communication outcomes and leave high school college, career and community ready. Our Project SUCCESS website (<https://projectsuccessindiana.com/>) provided users with access to professional development materials, webinars, and resources created in collaboration with the IDOE, that support teachers implementing state standards for students with disabilities. PCG-Indiana developed training modules and resources for LEA teams that can be packaged as both a day’s training or series of shorter, topically based modules that can be delivered according to participants’ needs.  PCG-Indiana also delivered statewide professional development institutes across the state that address assessing and aligning grade level content for students with disabilities. Our assistance center continually delivered professional development, instruction and on-site technical assistance to LEAs, and responded to statewide IDOE assignments to intervene with selected LEAs and schools based on needs.  **State of Nebraska Vocational Rehabilitation Rate Study** – In 2021, the Nebraska Department of Education, Vocational Rehabilitation contracted with Public Consulting Group LLC to **develop methodology-driven reimbursement rates for supported employment services**. This study includes a comprehensive review of current supported employment activities, industry standards, provider costs and analysis, rate recommendations for planned services changes, and projected fiscal impact to the agency. In the development of a comprehensive review of supported employment rates, Public Consulting Group LLC aided the State of Nebraska in its implementation and provided technical assistance in its development.  **State of Mississippi Comprehensive Statewide Needs Assessment** – In 2021 Public Consulting Group LLC **completed a Comprehensive Statewide Needs Assessment (CSNA)** for the Mississippi Department of rehabilitation Services encompassing two of their offices – the Offices of Vocational Rehabilitation and Vocational Rehabilitation for the Blind, in compliance with 34 CFR §361.29 requiring the completion of a CSNA to determine the rehabilitation needs of individuals who reside within Mississippi looking to obtain or maintain employment / advance within their career, especially those who are unserved or underserved. In completing a CSNA for the State of Mississippi, Public Consulting Group LLC used statewide statistics, data, and surveys to examine the results of the state. In analyzing data pertaining to pre-ETS services, Public Consulting Group LLC can provide recommendations to best assist individuals requiring pre-ETS services in the state of Mississippi.  **State of Kansas Comprehensive Statewide Needs Assessment** – in 2021, Public Consulting Group LLC **completed a Comprehensive Statewide Needs Assessment (CSNA)** for the Kansas Department for Children and Families, Vocational Rehabilitation (VR), in compliance with 34 CFR §361.29. In the development of the CSNA, Public Consulting Group LLC aided the State of Kansas in identifying current statistics, data, and surveys to best assist individuals requiring pre-ETS services. Utilizing this information, Public Consulting Group LLC can provide recommendations to best assist individuals requiring pre-ETS services in the state of Kansas.  **State of Oregon Comprehensive Statewide Needs Assessment** – in 2021, Public Consulting Group **completed a Comprehensive Statewide Needs Assessment (CSNA)** for the Oregon Department of Human Services, Vocational Rehabilitation (VR), in compliance with 34 CFR §361.29. In the development of the CSNA, Public Consulting Group LLC aided the State of Oregon in identifying and analyzing statistics, data, and surveys to best serve individuals requiring pre-ETS services. Utilizing this information, Public Consulting Group LLC can provide recommendations and training methods to best assist individuals requiring pre-ETS services in the state of Oregon.  **Massachusetts Commission for the Blind VR Research Initiatives** – in 2020, Public Consulting Group LLC completed seven scopes of work for the Massachusetts Commission for the Blind under one original umbrella contract, **Vocational Rehabilitation Research Initiatives 2020, including a Comprehensive Statewide Needs Assessment (CSNA)**. During the course of the initiative, Public Consulting Group LLC was awarded four new MCB scopes of work. In addition to the CSNA, scopes of work included: Study of VR Closures; VR Needs Assessment; Pre-ETS Needs Assessment; Study of Tax Tables as it Relates to VR Consumers; Feasibility of Apprenticeships in Emerging Industries for Blind VR Consumers; Feasibility of Blind Business Enterprises on eBay or Amazon; Employer and Consumer Tax Guides; An Understanding of the Most Prevalent Essential Job Duties in Successful VR Case Closures; Feasibility Study to Evaluate Establishment of a For-Profit Business Employing the Blind; and The Impact of Team Sports Participation on VR Outcomes. In the research and development of the Massachusetts Commission for the Blind VR research initiatives and CSNA, Public Consulting Group LLC successfully completed an analysis of its pre-ETS services to identify needs and gaps in services. In identifying these needs, Public Consulting Group LLC can make recommendations to best serve current and future individuals requiring pre-ETS services.    **Component D: Pre-ETS Education & Resource Sharing**  **State of Indiana Bureau of Developmental Disability Services Training** – From 2015-2020, PCG-Indiana worked with Indiana BDDS to **design and develop a comprehensive series of e-learning courses and supporting professional development curriculum, materials and resources**. This project supports the training needs of BDDS staff, specifically focusing on Service Coordinators located in regional offices across the state. PCG-Indiana provided an annual staff training needs assessment; online training module creation and development; annual BDDS training conference organization and planning, and a quarterly training newsletter delivered to all BDDS employees.  **State of Connecticut Early Intervention eLearning Module Redesign and Development** – In 2021, the Connecticut Office of Early Childhood (OEC) contracted with Public Consulting Group LLC **to redesign eight 30-minute eLearning modules and develop fourteen 30-minute eLearning modules for their Birth to Three system**. All of the updated and newly developed modules will be loaded into a new Articulate SCORM file and will include interactivity and engagement of end users. All modules will also be designed and developed according to 508 compliance.  **Component E: Pre-ETS Innovation**  **State of Kansas End-Dependence Kansas** –Public Consulting Group LLC helped the Kansas Department for Children and Families (DCF), Rehabilitation Services (RS) **implement a five-year $25M grant entitled “End-Dependence Kansas” to implement evidence-based practices (EBPs) for individuals with disabilities**. Public Consulting Group LLC assisted with project management, training and technical assistance, evaluation, and reporting. For the Training and Technical Assistance component, Public Consulting Group LLC partnered with several purveyors of vocational rehabilitation EBPs in order to ensure community partners were properly trained and supported. An Evaluation component focused on the collection of performance data, cost, and training and technical assistance data to identify and evaluate key outcomes in order to determine the effectiveness and fidelity of the EBPs. This innovative measure enabled Public Consulting Group LLC to introduce new methodologies in assisting the State of Kansas in providing effective solutions in analyzing data.  **State of Connecticut Early Intervention eLearning Module Redesign and Development** – In 2021, the Connecticut Office of Early Childhood (OEC) contracted with Public Consulting Group LLC **to redesign eight 30-minute eLearning modules and develop fourteen 30-minute eLearning modules for their Birth to Three system**. This method of eLearning modules created a modern understanding and redevelopment of guidance for their birth to three system for better engagement. All of the updated and newly developed modules will be loaded into a new Articulate SCORM file and will include interactivity and engagement of end users. All modules will also be designed and developed according to 508 compliance.  **State of Indiana Project SUCCESS** – From 2013-2021, PCG-Indiana provided **technical assistance to implement the Indiana Alternate Academic Standards for students with significant cognitive disabilities for the Indiana Department of Education (IDOE)**.  PCG-Indiana’s technical assistance center provided local educational agencies (LEAs) with guidance and support to help students with disabilities achieve higher academic and communication outcomes and leave high school college, career and community ready. Our Project SUCCESS website ( <https://projectsuccessindiana.com/>) provided users with access to professional development materials, webinars, and resources created in collaboration with the IDOE, that support teachers implementing state standards for students with disabilities. PCG-Indiana developed training modules and resources for LEA teams that can be packaged as both a day’s training or series of shorter, topically based modules that can be delivered according to participants’ needs.  PCG-Indiana also delivered statewide professional development institutes across the state that address assessing and aligning grade level content for students with disabilities. Our assistance center continually delivered professional development, instruction and on-site technical assistance to LEAs, and responded to statewide IDOE assignments to intervene with selected LEAs and schools based on needs. The resourceful methodologies introduced in the State of Indiana Project SUCCESS project build a strong foundation in providing innovative practices to provide the resources necessary to best assist students with significant cognitive disabilities. |

* + 1. **Payment -** Please provide the requested information in RFP Section 2.3.15.

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| Removed at the request of the agency –PCG-Indiana has not included a response to this section, as page 28 of the RFP states that this section has been “Removed at the request of the agency”. |

* + 1. **Extending Pricing to Other Governmental Bodies** – Indicate your willingness to extend prices of awarded products and/or services to other governmental bodies per RFP section 2.3.17. Please include details on any marketing or active solicitation activities your company will undertake to encourage use of the contract.

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| PCG-Indiana has not included a response to this section, as page 28 of the RFP states that this section has been “Removed at the request of the agency”. |