



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PROCUREMENT BUREAU
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February 13, 2026

To: All Interested Bidders

**Re: Bid Solicitation # 26DPP01194
T2302 – School-Based Health Services (SBHS) and Medicaid Administrative Claiming (MAC)
Program Management**

**Current Quote Submission Due Date: February 18, 2026 (2:00 p.m. Eastern Time)
REVISED Quote Submission Due Date: March 3, 2026 (2:00 p.m. Eastern Time)**

Bid Amendment #2

The following constitutes Bid Amendment #2 to the above referenced Bid Solicitation:

- Answers to questions submitted during the Electronic Question and Answer period;
- **The Quote Submission Due Date has been revised from 2:00 p.m. Eastern Time on February 18, 2026, to 2:00 p.m. Eastern Time on March 3, 2026;** and
- The Pre-Quote Conference Attendees.

It is the sole responsibility of the Bidder to be knowledgeable of all of the additions, deletions, clarifications, and modifications to the Bid Solicitation and/or the New Jersey Standard Terms and Conditions relative to this Bid Solicitation as set forth in all Bid Amendments.

All other instructions, terms, and conditions of the Bid Solicitation shall remain the same.

Bid Solicitation #26DPP01194
T2302 – School-Based Health Services (SBHS) and Medicaid Administrative Claiming (MAC) Program Management

Answers to Questions

Where applicable, each question references the appropriate Bid Solicitation section.

Note: Some questions may have been paraphrased in the interest of readability and clarity.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
1	Quote Submission	Q: Please confirm a Bidder may deliver a hardcopy quote instead of submitting a response electronically. A: Please be advised that all Quotes shall be submitted electronically through NJSTART.
2	Quote Submission	Q: Should I check that I have properly completed and attached all of the required documents with my submitted Quote? A: Yes. Prior to the Quote Opening Deadline, a Bidder should review the documents comprising the submitted Quote to ensure that all of the required documents have been completed and attached. Oftentimes a Quote is deemed non-responsive because a Bidder fails to attach a required form or attaches a blank form. To review a submitted Quote, a Bidder should log into NJSTART and review each document attached to the Quote submission. Instructions on how to review a submitted Quote can be found in the Quick Reference Guide entitled How to Review a Submitted Quote, which is available on the NJSTART Vendor Support Page under Vendor Reference Guides.
3	PDF Documents	Q: When trying to open a Portable Document Format (PDF), I am receiving an error message and am unable to access the PDF. How should I proceed? A: It is recommended that users utilize Microsoft Edge to view PDFs. Certain PDF forms cannot be opened in Chrome or Firefox built in PDF viewers that are enabled by default. If using Chrome or Firefox it is recommended that the file is downloaded instead by clicking the download button in the upper right-hand corner of the browser after an error message is received. An alternative option is to disable the built in PDF viewers in Chrome or Firefox.
4	Exceptions	Q: Will the State allow Bidders to take exception to any of the Standard Terms and Conditions? A: As stated in Bid Solicitation Section 2.2, Exceptions to the State of NJ Standard Terms and Conditions (SSTC): "Questions regarding the State of New Jersey Standard Terms and Conditions and exceptions to mandatory requirements MUST be posed during the Electronic Question and Answer period and shall contain the Bidder's suggested changes and the reason(s) for the suggested change(s)." Moreover, as stated in Bid Solicitation Section 3.11, Bidder proposed terms or conditions that conflict with those contained in the State of New Jersey Standard Terms and Conditions may render a Quote non-responsive.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
5	Section 1.1 – Purpose and Intent	Q: Is the intent of the bid to select one vendor that can provide all services referenced in the bid document, or would the state be open to selecting multiple vendors that could collectively fill all of the state’s needs? For example, if Vendor A is able to meet the state’s requirements for MAC and RMTS, but Vendor B is a better fit for direct medical claiming, would the state consider contracting with both vendors? A: It is the intent of the State of New Jersey to award a Contract to one (1) Bidder. The State is seeking one (1) Contractor to provide a solution that adequately fulfills all requirements of the Scope of Work.
6	Section 1.2 – Background	Q: In section 1. 2 of the bid document, it is mentioned that copy of the state’s expiring vendor contract and pricing details are available for review from the NJStart.gov website. However, we have been unable to access the document. Can the state provide a copy of the expiring contract and pricing information for review? A: Bidders interested in reviewing prior Contract information may do so by following the OPRA instructions below. Bidders should not rely upon or use data or information from the prior / expiring Contract when preparing a response to this Bid Solicitation as this Bid Solicitation addresses the State’s current requirements. 1. www.nj.gov/treasury 2. Move to the bottom of the page 3. Click “OPRA” icon on lower left side of screen 4. Click on “Submit an Online Request” located in the middle of the Government Records Access Unit page 5. Click on “Choose a Department” 6. Click on “Treasury” from the drop down box 7. Click on “Choose an agency/division” 8. Click on “Purchase and Property” from drop down box 9. Complete form and click “Submit”
7	Section 1.2.1 – The SBHS/MAC Programs	Q: Does the State expect LEA participation to remain around 400 LEAs based on historical rates, or should the vendor anticipate that the number could be closer to 700 during the contract period? A: Historical data shows that the number of LEAs participating in the program is typically around 400. While the number of participating LEAs changes each year, it is not expected that the number of LEAs participating in the program would significantly increase based on historical data.
8	Section 1.3 – Contract Amount	Q: Is there a set budget? A: The State will not be providing this information at this time.
9	Section 3.13.8 - Sub-contractor Utilization Plan	Q: Can the lead organization (NJ based company) have a subcontractor that is from another state and not registered in NJ? A: No. In accordance with N.J.S.A. 52:32-44(b), a Bidder and its named Sub-contractors must have a valid Business Registration Certificate (“BRC”) issued by the Department of the Treasury, Division of Revenue and Enterprise Services prior to the award of a Contract.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
10	Section 3.18 – Mobilization Plan	Q: What are your go-live expectations by software module (e.g., service logging/mobile, 837P/837I generation, 835 posting, RMTS, cost report, MAC, provider enrollment, transportation, audit/analytics) and the acceptance criteria for each (data quality thresholds, successful end-to-end test claims, uptime/performance, training completion)? A: It is expected that all software modules will go-live within the same timeframe to maintain consistency in program operations. At a minimum, these modules should be operational within six (6) months of the Contract award date. Acceptance Criteria: 98-99% accuracy in data quality, 100% successful end-to-end test claims, 99% uptime not inclusive of downtime for scheduled maintenance activities and installation of upgrades and updates, provided that the Contractor shall provide the State with at least 10 Business Days advance notice of any such scheduled downtime.
11	Section 3.18 – Mobilization Plan	Q: For a statewide rollout to 400+ districts, what deployment approach and cadence do you prefer (is a pilot allowed; pilot scope/selection and success gates; number/size of waves; minimum time between waves; required blackout/freeze windows such as testing, graduation, fiscal close, RMTS)? A: The State has no preference for deployment approach and cadence. A pilot program would be considered during the development phase of an electronic claiming system.
12	Section 4.1.1 – SBHS/MAC	Q: 1. What is the schedule for when quarterly MAC claims are due to the state's vendor? A: 1. The schedule for quarterly MAC financial submissions is developed annually in May with the State contractor in consideration of their capability to compile quarterly claims for submission. This method of schedule development will continue with the awarded Bidder. Q: 2. When will the first set of claims be due once the contract is awarded? A: 2. The first set of claims are due by the end of the ninth (9th) month of the conclusion of the first full period of the contract.
13	Section 4.1.3 – LEA Training, Technical Assistance and Outreach	Q: What are your training and change-management expectations at scale (roles to be trained, language/accessibility needs, required completion thresholds, preferred delivery modes, district communications cadence) and your post-go-live support expectations (support hours/channels, SLA targets, hypercare duration per wave)? A: The Contractor will be expected to work with the current contractor and the State to identify all potential areas for change management. Technology, processes, and terminology impacted by change management must be incorporated into all training sessions conducted within the first two (2) years of the Contract. The Contractor must train all participating county administrators, LEA coordinators, administrative personnel, and providers on the use of the electronic claiming system and associated administrative processes, including submission of

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		MAC financial reports, annual cost reports, staff pool lists, RMTS responses, etc. Trainings must be provided in live webinar format and readily accessible pre-recorded videos. Training documentation must also be made available both in-session and through the electronic claims submission portal. Training documentation must be published in the English language, as well as the next five (5) most common spoken languages within the State. For additional information regarding support & training expectations, please refer to Bid Solicitation Sections 4.1.2 & 4.1.3.
14	Section 4.1.8 – Student Eligibility Database	Q: Can the State further define its expectations around verifying the credentials of providers? A: Each local education agency is responsible for verifying the credentials of the providers they employ. The Contractor is responsible for providing a mechanism for LEAs to enter their staff's credentials and then use that data to confirm that only claims for providers with active licenses are submitted for reimbursement and withhold any claims without adequate credentials. A summary list of required credentials for SEMI providers can be found in Section 7 of the State SBHS Provider Handbook located here: https://www.nj.gov/treasury/administration/semi-mac/pdf/NJSBHS-SEMIHandbookFY26-Nov2025.pdf
15	Section 4.1.9 – Medicaid Eligibility	Q: For Medicaid eligibility verification, please confirm whether the Contractor will be permitted to integrate directly with MEVS for real-time eligibility verification or whether eligibility verification must be performed exclusively through State-provided batch files. A: The current Contractor gets an eligibility extract from the Department of Human Services. This file contains recipient information for individuals ages 3 to 21 who have eligibility within the current New Jersey fiscal year. The new Contractor would have the option to contract with any approved New Jersey submitter who currently supports the 270/271 MEVS transaction set, or, become a switch Contractor themselves, if approved through a BAA. The awarded Contractor of this Bid Solicitation would have the option to continue in same manner as the current Contractor.
16	Section 4.1.11 – Electronic Claims Submission	Q: Regarding the required integration with the NJ Statewide Longitudinal Education Data System (SLEDs) anticipated for July 2026, please confirm the expected API specifications, data exchange formats, transmission frequency, and security requirements for this interface. A: The integration with the NJ Statewide Longitudinal Education Data System (SLEDs) should be treated as a planning assumption, not a guaranteed delivery date. At initial implementation, SLEDs will most likely provide data via CSV-based data extracts. Bidders should not assume that API-based integration will be available by July 2026. For planning purposes: (1) Data exchange formats: CSV at go-live; structured formats such as JSON for a future API phase (2) Transmission frequency: Scheduled batch delivery at go-live; ability to support more frequent or near-real-time exchange in a future API phase

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		(3) Security requirements: Encryption in transit and at rest, role-based access controls, strong authentication and authorization, and compliance with FERPA and applicable state and federal security standards Detailed API specifications, schemas, endpoints, and access patterns will be defined closer to implementation and should not be assumed at this stage.
17	Section 4.1.9.1 – NJ FamilyCare Data	Q: Can the State clarify who is collecting the information on student insurance and demographics? Our understanding of this requirement is that the LEA collects this information, shares it with the contractor, and the contractor is responsible for providing a reporting dashboard to show the counts based on received data. A: The LEA collects the information on student insurance and demographics and shares it with the Contractor. The Contractor is then responsible for providing a reporting dashboard.
18	Section 4.1.10.1 – Random Moment Time Study (RMTS)	Q: Please confirm whether the State will prescribe the federally approved RMTS sample size methodology to be used, or whether the Contractor may propose an alternative CMS-compliant methodology. A: The Contractor will be expected to comply with the State’s current CMS approved RMTS sample size methodology. The Contractor may propose an alternative methodology that the State will review for consideration to include in future State Plan Amendments.
19	Section 4.1.10.1 – Random Moment Time Study (RMTS)	Q: Please clarify whether the State will permit the Contractor to use multi-channel RMTS reminders (e.g., SMS text messaging, mobile app notifications) in addition to e-mail to support the required minimum 90% response rate. A: The State will permit the use of multi-channel reminders for the purpose of meeting the required RMTS 90% response minimum. All proposed channels must be submitted to the SBHS Work Group for review and approved by the State Contract Manager prior to use by the Contractor.
20	Section 4.1.10.2 – Cost Settlement	Q: For what school year’s annual cost settlement would the vendor be responsible for calculating? A: The Contractor will be expected to calculate annual cost settlement for any of the school years in which the majority of claims were processed through the Contractor’s electronic claiming system.
21	Section 4.11 – Electronic Claims Submission	Q: Are LEAs required to use the vendor’s system for direct service claiming? A: Yes, LEAs are required to use the Contractor’s system for direct service claiming.
22	Section 4 – Scope of Work	Q: What integrations and data migrations are required and what lead times should we plan for (SIS/IEP platforms by vendor and district counts; SSO—SAML/OIDC; MMIS/EDI 837/835 testing; RMTS; provider enrollment; historical look-back), will the legacy vendor supply complete data extracts

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		(schemas/code sets/remittance history) and support a parallel-run period, and—based on the Progress Report you shared—should special education service-logging artifacts (goal progress notes and e-signatures) be ingested for audit/claiming? A: SIS/IEP platforms by Contractor and district counts; the Department of Education states: (1) Do not assume direct integrations with district SIS or IEP platforms. (2) SLEDS is the authoritative NJDOE source for education data. (3) Any proposed district-level integrations must be tied to explicit operational needs for data or artifacts not available in SLEDS. (4) Treasury, with the assistance of DOE, must still confirm what data was historically used in the SEMI-MAC system, so bidders know what is in scope. SSO—SAML/OIDC: Contractors should support industry-standard single sign-on protocols, including SAML and OIDC, in alignment with NJDOE identity and access management standards. MMIS/EDI 837/835 testing; For 837 the lead time would be 3 months. Proprietary to Bidder: RMTS; The Bidder would need to create their own system for the RMTS. Districts are responsible for: • Entering staff and calendar data • Certifying random moments Any new SBHS-MAC solution must provide district-facing functionality to support RMTS data entry and validation. This will be a Contractor/system requirement, not a State integration. IEP Data & Medicaid Matching (Important Boundary) NJDOE/SLEDS provides basic IEP indicators only (e.g., whether a student has an IEP). Detailed service data (provider, service minutes, encounters) is: • Managed by districts • Uploaded into the Contractor system (not SLEDS) Provider credentials and licenses are also district-submitted and Contractor-managed, not collected by DOE. Bidders should reference the Department of Education's Special Education Handbook to understand exactly what data is available from SLEDS . Service Logging Artifacts (Audit & Claiming) Service logs, goal progress notes, and electronic signatures: • Should remain in the system of record • Must be available downstream for audit or claiming These artifacts should not be assumed to be ingested into SLEDS or any other State program. Provider enrollment; Provider enrollment is a process that can take 45-60 days per new school district.

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		The State is unsure what the Bidder means by historical look-back and therefore cannot provide a response to that part of the question. The State cannot provide responses based on assumptions. The legacy Contractor will supply complete data extracts and support a parallel-run period. Information regarding special education service-logging artifacts will be maintained by the LEA.
23	Section 4 – Scope of Work	Q: Which districts are not participating in FFS, Cost Settlement, or MAC and why (policy, capacity, documentation), and are there policy or rule changes (e.g., SPA/time study rules/match rates) expected through FY2027 that could materially affect participation or revenue? A: A list of participating districts can be found on the State Treasury SBHS web-site here: https://www.nj.gov/treasury/administration/semi-mac/semi.shtml. This webpage also includes a link to the SEMI Accountability Regulations which outlines program participation requirements and program waiver guidelines. All LEAs qualifying for participation in the SEMI program will also be required to participate in GEMI when implemented in Fiscal Year 2027.
24	Section 4 – Scope of Work	Q: For each of the last three fiscal years (and YTD), what are the annual Medicaid revenues at a statewide level for (a) Fee-for-Service (FFS), (b) Cost Settlement, and (c) Medicaid Administrative Claiming (MAC)? A: For the last three (3) finalized fiscal years, the State's revenue from Fee-for-Service, as published by the Office of Management and Budget, are: Fiscal Year 2022: \$83,533,000.00 Fiscal Year 2023: \$87,845,000.00 Fiscal Year 2024: \$84,038,000.00
25	Section 4 – Scope of Work	Q: Please provide the current vendor's staffing counts (FTEs) by function (program/account management, implementations, data/ETL, engineering, QA, product, help desk Tier 1–3, training, compliance), indicating which FTEs are dedicated vs. shared, any seasonal surge staffing, geographic coverage, and current ticket volumes/SLA targets. A: The State cannot provide current staffing counts for the program contractor at this time. Bidders should include in their Quote the number of personnel they deem appropriate to meet the requirements of the Bid Solicitation.
26	Section 4 – Scope of Work	Q: Please provide a complete list of all IEP vendor systems currently used by LEAs, and indicate whether any of these systems offer existing APIs, standardized export formats, or vendor-supported data interfaces that the State expects the Contractor to utilize. A: The State does not collect this data. LEAs contract independently with IEP Contractors, and the current program does not interface with IEP programs. The new program will not be required to interface with other IEP Contractor systems.
27	Section 4 – Scope of Work	Q: Please confirm whether bidders must include full development, implementation, training, and operational support for the General Education Medicaid Initiative (GEMI) in Year 1 pricing, regardless of whether CMS

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		approval occurs by July 1, 2026, or whether the State anticipates a phased approach contingent upon federal approval. A: Bidders must include full development, testing and implementation costs for the GEMI program in Year 1 pricing for anticipation of the program to begin operations in Year 2. Maintenance, operational, & training costs for the GEMI program must be included in Years 2-7.
28	Section: 5.1 – Contract Term and Extension Option	Q: What date does the State require the system to be implemented? A: It is expected that the intended awardee implements the system within the first year of the Contract term.
29	Section 5.2 – Contract Transition	Q: How long is the transition period between contract award date and implementation date? A: As provided in Bid Solicitation Section 5.2, the term “transition period” relates to a scenario where a new contract has not yet been awarded prior to the expiration of the existing contract, and the outgoing Contractor must continue performance under the same terms, conditions, and pricing, for a period of up to 365 Calendar Days beyond the expiration date of the Contract, including any extensions exercised, or until the new contract(s) can be completely operational, whichever first occurs. During the transition period, the Contractor will be required to continue to maintain and operate all required functions of the Contract until the new Contract is fully functional. At this time, the State cannot provide a hypothetical timeline with regard to the length of a possible transition period between the outgoing Contract and the new Contract to be awarded. If the Bidder's question is asking how long the expected <u>turnaround time</u> between contract award date and implementation date is, it is expected that the awardee implements the system within the first year of the Contract term, as stated above in the answer to Question 28.
30	Section 5.2 – Contract Transition	Q: Will the State have access to data (participant list, costs, RMTS percent, etc.) from prior vendor that will be available for implementation of the new system? A: The State anticipates having access to data (participant list, costs, RMTS percent, etc.) from the prior Contractor that will be available for implementation of the new system.
31	Section 8.5 – Oral Presentation	Q: Will the oral presentation be virtual or on-site? A: Oral Presentations may be virtual or on-site.
32	General	Q: Are there formatting requirements (page limits, font size)? A: No, there are no formatting requirements, page limits, or font size.
33	General	Q: Please provide an anticipated award date if possible.

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		A: The State cannot provide an anticipated award date at this time. The State will issue Notices of Intent to Award to all Bidders that submitted a Quote once evaluation is complete.
34	General	Q: Please confirm the posted begin date is May 13, 2026 and define what “begin” means for this procurement (contract execution, first district access, first production claim submission) and whether any modules are required to be live on that date? A: The State cannot provide an anticipated award date at this time. The State will issue Notices of Intent to Award to all Bidders that submitted a Quote once evaluation is complete. The Contract Begin Date is the date on which the award is posted to NJSTART. The State would need the module for logging claims and submitting claims to be live by the end of week 2 of the Contract, once awarded.
35	General	Q: What top risks/dependencies/constraints could impact the May 13, 2026 start or rollout pacing (e.g., integration/vendor availability, policy approvals, staffing transitions, district readiness), and what contingency plans are acceptable (deferrals, parallel run, temporary manual processes)? A: The State cannot provide an anticipated award date at this time. The State will issue Notices of Intent to Award to all Bidders that submitted a Quote once evaluation is complete. An award will be made after the protest period has ended.
36	General	Q: 1. Per Section 1.2 of the bid document, the State hopes to implement the GEMI program by July 1, 2026. When does the State intend to actually start documenting and claiming for reimbursement for services allowable through the GEMI program? A: 1. Claiming for services through the GEMI program is dependent on the establishment of program regulations and documentation as well as the availability for claiming through the Contractor’s electronic claiming submission portal. An anticipated go-live date for GEMI claiming will be determined by the SBHS Work Group in conjunction with the Contractor. Q: 2. Also, does the State have policies in place for the program that would include documentation requirements, allowable costs, authorized providers and any relevant program policies that can be shared at this time? A: 2. The DOE Accountability Regulations and the NJ SBHS 2025-26 Reimbursement Programs Provider Handbook are available on Treasury Administration’s SBHS website, as well as other documentation provided in the Appendix to the Bid Solicitation, provide the information on the documentation requirements, allowable costs, authorized providers and other relevant program policies. The website can be accessed here: https://www.nj.gov/treasury/administration/semi-mac/index.shtml

Optional Pre-Quote Conference	
Representative	Firm
Julie Beites	NJII
Alissa Eisenberg	Public Consulting Group LLC
Jim McGlynn	
Joseph Weber	
Gregory Magarelli	SSG
Julie Krezel	
Suresh Muppala	Sivic Solutions Group