



PROVIDING EXCEPTIONAL SERVICES
TO CHILDREN, FAMILIES, AND
COMMUNITIES ACROSS NEW MEXICO

2002 SUDDERTH DRIVE, RUIDOSO, NM 88345
(575) 257-2368 - WWW.REC9NM.ORG

Region 9 Education Cooperative
REQUEST FOR PROPOSAL 26024
Recruitment & Retention

Addendum #A
Questions & Answers

1. Overall - Funding Amounts and Budget Clarification

- a. What are the available dollars for this RFP? **Anticipated funds shall not exceed \$1.1 million dollars**
- b. Are these funds from fiscal year 2026 or 2027? **Funds to support any subsequent contract(s) will be from FY 2027 funds.**
- c. What is the maximum amount we can apply for? **Funds may be requested up to the amount of available dollars, depending on Offeror's ability to support scope of work.**

2. Section i.C. Procurement and Contract Contact: This section states that the RFP may result in multiple contractual awards between the awarded offeror and the Agency.

- a. How many contracts does Region 9 intend to award as a result of this RFP?
Unknown
- b. If multiple awardees are selected, how will funds be distributed amongst the successful offerors?
Per the RFP, The Agency may award contracts to one or more Offerors whose proposals are determined to be most advantageous to the Agency, considering technical qualifications, experience, geographic coverage, capacity, and cost. The Agency reserves the right to award multiple contracts for the same scope of work to ensure adequate statewide coverage and program capacity.

3. Section Implementation Plan - Recruitment Strategy for High Need Teaching Areas

- a. How is recruitment defined? **Recruitment is defined as a systemic strategy designed to attract, train, support, and retain qualified teachers and educational staff aimed to build robust talent pipelines**

and reduce staffing shortages while diversifying the teaching profession . At what point is an individual considered "recruited?" An individual is considered successfully recruited upon formally enrolling in an educator preparation program and have successfully cleared all minimum entry requirements.

b. Is recruitment a standalone activity, or does it encompass the full continuum of outreach, engagement, enrollment, transition into an EPP, and ongoing participant retention as described in the Scope of Work?

For the purposes of this RFP, recruitment encompasses the full continuum of outreach, engagement, enrollment, transition into an EPP, and ongoing participant retention.

4. Section i.D. Definition of Terminology: This section does not include a definition for the terms "Partner" or "Partnership."

a. Can Region 9 provide such definitions and/or provide more description as to what it means by these terms and how they will be interpreted/applied to scoring of proposals?

Partnership definition: found in Miriam Webster's Dictionary

- **the state of being a partner: PARTICIPATION**
 - **scientists working in *partnership* with each other**
- **a legal relation existing between two or more persons contractually associated as joint principals in a business**
 - **began a legal *partnership* with his uncle**
- **the persons joined together in a partnership**
 - **The *partnership* computes its net income ... in a manner similar to that of an individual. —J. K. Lasser**
- **a relationship resembling a legal partnership and usually involving close cooperation between parties having specified and joint rights and responsibilities**
 - **The band has maintained a successful *partnership* for 10 years.**

5. Section ii.B. Explanation of Events: This section states that a contractual agreement resulting from this RFP will be finalized with the most advantageous offeror. However, Section IV.G. Evaluation, states that the offeror receiving the highest score may not be the most advantageous offeror.

a. How will the Agency determine what offeror is the most advantageous, if that offer did not receive the highest score?



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The Agency may award contracts to one or more Offerors whose proposals are determined to be most advantageous to the Agency, considering technical qualifications, experience, geographic coverage, capacity, and cost.

b. If not the point system, what criteria will be used to select the finalists?

The Agency may award contracts to one or more Offerors whose proposals are determined to be most advantageous to the Agency, considering technical qualifications, experience, geographic coverage, capacity, and cost. The responsible Offerors with the highest scores may be selected as finalist Offerors, based upon the proposals submitted. Awards shall be made to the most responsible Offeror(s) whose proposals are most advantageous to the State, taking into consideration the evaluation factors. The most responsible Offeror(s) is not determined by the highest score.

6. Section iii General Requirements, Section EE: New Mexico Preferences: We are seeking clarification regarding the applicability of New Mexico Preferences and how the optional evaluation categories factor into the scoring process.

a. Section III.EE states that New Mexico Preferences do not apply when expenditures include federal funds. Can you please confirm whether the New Mexico Resident Business Preference and New Mexico Resident Veteran Business Preference apply to this RFP? **Yes, both are applicable**

b. Section IV.G.A.4 identifies point values for the required evaluation criteria but lists the following categories as "Optional" without assigned point values: Offeror's Additional Terms and Conditions, New Mexico Resident Business Preference, and New Mexico Resident Veteran Business Preference. Will any of these optional categories be scored, and if so, how many points are available for each? **§13-1-21, NMSA 1978, as applicable, will be upheld.**

7. Section iv.F.1.b. References and Past Performance: We are seeking clarification regarding the requirements and evaluation methodology for the References and Past Performance section to ensure offerors can provide appropriate references and understand how their submissions will be assessed.

a. Section IV.F.1.b states that references may include state agencies, local education agencies, school districts, higher education institutions, and other public-sector or similarly regulated organizations. Would references from legislators or legislative staff

with responsibilities related to education policy, funding, or program oversight be considered acceptable references under this provision? **No**

b. Section IV.F.1.b states that evaluation of References and Past Performance "may include, but is not limited to," the listed evaluation factors. Can the Agency clarify whether additional evaluation criteria will be applied, and if so, provide those criteria so offerors can fully understand how their References and Past Performance submissions will be evaluated? **The Evaluation Committee reserves the right to consider information obtained from references.**

8. Section iv.F.1.c Staffing Qualifications and Key Personnel: This section states that evaluation of staffing qualifications may include, but is not limited to, the following factors:

a. If this listing of factors is not exhaustive, how will offerors know how they will be evaluated concerning Staffing Qualifications and Key Personnel?

The offeror may include any additional information they see fit under this section for consideration.

b. What other factors would be relevant to the evaluation of the Offeror's Staffing Qualifications?

The offeror may include any additional information they see fit under this section for consideration.

9. Section iv.G.A.3 Evaluation Point Summary and Factors: This section states that the Evaluation Committee may use other sources to perform the evaluation.

a. What other sources may be employed by the Evaluation Committee?

Per section iv. F. b: The Evaluation Committee reserves the right to consider information obtained from references.

10. Section iii.H. Disclosure of Proposal Contents: We are seeking clarification regarding the Agency's treatment of confidential, proprietary, and trade secret information in proposal submissions, particularly as it relates to disclosures under the New Mexico Inspection of Public Records Act (IPRA).

a. Can the Agency confirm whether it will also protect from disclosure any information that is exempt from inspection under IPRA or otherwise made confidential by applicable law? **The Agency will follow all IPRA laws.**



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b. If an offeror can demonstrate that pricing or cost information constitutes a trade secret under the Uniform Trade Secrets Act or other applicable law, will the Agency treat such information as confidential and exempt from disclosure? **The Agency will follow all applicable laws.**

11. What is the total funding amount available for RFP 26024 overall and by contract year? **Please refer to the answer to question #1.a above. Additional available funding, past FY 2027, are unknown at this time.**

12. Does the NM business preference apply to this procurement? **Refer to the answer to question #6 above.**

13. If multiple awards are made, how will funding, scope, regions, and participant targets be allocated across selected vendors? **This will be based on award(s) to ensure adequate statewide coverage and program capacity.**

14. Is there a required minimum number of candidates to recruit, enroll, or retain under this contract? **200**

15. How will NMPED define “High Needs” subject areas for purposes of the 70% candidate target? **Special Education, Elementary Education, Bilingual Education, Secondary Math, Science and English Language Arts**

16. Will NMPED provide the approved Letter of Commitment template and parent/guardian consent form? **The New Mexico Public Education Department (NMPED) will collaborate with the selected offeror(s) to draft and finalize an approved Letter of Commitment that complies with all relevant legislative intent and statutory requirements.**

17. Are electronic signatures acceptable for Letters of Commitment and parent/guardian consent? **Yes, with a signing certificate attached.**

18. Will NMPED, LEAs, EPPs, and/or CTE programs provide access to data needed to verify CTE participation, EPP enrollment, candidate persistence, and retention outcomes? **Yes. It will be the responsibility of the offeror(s) to secure data sharing agreements.**

19. How should Offerors track and verify the CTE Conversion Rate, including the requirement related to students who completed two or more CTE courses? **To accurately track and verify the Career and Technical Education (CTE) Conversion Rate, Offerors must design data**



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collection mechanisms aligned with the definitions set forth by the NMPED College and Career Readiness Bureau and federal Perkins V reporting standards.

20. a. Must the external evaluator be identified in the proposal, or may the evaluator be selected after award? **The external evaluator may be selected after the award.**

b. Should the 5% allocation be calculated from the total proposed budget or final awarded amount? **Total proposed cost proposal. The Agency reserves the right to recalculate based on the awarded amount.**