



Notice of Information Item No. 4

Issue Date: November 7, 2025

Arlington Public Schools
Procurement Office

Request for Proposal 30FY26

Request for Proposal Title:	Health Care Services for Arlington Public Schools
Request for Proposal Number:	30FY26
Request for Proposal Issue Date:	October 8, 2025
Pre-Proposal Conference:	October 15, 2025 (Refer to Request Title Page 2)
Proposal Due Date & Time:	December 1, 2025, No Later Than 1:00 P.M. (EST)
Procurement Office Representative:	Danielle Godfrey, CPPB Procurement Director (571) 205-3956, danielle.godfrey@apsva.us

The following information is provided to help Offerors submit a Proposal in response to RFP 30FY26

Q1. Who owns the clinic property or is it a rental?

A1. The clinic is located within APS 2110 Washington Blvd Arlington, VA.

Q2. Who owns the equipment and who performs maintenance of the equipment?

A2. The clinic is operated by Close-knit, and the equipment is provided by the contracted Health Care provider.

Q3. How is CareFirst billed and other carriers?

A3. CareFirst and other carriers are billed through standard claims submission processes using the APS billing system and payer-specific protocols.

Q4. Are the staff all Close-Knit employees?

A4. Yes, all clinic staff are employed directly by Close-Knit.

Q5. The brochure is a mix of Close-Knit “remote services” plus the onsite clinic services.

A5. Yes, the brochure includes both Close-Knit’s remote services and onsite clinic offerings to provide a full scope of available care.

Q6. Is there a monthly breakdown on the number of visits and type of visits.

A6. Monthly visit data is tracked internally. A breakdown by visit type (e.g., primary care, behavioral health, wellness) can be requested from APS through a FOIA request.

Q7. Is there an Intent to Bid Form that Offerors should be filling out?

A7. Offerors should refer to Section II. Instructions to Offerors in the RFP.

Q8. Why is APS out to bid for vision? Is this due diligence?

A8. APS is soliciting proposals for vision services as part of its due diligence and periodic market review.

Q9. Is this a market check for APS?

A9. Yes, this process serves as a market check to ensure APS is receiving competitive pricing and services

Q10. Is USI the broker for APS and are there commissions included in the vision RFP?

A10. USI is APS’ broker, and they are not receiving a commission for vision.

Q11. The RFP mentions that APS desires fully insured rates. Please confirm this would be four (4) tier rates. Also, does APS want self-insured rates for vision? If so, where would APS like for Offerors to add and would APS desire a composite rate or something else?

A11. APS prefers fully insured rates with four-tier rating (employee, employee + spouse, employee + child(ren), family). If submitting self-insured rates, please include them in a separate section and specify whether rates are composite or tiered.

Q12. The RFP mentions that APS would prefer quotes for vision to match their current benefits or better than current. Would APS like an alternative option, such as Easy Options for a standalone plan?

A12. Yes, APS is open to alternative options such as Easy Options for a standalone plan, provided they meet or exceed current benefit levels.

Q13. Please provide the current vision enrollment.

A13. Current vision enrollment figures is provided in the census file.

Q14. Does APS currently have a diabetes program in place? (For example, Livongo, Omada, etc.)

A14. APS currently has a program offered through CareFirst under Noon Diabetes Prevention (DPP).

Q15. Is there no disruption for vision-only medical, that is requested for Offerors to fill out?

A15. Correct, there is no disruption analysis required for medical-only vision services.

Q16. Where would APS like for Offerors to provide additional plan designs, rates/ and/or summaries for an additional option? The excel file does not allow access.

A16. Offerors may submit additional plan designs, rates, and summaries as separate attachments with their proposals. If the Excel file is locked, please contact APS for an editable version.

Q17. Regarding Geo for vision, the RFP mentions Vision Definition: 2 Optometrist within 2 miles, 2 specialists within 15 miles. Can APS clarify the request, as some Offerors typically do not see a request for 2 Optometrists within 2 miles.

A17. APS is seeking offerors to provide 2 optometrists within 2 miles to ensure adequate provider access for employees. APS will consider proposals that offer 2 optometrists within 5 miles. Offerors may note any deviations or limitations in their response.

Q18. Can APS clarify the instructions on how to complete the technical proposal?

A18. Offerors should refer to Section II. Instructions to Offerors in the RFP.

Q19. Is there a census for vision?

A19. Offerors should refer to Appendix J in the RFP.

Q20. Why is APS soliciting proposals for vision?

A20. APS is soliciting proposals to evaluate current offerings, ensure competitive pricing, and explore enhancements to the vision benefit.

Q21. Is APS happy with the current vision vendor?

A21. APS is satisfied with the current vendor but is conducting this RFP to ensure continued value and service quality.

Q22. How long has APS had vision coverage through CareFirst?

A22. APS has maintained vision coverage through current contract provider since 2024.

Q23. Are you requesting 3-year rates or a different period?

A23. Arlington Public Schools is looking for Offerors to submit a fully insured vision plan with a 3-year rate guarantee but will consider proposals with an annual or 2-year rate guarantee.

Q24. Appendix D (page 32) is not applicable for a fully insured vision quote. Can we replace it with a sample fully insured contract in the proposal?

A24. Arlington Public Schools will consider fully insured proposals that outline the terms and benefits of the offered plan.

Q25. It appears some of the vision data is still missing. The premium vs claims report isn't a full 12 months of data. We are missing data for 1/24, 2/24, 1/25 and 2/25. Can this be provided?

A25. For the Vision claims, 1/24 there were no claims processed. It was an immature year. For the premiums not paid in certain months, that was due to delay in payment from APS, but as you can see premium payments caught up in March both years.

Q26. Could we get vision utilization data for 2024 and YTD 2025 inclusive of: Exam utilization
Number of exams, contact lenses, frames, single vision, bifocal & trifocal?

A26.

Jan – Dec 2024

Exams – 1,198

Frames – 819

Contacts – 471

SV Lenses – 480

BF Lenses – 254

TF Lenses – 64

Jan – Sept 2025

Exams – 1,103

Frames – 739

Contacts – 366

SV Lenses – 461

BF Lenses – 221

TF Lenses – 53

Q27. In the language from the original RFP (see page 13, line 1.3.4), the clinic would be for ALL employees who subscribe to ANY health insurance offering at APS. In this scenario, a single carrier would staff and provide services to employees regardless of their enrollment status with that particular carrier. In another reading, found in the Q&A document (see Questions Number 22-23), the clinic would be available ONLY to the subscribers of the carrier assigned to staff and operate the clinic.

A27. Please see Addendum No. 4

Q28. Can we have updated information in Appendix K. APS Medical Claims Repricing and Disruption Analysis. This file does not include fields that are needed to run a repricing, although we can complete the disruption request using the file. Specifically, we need:

Unique member identifier

Provider TIN

Provider Name

Provider City

Provider state

Provider zip code

Diagnosis Code/ 1 Diagnosis Code 2 /Diagnosis Code 3

Provider type indicator

Place of service indicator

Revenue code

Bill type indicator - if provider type indicator cannot be provided

Service units

CPT Code/ CPT code modifier

Eligible billed charges

A28. Please see updated Appendix K. APS Medical Claims Repricing & Disruption Analysis

Q29. Could we receive a census showing current vision elections?

A29. Please see Appendix J. Current Census for vision elections.

Q30. Can you provide vision claims experience for the past three years?

A30. Please see Appendix U. Vision Enrollment & Premiums.

Q31. What are the current vision plan rates?

A31. Current vision plan rates are not provided in RFP30FY26, but the information is available on APS' website.