

NOTICE

Please note that this bid from JBS International Inc. for DAS20*01 was received at the Purchasing Division office prior to the established bid-opening date and time on April 21, 2020 as noted on the coversheet of the electronic bid, but did not load properly at the public bid opening. This bid has since been loaded and is now posted.

A handwritten signature in black ink that reads "Samantha Knapp". The signature is written in a cursive style and is positioned above a horizontal line.

Samantha Knapp
Acting Assistant Purchasing Director

Header 1

[List View](#)

General Information

Contact

Default Values

Discount


Document Information

Procurement Folder: 700554

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0623

Vendor ID: VS0000021824 

SO Doc ID: DAS2000000001

Legal Name: JBS International Inc.

Published Date: 4/10/20

Alias/DBA:

Close Date: 4/21/20


Total Bid: \$660,696.00

Close Time: 13:30

Response Date: 04/21/2020 

Status: Closed

Response Time: 11:41

Solicitation Description: Addendum No. 1 - Web-Based Training System 

Total of Header Attachments: 1

Total of All Attachments: 1



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder : 700554
Solicitation Description : Addendum No. 1 - Web-Based Training System
Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-04-21 13:30:00	SR 0623 ESR04212000000006105	1

VENDOR
VS0000021824 JBS International Inc.

Solicitation Number: CRFQ 0623 DAS2000000001

Total Bid : \$660,696.00 **Response Date:** 2020-04-21 **Response Time:** 11:41:31

Comments: N/A

FOR INFORMATION CONTACT THE BUYER
 Tara Lyle
 (304) 558-2544
 tara.l.lyle@wv.gov

Signature on File	FEIN #	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Web-Based Training System for Cognitive Behavioral Therapy	2400.00000	EA	\$77.220000	\$185,328.00

Comm Code	Manufacturer	Specification	Model #
85122103			

Extended Description :	3.1.1 Contract Item #1 - Web-Based Training System for Cognitive Behavioral Therapy 3.1.1.1 The Vendor must provide an estimated quantity of 2,400 licenses to access a web-based cognitive behavioral therapy training module.
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Comments: Initial year - Standard orders delivered in 15 days, and emergency orders delivered in 10 days.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	OPT RENEWAL Y2: Web-Based Training System for CBT	2400.00000	EA	\$65.570000	\$157,368.00

Comm Code	Manufacturer	Specification	Model #
85122103			

Extended Description :	3.1.1 Contract Item #1 - Web-Based Training System for Cognitive Behavioral Therapy 3.1.1.1 The Vendor must provide an estimated quantity of 2,400 licenses to access a web-based cognitive behavioral therapy training module.
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Comments: Year 2 - Standard orders delivered in 15 days, and emergency orders delivered in 10 days.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	OPT RENEWAL Y3: Web-Based Training System for CBT	2400.00000	EA	\$65.850000	\$158,040.00

Comm Code	Manufacturer	Specification	Model #
85122103			

Extended Description :	3.1.1 Contract Item #1 - Web-Based Training System for Cognitive Behavioral Therapy 3.1.1.1 The Vendor must provide an estimated quantity of 2,400 licenses to access a web-based cognitive behavioral therapy training module.
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Comments: Year 3 - Standard orders delivered in 15 days, and emergency orders delivered in 10 days.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	OPT RENEWAL Y4: Web-Based Training System for CBT	2400.00000	EA	\$66.650000	\$159,960.00

Comm Code	Manufacturer	Specification	Model #
85122103			

Extended Description :	<p>3.1.1 Contract Item #1 - Web-Based Training System for Cognitive Behavioral Therapy</p> <p>3.1.1.1 The Vendor must provide an estimated quantity of 2,400 licenses to access a web-based cognitive behavioral therapy training module.</p>
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Comments: Year 4 - Standard orders delivered in 15 days, and emergency orders delivered in 10 days.

A proposal to provide

Web-Based Training System for Cognitive Behavioral Therapy

Technical Proposal

CRFQ-0623-DAS2000000001

April 21, 2020

SUBMITTED TO:

Tara Lyle

Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

SUBMITTED BY:

Prime Contractor

JBS International, Inc.
Jennifer J. Kasten, PHD
5515 Security Lane, Suite 800
North Bethesda, MD 20852
Phone: 301-495-1080
jbsbusiness@jbsinternational.com

*Value of thought.
Value of solution.*



JBS INTERNATIONAL

A CELERIAN GROUP COMPANY

This information shall not be disclosed outside the State of West Virginia Department of Administration or be duplicated in whole or in part for any purpose other than to evaluate the proposal; provided, that if a contract is awarded to this Offeror as a result of or in connection with the submission of such data, the West Virginia Department of Administration shall have the right to duplicate, use, or disclose these data to the extent provided in the contract. This restriction does not limit the West Virginia Department of Administration's right to use information contained in such data if it is obtained from another source.



April 21, 2020

Ms. Tara Lyle
Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305

Re: Request for Quotation: CRFQ 0623 DAS2000000001
Web-Based Training System for Cognitive Behavioral Therapy

Dear Ms. Lyle,

JBS International (JBS) is pleased to submit this proposal to manage the West Virginia (WV) Department of Military Affairs, Division of Justice and Community Services, Web-Based Training System for Cognitive Behavioral Therapy contract.

JBS has provided training and technical assistance (T/TA) supporting states and communities since 1990 and is currently the U.S. Department of Health and Human Services largest T/TA provider – managing multiple state and national T/TA initiatives supporting states systems, primary care, rural health care and hospitals, behavioral health services providers, peer recovery support, state and community prevention efforts, and research and evaluation activities. JBS manages learning management systems for state and federal clients and has, to date, provided online learning for more than 200,000 participants.

We welcome the opportunity to discuss our proposal. Should you have any questions regarding this submission, please do not hesitate to contact me by email at jbsbusiness@jbsinternational.com or by phone at (301) 495-1080.

Sincerely,

Jennifer Kasten, President

Request for Quotation: CRFQ 0623 DAS200000001
Web-Based Training System for Cognitive Behavioral Therapy

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TECHNICAL QUOTATION

Introduction/Purpose and Scope

JBS International (JBS) is pleased to submit this proposal to provide adults served in the West Virginia corrections system with a web-based training system to enable program participants to learn and adopt targeted evidence-based cognitive behavioral therapy (CBT) skills supporting their recovery from substance abuse and addiction. JBS International has provided training and technical assistance (T/TA) supporting states and communities since 1990 and is currently the U.S. Department of Health and Human Services (HHS) largest T/TA provider – managing multiple state and national T/TA initiatives supporting states systems, primary care, rural health care and hospitals, behavioral health services providers, peer recovery support, state and community prevention efforts, and research and evaluation activities. JBS manages learning management systems (LMSs) for state and federal clients and has to date provided online learning for more than 200,000 participants.

Our primary goal in this proposal is to respond to the needs of the corrections systems and the clients served within those systems using an online service delivery system that is sufficiently flexible in that environment. The CBT skills and practices proposed here are derived from bodies of work on evidence-based brief treatment for substance abuse and co-occurring mental disorders including:

- ▶ Beck, J., & Aaron, A. T. (2011). *Cognitive behavior therapy: Basics and beyond* (2nd ed.). New York, NY: Guilford Press.
- ▶ Carroll, K. M. (1998). *A cognitive-behavioral approach: Treating cocaine addiction*. Manual 1: *Therapy Manuals for Drug Addiction Series*. NIH Publication No. 94-4308. Rockville, MD: National Institute on Drug Abuse.
- ▶ Hyde, J., Turner, W., Steinberg, K., & Devine, E., (2016) *Integrated change therapy guide*, funded by the Substance Abuse and Mental Health Services Administration (SAMHSA)/Center for Substance Abuse Treatment (CSAT) and prepared by JBS, under Contract Number HHSS2832007000031/HHSS28300002T.
- ▶ Marlatt, G. A., Barrett, K., & Daley, D. C. (1999). *Relapse prevention*. In M. Galanter & H. D. Kleber (Eds.), *The American Psychiatric Press textbook of substance abuse treatment* (2nd ed.). Washington, DC: American Psychiatric Press.
- ▶ Miller, W. R., & Rollnick, S. (2012). *Motivational interviewing: Helping people change* (3rd ed.). New York, NY: Guilford Press.
- ▶ Steinberg, K. L., Roffman, R. A., Carroll, K. M., McRee, B., Babor, T. F., Miller, M., . . . & Stephens, R. (2005). *Brief counseling for marijuana dependence: A manual for treating adults*. HHS Publication No. (SMA) 05-4022. Rockville, MD: CSAT, SAMHSA.
- ▶ Sampl, S., & Kadden, R. (2001). *Motivational enhancement therapy and cognitive behavioral therapy for adolescent cannabis users: Five Sessions*. *Cannabis Youth Treatment Series*, Vol. 1. Rockville, MD: SAMHSA.
- ▶ Steinberg, K. L., Roffman, R. A., Carroll, K. M., McRee, B., Babor, T. F., Miller, M., & Stephens, R. (2005). *Brief counseling for marijuana dependence: A manual for treating adults*. HHS Publication No. (SMA) 05-4022. Rockville, MD: CSAT, SAMHSA.



Professionals working for JBS are nationally recognized behavioral health experts in the delivery of CBT and have developed CBT models for adults (and youth) with substance use disorders that have been widely adopted in the United States.

3.1.1 Contract Item #1 – Web-Based Training System for Cognitive Behavioral Therapy

JBS operates a robust LMS that will host the online learning described in this proposal. At its maximum capacity (to date), the LMS has comfortably managed more than 7,000 active users. The system is constructed with functionality to register users, track their progress, and provide certificates of completion.

3.1.1.1 PROVIDE AN ESTIMATED QUANTITY OF 2,400 LICENSES TO ACCESS A WEB-BASED COGNITIVE BEHAVIORAL THERAPY TRAINING MODULE.

As part of this agreement, JBS will provide access for 2,400 registered users of the LMS to access the web-based CBT training/learning modules.

3.1.1.2 PROVIDE A TRAINING MODULE THAT FOCUSES ON SUBSTANCE ABUSE AND ADDICTION

Our approach to CBT is grounded in an understanding that substance use disorders are, in part, a negative and repeated habit reinforced by the neuropsychological effects of use. The role of intervention is to elevate the seemingly unaware substance-linked habits into conscious awareness, reinforce motivation for change, and provide opportunities to learn and practice new skills that will support abstinence and recovery.

3.1.1.2.1—The training module will help program participants with recognizing, avoiding, and coping with addiction to drugs and alcohol

The proposed CBT skills training module will include a series of mini-sessions that the participant will complete in sequence. In the first year, the module will include five mini-sessions and in year two, three sessions will be added. Below please is a description of the eight proposed mini-sessions to be included in the CBT module.

Online CBT Session Descriptions

Each session has a specific rationale supported by evidence that is important for your client's treatment and recovery. Each session is accompanied by a between-session challenge to be completed before the next session. Because the online learning is only for a short time (up to 8 sessions), the work done between sessions is critical to success. Each online session should take 30 to 45 minutes. What follows are summaries of each session goals and why they are important to recovery. Each session will be accompanied by a handout the client can use as a guide and reminder to complete the between-session challenge. See several examples of these session handouts located in the Appendix A of this proposal. These handouts can be modified to serve as documentation to monitor and track client follow-through.

Session One. Personal Reflections

- ▶ **Building Personal Awareness:** We all develop habits – repeated actions that become automatic and can be hard to change. By completing this focused personal awareness activity regarding your

substance use, you gain a better understanding of your substance use and its role in your life. Your work on this session will not be judged. You are invited to explore what has motivated you to use substances and what are some of the not so good things that have happened to you as a result of your substance use. This effort allows you to make a decision before the situations or habits take over. Working on this skill – personal awareness – is an important tool in the change process.

Session Two. Focusing on Building Personal Awareness of Your Alcohol and Drug Use

- ▶ **Using the Personal (Alcohol & Drug) Awareness Tool:** This is a useful tool (sometimes referred to as functional analysis) for strengthening personal awareness skills. As a result of your efforts, you become more aware of substance use and its role in your life. You can begin learning strategies to avoid, cope with, and replace the triggers and behaviors with new actions should you choose to do so. This awareness enables you to set personal goals that make sense for you: **it puts you in the driver's seat**. Setting realistic goals helps focus your actions, identifies your options, and marks progress as it occurs.

Session Three. Learning Assertive Communication

- ▶ **Assertive Communication:** Your ability to be clear with others is essential in getting your needs met and being assertive helps all of us from being pressured into doing something we decide we do not want to do. In this session clients will learn and practice assertive communication skills.

Session Four. Supporting Recovery Through Enhanced Social Supports

- ▶ **Social Support:** For any challenge in life, it is helpful to have support, whether you have substance use problems or employment troubles or you are going through a tough time. Figuring out who you can trust and who can help you in different types of situations creates a sense of stability in life. Many people call this their social connections or network – it supports us through many life experiences.

Session Five. Handling Urges, Cravings, and Discomfort

There are three aspects to this session: (1) understanding substance use craving, (2) learning four ways to deal with cravings, and (3) developing strategies that work for you.

- ▶ **Cravings and/or Urges Are a Part of the Repeated Use of Any Substance:** Understanding your urges and developing skills to address them is essential to recovery. Cravings/urges change in intensity, duration, and frequency depending on the person and their recovery phase.
- ▶ **Managing Urges:** There are four core strategies to consider: escape, distraction, avoidance, and going toward (urge surfing). Learning to use one or all of these strategies will help diminish the craving/urge. This approach is supported by finding healthy replacement activities. Remember: Urges are like stray cats; if you don't feed them, they eventually go somewhere else.
- ▶ **Recognizing Urges and Developing Realistic Strategies:** It's important to learn how to recognize your triggers so you can reduce your exposure to them. In this session, we will learn a skill that is easy and can be practiced almost anywhere and anytime, "Relaxation Breathing/Mindfulness."

Session Six. Healthy Replacement Activities

- ▶ **Participating in Healthy Replacement Activities Is Vital to Creating an Enjoyable and Fulfilling Lifestyle:** Often when reducing substance use, clients feel a sense of absence, boredom, or loss owing to the physiological and psychological effects of no longer using or using less. Some of the best ways to increase feeling good is through physically new and challenging activities that require making an effort and practicing skills. In this session, you will brainstorm activities that give immediate pleasure and those that require mastery experiences and make a commitment to engaging in both types in the next weeks.

Session Seven. Problem-Solving

- ▶ **We All Have Problems!** It is a part of life that we cannot control. So, we say, “Problems are not the problem; rather, it is how we choose to respond to them that makes the difference.” Learning and practicing a model for problem-solving will increase the effectiveness of your response to problems. Like a fireman who trains and practices mindfully to safely approach and extinguish a fire in preparation for the actual event, individuals can better prepare themselves more thoughtfully and effectively when the need to respond immediately to unanticipated situations inevitably arises. Learning and practicing the ISOLVE method on problem-solving introduced in this session can serve as the key for better understanding how to think about, assess, and carefully choose the best options for attaining the most optimum outcomes, while resisting the urge to simply react to a challenging situation.

Session Eight. Working With Negative Thoughts

- ▶ **New perspectives:** It is normal to be troubled by negative thoughts – especially those related to your ability to be successful, to do the right thing, to achieve and maintain abstinence, or to succeed in any other goal. Helping you better understand the ways you are thinking and the role of these thoughts is important for your recovery. Do these thoughts help you feel more capable, or do they weaken your feelings of self-confidence and commitment to stay on the right path? In this session, you will work to understand these thoughts in perspective and learn that just because we have a negative thought does not make it true; you do not have to act on every thought you have. In this session, you will learn to identify these negative thoughts (also referred to as automatic thoughts) and develop and practice skills for coping with these thoughts.

3.1.1.3 PROVIDE JCS STAFF ACCESS TO EACH TRAINING MODULE TO TRACK THE PROGRESS OF ALL PROGRAM PARTICIPANTS

Designated Justice and Community Services (JCS) staff will be provided with certain administrator privileges to access and monitor client participation and progress.

As an enhanced support for JCS staff at no additional charge, JBS CBT specialists will provide four, one-hour virtual training sessions describing strategies that staff (should they chose) might use to monitor and reinforce client follow-through with session completion and completion of between-session challenges.

3.1.1.4 PROVIDE A WEB-BASED TRAINING SYSTEM THAT IS ACCESSIBLE FROM SMARTPHONES, TABLETS, PCs, AND LAPTOPS.

The JBS LMS is programmed in Drupal and is readily accessible for smartphones, PCs, laptops, and tablets. Drupal can operate in PC, Apple/iOS, and Android technologies.

3.1.1.5 PROVIDE A TRAINING MODULE THAT IS AVAILABLE IN ENGLISH

All sessions will be conducted in English, and all handouts will be written in easy-to-understand “plain language” English.

Proposed Personnel

Joe Hyde, MA, LMHC, CAS, Project Director (JBS), is a Senior Technical Expert Lead for Health Resources and Services Administration (HRSA), SAMHSA, and other clinical T/TA initiatives, administers the JBS Project ECHO Hub and provides subject matter expert consultation on capacity-building for complex systems change issues with multiple SAMHSA, HRSA, and state projects. He has 35+ years of experience in behavioral health and primary care clinical services, management, and workforce development and 20+ years of experience developing curricula and training for professional (and lay) audiences including 18 medical schools and schools of nursing, social work, and professional counseling. Mr. Hyde serves as the Director of continuing education at JBS for both live and online trainings that have been approved for continuing medical education (CME) by the Accreditation Council for Graduate Medical Education and continuing education for nursing by the American Nurses Credentialing Center, social work by National Association of Social Workers, and professional counseling by the National Board for Certified Counselors and NAADAC. Mr. Hyde has a master’s degree in psychology and completed a one-year advanced training program in instructional design conducted by the New England Training Institute and the University of Rhode Island Graduate School of Education.

Michelle Echevarria, MA, Instructional Media Center, manages the JBS Instructional Media Center and has 18 years of interactive design and development experience along with health communications and marketing campaign expertise. Ms. Echevarria designs and develops innovative online training for government and private-sector agencies, using industry standard multimedia tools and comprehensive design techniques to engage and enhance the user experience for e-Learning courses. She is well versed in taking projects from concept to completion, on time and on budget, for clients such as the Corporation for National and Community Service, General Accounting Office, and National Institutes of Health (NIH). For NIH, she was tasked with developing a security awareness course for more than 50,000 employees. With only 1 month to create what would typically take 3 months, she worked closely with the client and project resources to develop an expedited production schedule to meet the project deadline. A month later, the course was successfully released to NIH personnel to the satisfaction of the client and with agency accolades. Ms. Echevarria received her master’s degree in media studies, with a focus in multimedia, from the New School University.

Sophia Shepherd, LMS Coordinator, Sophia has served a research assistance at JBS since March 2019. In her role she manages data entry and processing for a statewide needs assessment project. She is highly attentive to detail and is highly proficient in multiple software applications. She provides excellent customer

services to state agency representatives, providers and to clients served within community substance use disorder treatment and community mental health services. Ms. Shepherd has a Bachelor's degree in public health from the University of Maryland.

Win Turner, PhD, LADC, Consultant, is a clinical psychologist, instructor, and researcher in motivational interviewing, CBT, effective interventions for youth and families, and healthcare Integration. Currently, Dr. Turner is the Director of Vermont's Screening, Brief Intervention, and Referral to Treatment (SBIRT) program and a consultant in the area of mental health and substance abuse integration, screening tools, and interventions. He is a clinical instructor for Stony Brook University and a partner in the Center for Behavioral Health Integration and consults with communities across the United States on ways to adopt effective integration tools and SBIRT. He and a team of three other authors developed the *Brief Integrated Treatment Manual for SBIRT* and a new *Guideline for Risky Marijuana Use*. In the past, Dr. Turner has provided consultation to federal, state, and community agencies on various healthcare projects to effectively implement and sustain evidence-based practices for substance use and co-occurring disorders. Dr. Turner has participated on expert panels for the Office of National Drug Control Policy, the National Drug Court Institute, CSAT, the *New York Times*, and Robert Wood Johnson.

IT Web Site Maintenance

As an experienced solutions provider, JBS knows that nothing is more frustrating to a user than a system that performs erratically. The JBS Digital Solutions team provides consistent and ongoing support, updates, and enhancements to ensure that our LMS service is current, secure, accessible and reliable. We monitor the application and its infrastructure minute-to-minute to catch any deficiencies, maximize system uptime and install any necessary security patches. We will perform regular security scans and assessments to best protect your users' privacy and account security. Because we have a long-standing open source, web content management system and Drupal development practice, our team is hardened through years of operating large-scale systems for audiences as large as the general US public. Finally, we operate our LMS solution on secure, FEDRAMP authorized cloud infrastructure in AWS, and keep AWS certified systems engineers on staff, combining the best reliability and flexibility money can buy. For WV's users, this means that JBS will deliver a rock-solid LMS with dependable performance, all included in the per-user license cost.

Overview of Past Experience With Similar Scope of Work

JBS has provided T/TA for states, federal agencies, and local communities since 1990 and is currently the HHS's largest T/TA provider. managing multiple state and national T/TA initiatives that support states systems, primary care, rural health care and hospitals, behavioral health services providers, peer recovery support, state and community prevention efforts, and research and evaluation activities. JBS manages LMSs for state and federal clients and has, to date, provided online learning for more than 200,000 participants. The tables below present just a few examples of the types of curricula-based T/TA projects we have performed recently on federal contracts that support state initiatives.

Contract Title: SAMHSA Knowledge Application Program (KAP), HHSS270201400001C

Client/Agency:	HHS, SAMHSA, CSAT, Division of Services Improvement (DSI)
Period of Performance:	September 15, 2014–September 14, 2019
Contract Value:	\$16,007,850
Prime Contractor:	Joint Venture (JBS and The CDM Group)
Contracting Officer:	Lynn Tantardini, CO Ph: (240) 276-1508 Email: lynn.tantardini@samhsa.hhs.gov
Technical/Functional Areas: <ul style="list-style-type: none"> • Training/Curricula Development/CME/CEU • Education • Website or Portal • Content/Materials Development • Communications/Outreach • Expert Panels/Work Groups 	Content Areas: <ul style="list-style-type: none"> • Substance Use Disorder Treatment • Hepatitis • Health Care Providers/Health Professions • Workforce Development • Cultural Competence • Disability • Trauma-Informed Care • Criminal Justice Populations

Project Overview: JBS managed SAMHSA's KAP beginning in 1999 under a joint venture agreement with another firm. For KAP, JBS collected knowledge about best treatment practices and disseminated this information to the field. This science-to-service project involved developing and disseminating print and online products for mental health and substance use disorder treatment providers of a myriad of treatment disciplines, professionals working in areas affected by substance use issues (e.g., criminal justice, child welfare, healthcare, human services fields), clients, and the general public. Flagship products developed via the KAP contract include Treatment Improvement Protocols (TIPs), Technical Assistance Publications, Advisory bulletins, e-learning modules, and field-tested consumer products. KAP products have earned SAMHSA more than 30 industry awards, including ClearMark Awards, Hermes Creative Awards, Communicator Awards, APEX Awards for Publication Excellence, and MarCom Awards.

SAMHSA's TIPs are highly complex publications that are routinely 100 to 150 pages in length. Each TIP requires a detailed development plan that identifies the lead science writer, target audiences and stakeholders, a product development schedule and timeline, a schedule and timeline for facilitating multiple rounds of expert panel and federal agency reviews, and a preliminary production and dissemination schedule. Smaller products such as the TIP-based booklets also require tailored content development and a dissemination plan that guide the writing, review, editing, production, and dissemination processes.

Contract: SAMHSA DSI Clinical Technical Assistance – SBIRT

Client/Agency:	SAMHSA
Period of Performance:	September 8, 2015–September 7, 2018
Total Contract Value:	\$4,845,081
Prime Contractor:	JBS
Program Officer:	Robert Day, MPH, MA Ph: (240) 276-2569 Email: Robert.Day@samhsa.hhs.gov

Technical/Functional Areas:

- Education
- Content/Materials Development
- Information and Materials Dissemination
- Training/Curricula Development
- Online Learning/Curriculum Development

Project Overview: SBIRT is a comprehensive, integrated, public health approach to the delivery of early intervention and treatment services for persons with substance use disorders and those who are at risk of developing them. Primary care centers, hospital emergency rooms, trauma centers, and other community settings provide opportunities for early intervention with at-risk substance users before more severe consequences occur. JBS supported SAMHSA's SBIRT grantees for 7 years over 2 contract period of performance and provided comprehensive T/TA services to 90 SBIRT discretionary grantees – 14 state cooperative agreement grantees funded in 2 separate cohorts and 76 health professions student training grantees also funded in 2 separate cohorts, each of which was charged with meeting its own grant requirements.

SAMHSA commissioned JBS to develop the SAMHSA SBIRT Core Curriculum, which has been widely disseminated throughout the United States. We convened a team of national subject matter experts to build consensus for SBIRT definitions; created strategies to inform and guide content; and provided content review as the product was developed. JBS pilot-tested the curriculum with more than 700 live participants throughout the United States, finalized the product, and distributed it to all SBIRT grantees. The clarity and quality of this product have been recognized and praised within SAMHSA, in other branches of government, and by health professionals throughout the country who are conducting SBIRT interventions. JBS also collaborated with subject matter experts to develop an evidence-based brief treatment approach for use by behavioral providers who specialize in primary; create an SBIRT implementation and sustainability guide; and address best practices for the substance-involved criminal justice population, substance-involved women, adolescents, medication-assisted treatment, and health IT.

JBS assisted health professions student training grantees by:

- Building faculty capacity to teach SBIRT core curricula and related content
- Ensuring that multiple field placements provide trainees with successful opportunities to practice SBIRT and receive the supervision necessary to practice and learn SBIRT skills
- Implementing tools and models to support and document trainee learning proficiency
- Maximizing the benefits of the grantee council of directors

Aligning SBIRT content with program accreditation standards (e.g., the Council of Social Work Education, the Accreditation Council for Graduate Medical Education, the Commission on Collegiate Nursing Education)

Contract Title: Administration for Children and Families (ACF), Children's Bureau (CB) Curricula to Support Evidence-Building Design and Implementation in Child Welfare

Client/Agency:	HHS, ACF, CB
Period of Performance:	September 30, 2016–September 29, 2018 (with options years to September 29, 2021)
Total Contract Value:	\$3,595,478
Prime Contractor:	JBS
Contracting Officer:	Ryan Collins Ph: (301) 492-4685 Email: ryan.collins@psc.hhs.gov

Technical/Functional Areas:

- Online Training/Curricula Development
- Website or Portal Development/Maintenance/Hosting
- Communications Outreach
- Content/Materials Development

Content Areas:

- Healthcare Providers/Health Professions
- Health Promotion/Disease Prevention
- Substance Use Disorder
- CBT
- Drug Abuse (prevention and education)

JBS supports the Center for the Support of Families (CSF), ACF, CB in their efforts to develop, pilot, assess, and disseminate curricula with practical strategies to support evidence building in child welfare and evidence-informed processes for designing and implementing changes in child welfare practice.

Ultimately, the courses show how to apply practical strategies to support evidence building in child welfare and how to use evidence-informed processes for designing and implementing changes in child welfare practice. The courses include multiple methods and modes for delivering content, chosen based on the target audience/learner level and best practices in adult learning.

We develop state-of-the-art curricula that reflect adult learning principles and consist of training units, supplemental learning material, and content tailored to BSW and MSW students and state child welfare training academy participants (frontline staff). To build the curricula, JBS capitalizes on our experience in developing content and innovative learning products for a related audience. We leverage the collective expertise of JBS's knowledge and experience in the content, curriculum development and training, information technology, instructional media and adult education, the CSF's knowledge of continuous quality improvement practices and content, and the work with our University of North Carolina's social work education partner.

Pricing Page

Exhibit A below presents our proposed budget for completing the project scope of work.

EXHIBIT A - Pricing Page
CRFQ 0608 DAS200000001
Web-Based Training System for Cognitive Behavioral Therapy (DAS20001)

Section	Description	Unit of Measure	Estimated Quantity	Unit Cost	Extended Cost
3.1.1	Contract Item #1: Web-Based Training System for Cognitive Behavioral Therapy - Initial Year	EA	2,400	\$ 77.22	\$ 185,328
3.1.1	Optional Renewal Year 2: Contract Item #1: Web-Based Training System for Cognitive Behavioral Therapy	EA	2,400	\$ 65.57	\$ 157,368
3.1.1	Optional Renewal Year 3: Contract Item #1: Web-Based Training System for Cognitive Behavioral Therapy	EA	2,400	\$ 65.85	\$ 158,040
3.1.1	Optional Renewal Year 4: Contract Item #1: Web-Based Training System for Cognitive Behavioral Therapy	EA	2,400	\$ 66.65	\$ 159,960
Overall Total Cost					\$ 660,696

**Please note that quantities below 1,500 per year may require an increase in the unit cost.*

Please note: This information is being captured for auditing purposes.
Contract will be evaluated on all lines but only awarded on first year. Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and processed by the WV Purchasing Division as Change Orders for subsequent years.
Any product or service not on the Agency provided Cost Sheet will not be allowable. The state cannot accept alternate pricing pages, failure to use Exhibit A Cost Sheet could lead to disqualification of vendors bid.
Please note: The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

BIDDER/VENDOR INFORMATION:

Vendor Name:	JBS International, Inc.
Address:	5515 Security Lane, Suite 800
City, St., Zip:	North Bethesda, MD 20852
Phone No.:	(301) 495-1080
Email Address:	jbsbusiness@jbsinternational.com


Vendor Signature

April 21, 2020
Date

**APPENDIX A:
EXAMPLES OF LMS SESSION
HANDOUTS**

Session #1 Handout: A Bridge to Well-Being

Directions: This personal reflective summary report is used to you enhance motivation and increase your understandings of the pros and cons of your substance use.

Please Identify Your Alcohol/Substance Use in the past Year

Substance	Check all that apply	Risk Level (see below)
Tobacco		
Alcohol		
Marijuana		
Cocaine		
Amphetamine		
Inhalants		
Sedatives		
Hallucinogens		
Pain Medications and Opioids		
Other; Specify		

Definitions Low Risk. You are at low risk of health and other problems from your current pattern of use of the following:

Moderate Risk. You are at risk of health and other problems from your current pattern of use of the following:

High Risk. You are at high risk of experiencing severe problems (health, social, financial, legal, relationship) as a result of your current pattern of use and are likely to be dependent on the following:

Please indicate if your substance use has been problematic for you in the following areas:

- Work or school
- Relationships
- Physical health, describe
- Self-care
- Emotional health, describe
- Energy/vitality

- Self-esteem, confidence
- Legal
- Financial
- Other, describe

Might you change your use of substances for any of the following reasons:

- To show myself that I can quit if I want to
- Because I will like myself better if I quit
- Because I won't have to leave social functions or other people's houses to use
- So I can feel in control of my life
- Because my family and friends will stop nagging me if I quit
- To get praise from people I'm close to
- Because using does not fit in with my self-image
- Because using is becoming less socially acceptable
- Because someone has told me to quit or else
- Because I will receive a special gift if I quit
- Because of potential health problems
- Because people I am close to will be upset if I don't quit
- So that I can get more things done
- Because I have noticed that using is hurting my health
- Because I want to save the money I spend on using
- To prove that I'm not addicted to
- Because there is a drug-testing policy at work
- Because I know others with health problems caused by using
- Because I am concerned that using will shorten my life
- Because of legal problems related to using
- Because I don't want to be a bad example for children
- Because I want to have more energy
- So my hair and clothes won't smell from my using substances
- So I won't burn holes in clothes or furniture
- Because my memory will improve
- So that I will be able to think more clearly

If You listed any of these reasons because they have personal significance for you, do you have any other important reasons for quitting that you would like to add?

Your current motivation for making these changes in substance use is:

- Low Moderate High

How does this compare to how you were feeling yesterday?

What would you need to make the changes you desire (e.g., support from significant others; more resources such as time, money, energy, beliefs/confidence level/attitude)?

What keeps you from being able to accomplish what you would like? These high-risk might situations include—

- Doing monotonous work
- Wanting to feel more confident
- Seeing someone else using and enjoying it
- Feeling depressed or worried
- Drinking alcohol
- Feeling like celebrating good news or an accomplishment
- Feeling frustrated
- Wanting to feel better about myself
- Feeling angry about something or someone
- Enjoying a pleasant social situation
- Having some time to myself, free of responsibilities
- Using other drugs recreationally
- Being at a party with people who are using or drinking
- Feeling embarrassed
- Being with a spouse or close friend who is using
- Being in an uncomfortable social situation
- Being offered alcohol or other substances by someone
- Being bored, with nothing to do
- Feeling stressed out and needing to calm down

As you think about highly tempting situations? Are there situations that you'd like to add?

Session 2. Handout #1: Quit Agreement

I, _____, am quitting [_____] because [fill in reasons for quitting]

As of [date], I intend to stop using [_____] and to refrain from use in the future by [fill in strategies to be used]

Personal Signature _____

Supporter Signature _____

Session 2. Handout #1: Quit Agreement

I, _____, am quitting [_____] because [fill in reasons for quitting]

As of [date], I intend to stop using [_____] and to refrain from use in the future by [fill in strategies to be used]

Personal Signature _____

Supporter Signature _____

**APPENDIX B:
PROPOSED STAFF & CONSULTANT
RESUMES & LETTER OF
COMMITMENT**



JBS INTERNATIONAL

A CELERIAN GROUP COMPANY

EDUCATION

- MicroMasters, Instructional Design Technologies, University of Maryland Global Campus, 2018
- Completed 40+ hours of PMI Certified Training, 2014–2015
- MA, Media Studies, New School University, 2003
- BA, College of New Rochelle, 2000

TOTAL EXPERIENCE

- 20 years

EMPLOYMENT HISTORY

- JBS International, Inc. (Manager, Instructional Media Center, 2012–present)
- Computer Technology Services, Inc. (Project Lead/Senior Web/Graphic Designer, 2005–2012)
- Katharine Gibbs College (Adjunct Professor, Digital Design Department, 2004–2005)
- Davill Digital Design (Owner, 2002–2006)
- Onlinebenefits.com (Web Developer, 2000–2001)

LANGUAGES

- Spanish: Intermediate
- French: Beginner

CORE COMPETENCIES

- Learning Technology Solutions
- Project/Program Management
- Multimedia Development
- Process Enhancement
- Strategic Planning
- Emotional Intelligence
- Cost Controls

JBS INTERNATIONAL, INC.

MICHELLE ECHEVARRIA, MA

PROFESSIONAL SUMMARY

Accomplished, and results-driven Instructional Media Center Manager with 20 years of related experience in private- and public-sector industries. Demonstrated project planning, organizational, and team management skills with proven ability to work with external partners to deliver training and business solutions. Adept at building positive relationships and possess the ability to influence people at all levels within an organization.

CAREER HIGHLIGHTS

Manager, Instructional Media Center, JBS (2012–present)

- Lead a project team of instructional designers, eLearning developers, multimedia designers, and video production professionals to execute projects, resulting in 21 industry awards, including 6 platinum and 12 gold.
- Develop a department-wide project management infrastructure with a foundation of Project Management Institute (PMI) standards.
- Guide high-performing project team by applying strength-based project delegation, encouraging accountability and constructive communication while focusing on solutions.
- Maintains concise communication with high-profile stakeholders as well as self-regulate and implement strategic solutions during high-stakes situations.
- Streamline development processes and implement creative cost-cutting solutions, resulting in a 20% increase in project output.
- Contribute to multimillion-dollar requests for proposal (RFP) efforts by developing technical approaches, skills matrix, resource estimates, projected timelines and level of effort as per the RFP requirements.
- Produce over two dozen short-form instructional and awareness videos for NIA client, resulting in over 30k views on YouTube.
- Lead development of innovative 360° photo-based virtual reality prototype entitled "The Living Room" as proof of concept for business development efforts.
- Successfully direct podcast production for a high-profile NIDDK project, broadcasting to over 30 commercial radio stations and reaching up to 1 million listeners a year.
- Directed development of 75+ training products for Government clients including AmeriCorps, Administration for Children and Families (ACF), National Clearinghouse on Families and Youth (NCFY), National Institute on Aging (NIA), National Institute of Diabetes and Digestive and Kidney Diseases (NIDDK), Substance Abuse and Mental Health Services Administration (SAMHSA) and United States Agency for International Development (USAID).

Project Lead/Senior Web Designer, Computer Technology Services, Inc. (CTS) (2005–2012)

- Served as an expert eLearning technology consultant to the off-site staff at NSF and NOAA, creating a development workflow, and performance measurement.
- Led the revamp of the NIH Office of the Director's Computer Security Awareness multi-channel marketing campaign, resulting in outputs such as signage, digital marketing, print collateral and promotional gear.
- Supervised the design and rebranding of internal corporate communication such as website, print collateral and promotional items.
- Launched the inaugural NIH Emergency Preparedness online training program which featured a custom 3D avatar.
- Explained complex technical approaches to Director-level stakeholders while coordinating with government IT staff.
- Created over fifty learning assets for clients including the U.S. Department of Education, Federal Information Systems Security Educators Association (FISSEA), Food and Drug Administration (FDA), Government Accountability Office (GAO), National Assessment of Educational Progress (NAEP), National Institutes of Health (NIH), Information Technology Acquisition and Assessment Center (NITAAC), National Oceanic and Atmospheric Administration (NOAA), National Science Foundation (NSF) and the United States Postal Service (USPS).

OTHER RELEVANT EXPERIENCE

Adjunct Professor, Digital Design Department, Katharine Gibbs College (2004–2005)

- Prepared and delivered relevant curriculum on foundational web design and development techniques via open class discussion, demonstration labs, and projects.
- Encouraged peer instruction and assisted up to 30 students per class to remove impediments to completing project work.
- Actively participated on the annual portfolio review advisory committee, providing constructive feedback to outgoing seniors.

Owner, Davill Digital Design (2002–2006)

- Procured, and executed web development and maintenance contracts with City Universities, national associations, non-profit organizations.
- Provided and managed services, including web design and development, brand development, graphic design and training for clients such as Casey Family Services and the Continuing Education Association of New York.
- Developed a brand strategy for Hostos Center for the Arts and Culture's annual arts festival with an attendance of over 2000 people.
- Designed UX for EarthComber prototype, allowing users to locate nearby businesses based on physical location and keywords.
- Worked with BroadStreet Productions in various roles, including web designer, front-end developer, and webinar administrator for high-profile clients such as Merck and Audi.
- Trained cohort of the CondeNast web development team on CSS fundamentals and practical development implementation for their signature publications including style.com and concierge.com.
- Established benchmarks executed staff augmentation plan and created new metrics for measuring success as a part of leading the revamp of the Cyber Residency program for the Longwood Arts Project.

Web Developer, Onlinebenefits.com (2000–2001)

- Established as a highly adoptable team resource that used innovative Javascript and CSS scripting solutions to enhance signature product.
- Served as web development liaison with the IT networking team during company-wide pivot to new cloud-based enterprise initiative called Benergy.

PRESENTATIONS AND PUBLISHED ARTICLES

Guest Webinar Presenter, eLearning Brothers, Online, 2019

Session Presenter, Learning Solution Expo and Conference, Orlando Florida, 2019

Echevarria, Michelle; "4 Ways eLearning is Revolutionizing Education for Girls in Developing Countries"; eLearningindustry.com. N.p., 2015. Web. 13 Apr. 2016

AWARDS

- 2019 Excellence, Children's Bureau Curriculum Awareness, Videographer Awards
- 2019 Distinction, SAMHSA Cultural Dilemmas about Religion and Spirituality, Videographer Awards
- 2019 Distinction, Children's Bureau Curriculum Introduction, Videographer Awards
- 2019 Distinction, Children's Bureau Curriculum Introduction, Communicator Awards
- 2019 Distinction, SAMHSA Cultural Dilemmas about Religion and Spirituality, Communicator Awards
- 2019 Platinum, SAMHSA Cultural Dilemmas about Religion and Spirituality, Hermes Creative Awards
- 2019 Gold, Children's Bureau Curriculum Introduction, Hermes Creative Awards
- 2019 Gold, Children's Bureau Unit 2, Hermes Creative Awards
- 2019 Platinum, Children's Bureau Curriculum Introduction, AVA Digital Awards
- 2019 Platinum, Children's Bureau Curriculum Awareness, AVA Digital Awards
- 2019 Platinum, SAMHSA Cultural Dilemmas about Religion and Spirituality, AVA Digital Awards
- 2019 Gold, BETP Unit 2, AVA Digital Awards
- 2018 Gold, About NIA, Digital Health Awards
- 2018 Gold, NIA Talking with Your Doctor, Hermes Creative Award
- 2017 Gold, NYTD, AVA Digital Awards
- 2017 Gold, Children's Bureau PII Animation, AVA Digital Awards
- 2016 Gold, NCFY Model of Theory, AVA Digital Awards
- 2014 Platinum, Children's Bureau CQI Intro, Hermes Creative Awards

SKILLS

Learning: Adobe Captivate, Articulate Storyline, DominKnow, Moodle

Media: Adobe Creative Suite (Photoshop, Illustrator, After Effects, Premiere, Audition)

Coding: HTML5, CSS, Javascript, Section 508, W3C Compliancy

Professional: MS Word, Excel, PowerPoint, Adobe Acrobat

Social Media: Facebook, Instagram

CERTIFICATION

Media Management, New School University, 2003



JBS INTERNATIONAL

A CELERIAN GROUP COMPANY

EDUCATION

- MA, Psychology, Antioch University
- BA, Art, Roger Williams College

TOTAL EXPERIENCE

- 35 years

EMPLOYMENT HISTORY

- JBS International, Inc. (Technical Expert Lead, 2010–present; Service Manager, 2008–2011)
- Joseph Hyde Consulting (Owner/Consultant, 1990–present)
- DATA of Rhode Island (Director of Training, 1998–2008)
- Family Service Association of Greater Fall River (Program Manager, 1991–1998)
- High Point Treatment Center, North Kingstown, RI (Director of Outpatient Treatment, 1985–1990)
- Road Counseling Program, Woonsocket, RI (Clinical Director, 1980–1985)

CERTIFICATION(S)

- Licensed Mental Health Counselor/State of Rhode Island [REDACTED]
- Certified Addictions Specialist/American Academy of Health Care Providers in Addictive Disorders [REDACTED]
- Educational Design and Program Planning/New England Training Institute

JOSEPH HYDE, MA, LMHC, CAS

PROFESSIONAL SUMMARY

Plans, leads, and conducts training and technical assistance programs for State agencies, counties, and health care providers addressing workforce development and systems change • Planned and delivered more than 70 in-depth systems reviews of state agencies, organizations and provider networks • Directed large-scale training and technical assistance programs for State systems, public health and community health centers • Directed community behavioral health treatment programs • Curriculum development for colleges and universities, federal agencies and the US Army

CAREER HIGHLIGHTS

Program Director, Virginia Statewide Needs Assessment, Commonwealth of Virginia (2018-2020)

- Directs planning and implementation of a statewide needs assessment that employs a mixed methodology approach of qualitative and quantitative strategies.
- Supervised a staff of 8 plus oversees two subcontracts
- Liaison with with contract officer for the Commonwealth

Technical Expert Lead, Division of Services Improvement (DSI), Substance Abuse and Mental Health Services Administration (SAMHSA) and Health Resource Services Administration (2010–current)

- Program area lead in collaboration with Government Project Officers for planning and delivering a portfolio of service
- Provides subject matter expertise in behavioral health/primary care integration, workforce development and other content areas
- Identifies needs and guides content development for training and technical assistance to states, primary care providers and academic training programs
- Develops toolkits, instructional and online curricula in multiple content areas
- Developed and produced 23 instructional videos addressing opioid use and other substance use disorders
- Delivers training and technical assistance
- Project ECHO Hub Administrator

Northeast Regional Service Manager, JBS (2008–2011)

- Coordinated SAPT Blockgrant systems review process for 11 states in the Northeast and served as the senior reviewer. Managed and coordinated state-initiated TA including substance abuse prevention and tobacco control for the Northeast and coordinated processes among the Center for Substance Abuse
- Coordinated TA planning and implementation for Northeast States. Monitored and provided guidance to state and consultants throughout the TA process.

Owner/Consultant, Joseph Hyde Consulting (1990–present)

- Served as consultant to multiple SAMHSA, CMHS, CSAT, and CSAP and CDC initiatives.

Use of Buprenorphine, Access to Recovery, Child and Adolescent Services State Infrastructure Grants, State Adolescent Coordination Grants, the National Registry for Effective Programs and Practices, Child and Adolescent State Infrastructure Grants, joint programs between the Centers for Disease Control and Prevention and CSAT for HIV and viral hepatitis, CSAP's Model Programs and the National Registry of Evidence-based Programs and Practices.

- Conducts training, develops curricula, and writes grants. Developed adolescent treatment program policy standards for programs licensed by the District of Columbia. Advised on development of school policies for substance abuse. Developed written policies for multiple community-based substance abuse treatment programs.
- Consulted with school systems throughout the United States and Puerto Rico adopting and implementing evidence-based prevention and early intervention programs.
- Served as consultant to community health center, schools, governments and faith-based organizations. Worked as clinical consultant to a community health center developing and providing behavioral health services.

Director of Training/TA, DATA of Rhode Island (1998–2008)

- Directed agency activities for training, technical assistance, and other initiatives. Provided extensive training and technical assistance to community organizations to build workforce core competencies and to support the adoption of evidence-based practices. Planned and managed regional and national conferences.
- Identified gaps in curricula and materials and managed development of new training products
- Developed curricula for screening and adapting clinical approaches for behavioral health patients with cognitive disorders. Developed and conducted the Latino Counselor Training program.
- Designed and completed statewide and regional substance abuse treatment and prevention workforce training needs assessments resulting in state plans for training and workforce development.
- Conducted statewide training needs assessment for clinicians providing co-occurring disorders treatment.
- Developed and managed the SAMHSA-funded Targeted Capacity Expansion/HIV initiative that targeted a prison reentry population.

OTHER RELEVANT EXPERIENCE

Program Manager, Family Service Association of Greater Fall River, MA (1991–1998). Directed clinical services for children, youth and adults with substance use and mental disorders. Directed prevention and early intervention programs for children, youth and families. Developed and managed clinical program for incarcerated youth. Supervised graduate interns. Supervised the multicultural treatment team.

Director of Outpatient Treatment, High Point Treatment Center, North Kingstown, RI (1985–1990). Directed operations of two licensed and accredited outpatient substance abuse clinics.

Clinical Director, Road Counseling Program, Woonsocket, RI (1980–1985). Supervised operations of substance abuse treatment, mental health services for youth, early intervention, and prevention programs in a small urban community-based agency.

SELECTED PUBLICATIONS AND TECHNICAL REPORTS

Radford University, Center for Health and Wellness, Primary Care/Behavioral Health Integration Survey (Hyde, J., Co-author) Radford, Virginia (2014)

US Army, Division of Soldier and Family Health, Army National Guard Bureau, (Hyde, J., Curriculum Developer). Curricula Modules Arlington, VA (2013)

Center for Mental Health Services (Hyde, J., Author). (2013). *An interview guide for behavioral health clinicians working with parents of young children (Birth to 5)*. Rockville, MD: Author.

Center for Substance Abuse Treatment (Hyde, J., Co-Author). (2013). *Integrated change therapy: Brief treatment for adults with substance use and mental disorders*. Rockville, MD: Author.



JBS INTERNATIONAL
A CELERIAN GROUP COMPANY

EDUCATION

- BS, Public Health Science, University of Maryland, in progress

TOTAL EXPERIENCE

- 2 years

EMPLOYMENT HISTORY

- JBS International Inc. (Research Assistant I, 2019–present)
- Oakridge Institute for Science and Education, Food and Drug Administration (Fellow, 2019–present)
- Stop the Addiction Fatality Epidemic, Project US (National Coordination Intern, 2018–2019)

SOPHIA SHEPARD

PROFESSIONAL SUMMARY

Research assistant with experience entering hundreds of direct service provider surveys and consumer surveys into SPSS. Skilled at prepopulating individual site visit reports with demographics and financial data. Contributed to a prearrest diversion resource guide distributed to police departments and community leaders throughout Maryland and databases of community best practices in fighting the opioid epidemic.

CAREER HIGHLIGHTS

Research Assistant I, Virginia Needs Assessment, JBS (2019–present)

- Interviews behavioral health directors, direct service providers, and clients to assess Virginia’s capability of implementing systematic change in all public behavioral health centers.
- Catalogs data into SPSS from client and direct service provider focus group surveys for further analysis.
- Populates 40 individual site visit reports with demographics, available services, and financial data.

Fellow, Oakridge Institute for Science and Education, Food and Drug Administration (2019–present)

- Performs contextual analysis to understand unmet needs of clinical reviewers.
- Aids members from the Center for Drug Evaluation Research in creating internal databases to increase workflow.

National Coordination Intern, Stop the Addiction Fatality Epidemic (S.A.F.E.), Project US (2018–2019)

- Aided the director in researching best practices for fighting the opioid epidemic, which included naloxone training and mandated opioid education training for prescribers.
- Contributed actively to weekly meetings with co-founders, CEO, and directors.
- Researched strategic community plans aimed at combatting the opioid epidemic for inclusion in the S.A.F.E Community Playbook to aid struggling communities on a national level.

SKILLS

- Microsoft Office
- SAS Programming

Win C. Turner PhD, LADC
Consulting Psychologist
4-20-20

Jennifer Kasten PhD, MSW
President
JBS International, Inc.
5515 Security Lane, Suite 800
North Bethesda, MD 20852

RE: CRFQ 0623 DAS2000000001
Web-Based Training System for Cognitive Behavioral Therapy

Dear Dr. Kasten:

I would be pleased to serve as an expert consultant on the project titled **Web-Based Training System for Cognitive Behavioral Therapy** should it be awarded to JBS International, Inc. (JBS) and its subcontractors.

I understand the purpose this contract is to establish a contract, to establish an open-end contract for a web-based training system for cognitive behavioral therapy for the WV Justice and Community Services (JCS or Agency). WV JCS will be using this web-based training system to teach program participants the cognitive behavioral skills to overcome substance abuse and addiction.

I am available to work on this project. I agree not to release, publish, or use data and materials developed under this contract without first receiving permission from JBS or the WV. I look forward to working with you.

Sincerely,

A handwritten signature in cursive script that reads "Win C. Turner".

Win C. Turner, PhD. LADC

WIN C. TURNER, PH.D. LADC

Center for Behavioral Health Integration
155 Elm St.
Montpelier, VT 05602
wincturner@gmail.com
802 233 6660 (c)
802 223 8626 (h)

Education

- Ph.D. 1997, New School for Social Research, Clinical Psychology, Albany
Medical Center, Stratton VA Hospital - Internship
- M.A. 1994, New School for Social Research
- B.A. 1983, The Colorado College
- Licenses VT, Ph.D. Clinical Psychologist (current)
VT, Alcohol and Drug Counselor (current)
- Certifications National Trainer & Clinical Supervisor: Motivational Enhancement
Therapy/Cognitive Behavioral Therapy, SBIRT, Integrated Change Therapy:
Assessment instruments including –GAIN, ORAS, MAYSI,

Professional Experience:

Project Director, Vermont SBIRT –Vermont Department of Health

(2013-Present)

Direct a 5 year, 10 million dollar SBIRT grant delivering integrated behavioral health services to 95,000 patients throughout Vermont across 18 medical settings. Responsible for coordinating grant deliverables including: dissemination, training, evaluation, health information technology, sustainability.

Clinical Instructor, Stony Brook University School of Social Welfare Health

Sciences Center (2017 - Present)

Consultation to provide technical expertise for evaluation, training and implementation of integrated behavioral health care. Specific focus on SAMHSA and OASAS grant funded projects utilizing SBIRT & other evidence based practices for SUD, MH, COD & comorbid chronic disease within "high risk" medically underserved populations.

Partner, Center for Behavioral Health Integration (C4BHI)

(July 2008 – Present)

Consultation services throughout North America to assist in the development, training, evaluation, supervision and implementation of evidence based treatment interventions.

Ongoing projects include: SBIRT US dissemination & MET & CBT clinical trainer/supervisor. Currently, along with JBS Int. (CSAT's TA contractor) - a main focus is to help communities across the country adopt SBIRT as a systematic approach to integrating behavioral health into medical settings. Lead co-author on two SAMHSA publications Brief Integrated Treatment Manual for SBIRT (ICT) & a new Guideline for Risky Marijuana Use (under review).

Faculty, National Drug Court Institute (September 2010 – September 2012)

Primary trainer and supervisor of MET CBT interventions for drug court programs across the US. Supervising consultant to therapists, probation officers, & court staff implementing evidence based practices within juvenile justice settings.

Program Director, Dartmouth Hitchcock Medical Center (DHMC), Addiction Treatment Program (June 2005 –July 2008)

Clinical Program Director hired to create and deliver interventions through DHMC Department of Psychiatry. Developed and directed all aspects of the new academic hospital based intensive outpatient program. Responsible for designing and implementing evidence based interventions, staff supervision, patient care and program evaluation.

Addiction Treatment Consultant, Center for Substance Abuse Treatment (CSAT), and the New England Institute of Addiction Studies (1999– current)

Consultant responsible for training, developing, implementing, and assisting human service providers deliver evidence-based systems of care throughout the United States. National trainer & clinical supervisor for CSAT's multi-state community implementation of MET – CBT. Author of the Vermont Department of Health: Division of Alcohol and Drug Abuse Program's Youth Treatment Guidelines now utilized by many state systems. Conduct site visits, write summary reports, and develop recommendations leading to more effective treatment services for youth and families..

Bibliography

Turner, Seelig, Hyde & Kamon, SBIRT Clinician's Guide to Cannabis Science, Use & Treatment under review.

Turner, Gallucci,, Ellenberg, Screening Brief Intervention and Treatment (SBIRT) Brief Treatment Manual: Integrated Change Therapy sponsored by CSAT/SAMHSA) 2013.

Turner, W. & Muck, R. et al. Co-occurring Disorders in the Adolescent Mental Health and Substance Abuse Treatment Systems. *Journal of Psychoactive Drugs*, 36 (4): 455-462.

Turner, W. Adolescent substance abuse treatment in the United States. *Evaluation and Program Planning*, 27: 115-117.

Turner, W. Guidelines for the Development of Vermont's Adolescent Treatment System. *Vermont Department of Health, Alcohol and Drug Abuse Programs*, 1-36. (2003).

APPENDIX C.
REQUIRED RFQ FORMS



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 – Info Technology

Proc Folder: 700554

Doc Description: Web-Based Training System for Cognitive Behavioral Therapy

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2020-04-02	2020-04-21 13:30:00	CRFQ 0623 DAS2000000001	1

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:

JBS International, Inc.
Jennifer Kasten, PhD, President
5515 Security Lane, Suite 800
N. Bethesda, MD 20852

FOR INFORMATION CONTACT THE BUYER

Tara Lyle
 (304) 558-2544
 tara.l.yle@wv.gov

Signature X *Jennifer Kasten*

FEIN # **52-140578**

DATE **April 21, 2020**

All offers subject to all terms and conditions contained in this solicitation **0**



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 – Info Technology

Proc Folder: 700554

Doc Description: Addendum No. 1 - Web-Based Training System

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2020-04-10	2020-04-21 13:30:00	CRFQ 0623 DAS2000000001	2

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:

 JBS International, Inc.
 Jennifer Kasten, PhD, President
 5515 Security Lane, Suite 800
 N. Bethesda, MD 20852

FOR INFORMATION CONTACT THE BUYER

Tara Lyle
 (304) 558-2544
 tara.l.yle@wv.gov

Signature X *Jennifer Kasten* FEIN # 52-1405780 DATE April 21, 2020

All offers subject to all terms and conditions contained in this solicitation

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: JBS International, Inc.

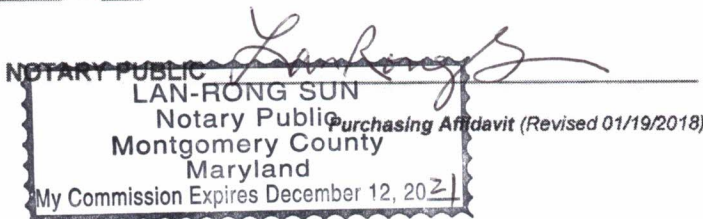
Authorized Signature: *Ann B...* Date: April 21, 2020

State of Maryland

County of Montgomery, to-wit:

Taken, subscribed, and sworn to before me this 20th day of APRIL, 2020

My Commission expires DECEMBER 12, 2021



REQUEST FOR QUOTATION
CRFQ DAS2000000001

Web-Based Training System for Cognitive Behavioral Therapy

- 7.2 The following remedies shall be available to Agency upon default.
- 7.2.1 Immediate cancellation of the Contract.
- 7.2.2 Immediate cancellation of one or more release orders issued under this Contract.
- 7.2.3 Any other remedies available in law or equity.

8. MISCELLANEOUS:

- 8.1 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 Reports:** Upon request by the Agency, Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary Contract Manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract Manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract Manager and his or her contact information below.

Contract Manager:	Joseph Hyde
Telephone Number:	301/495-1080
Fax Number:	301/587-4352
Email Address:	jhyde@jbsinternational.com

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Vicki Rattley, Senior Contracts Administrator
(Name, Title)
JBS International, Inc.
(Printed Name and Title)
5515 Security Lane, Suite 800; North Bethesda, MD 20852
(Address)
301/495-1080 x4537 / 301/587-4352
(Phone Number) / (Fax Number)
vrattley@jbsinternational.com
(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

JBS International, Inc.
(Company)


(Authorized Signature) (Representative Name, Title)

Jennifer Kasten, President
(Printed Name and Title of Authorized Representative)

April 21, 2020
(Date)

301/495-1080 / 301/587-4352
(Phone Number) (Fax Number)