



Request for Proposals (RFP)

Project Title: PRAPARE® Licensing Business Strategy and Contract Restructuring

RFP Released: July 8, 2026

Proposals Due: August 14, 2026

Point of Contact

Nalani Markle-Tarrant, Director Whole Person Health (ntarrant@nachc.org)

Organization Overview

The [National Association of Community Health Centers](#) (NACHC) is a national membership organization supporting federally qualified health centers (also known as FQHCs or Community Health Centers) and expanding health care services for the medically underserved and uninsured. Founded in 1971 to promote efficient, high-quality, comprehensive health care that is accessible, culturally, and linguistically competent, community-directed, and patient-centered for all, NACHC's mission and [strategic pillars](#) continue to guide our values and priorities as an organization representing a national health center movement.

NACHC:

- Serves as the leading national advocacy organization in support of community-based health centers and the expansion of health care access for the medically underserved and uninsured.
- Conducts research and analysis that informs both the public and private sectors about the work of health centers, their value to the American health care system, and the overall health of the nation's people and communities – both in terms of costs and health care outcomes.
- Provides training and technical assistance to support and strengthen health center operations, clinical quality, leadership development, and advancing health equity at health centers across the country.
- Develops partnerships with the public and private sectors to build stronger and healthier communities.

Purpose

NACHC is in the process of releasing an updated version of the Protocol for Responding to & Assessing Patients' Assets, Risks & Experiences (PRAPARE®) tool. In connection with this update, NACHC seeks to engage a qualified vendor to review, evaluate, and restructure its current PRAPARE® licensing program, including license types, pricing/cost structure, and the underlying license agreement templates, so that the licensing model reflects the revised tool and supports NACHC's long-term sustainability and stewardship of PRAPARE®.

This RFP describes the background, scope of work, deliverables, timeline, and submission requirements for organizations interested in proposing this engagement.

Background

PRAPARE® is a nationally recognized and standardized patient social risk assessment tool that is evidence-based and stakeholder-driven. PRAPARE® contains measures on 26 social drivers of health (SDOH) that align with national initiatives, including the standardized codification sets under ICD-10, LOINC (Logical Observation Identifiers Names and Codes) and the Uniform Data System (UDS). PRAPARE®, when paired with the Implementation and Action Toolkit, empowers users to leverage data to improve health equity at the individual, community, and systems levels.

The revised PRAPARE® tool will contain additional domains and questions and be in alignment with the Vital Conditions Health and Well-Being framework for the purpose of not only expanding the scope of needs, but also the assets of the communities to show the strengths they have within themselves and together.

Objective

NACHC seeks a vendor partner to:

- Evaluate the current PRAPARE® licensing structure, including license types, pricing, terms, and administrative processes.
- Benchmark NACHC's licensing model against comparable SDOH screening tools and clinical/behavioral assessment licensing programs.
- Recommend an updated business strategy for licensing PRAPARE® that reflects the newly revised tool, including updated pricing tiers and agreement categories.
- Identify whether additional license categories are needed beyond the current categories.
- Redline and revise NACHC's own template license agreements to reflect the updated business and pricing structure.
- Deliver a final pricing strategy and a set of finalized license agreement templates.

Scope of Work and Deliverables

Selected vendor will collaborate closely with the NACHC Whole Person Health team on all activity tasks. We expect to have an initial kick-off conference call during the start of September. Bi-weekly check-in calls may be needed as the project proceeds, and the selected vendor should be prepared to answer questions by email.

Activity tasks and deliverables:

Licensing & Business Model Review

- Review current license types, pricing tiers, pro-rating rules, and renewal/ agreement terms.
- Interview key NACHC staff involved in licensing administration (e.g., PRAPARE® team, NACHC Legal, Finance) to understand current pain points and constraints.
- Analyze historical licensing data (e.g., volume by license type, revenue, renewal/non-renewal trends) to inform recommendations.

Market & Comparable Benchmarking

- Research licensing/pricing models used by comparable SDOH screening tools and other clinical or behavioral health assessment instruments in the healthcare and public health sectors
- Summarize findings and identify opportunities or risks relevant to NACHC's positioning, sustainability goals, and mission as a nonprofit steward of PRAPARE®.

Recommended Licensing Structure

- Propose updated license categories (retaining, modifying, or adding to current types) aligned with the revised tool and its use cases.
- Propose updated pricing for each license category, with rationale grounded in market analysis and NACHC's goals.
- Propose any changes to pro-rating, renewal, and term-length policies.

Contract / Agreement Redlining

- Review NACHC's current template agreements

- Redline and revise template language to reflect the updated business structure, pricing, and any new license categories, in coordination with NACHC Legal.
- Ensure revised templates remain consistent with NACHC's no-redline policy for external licensees (i.e., agreements should be finalized as standardized templates, not customized per licensee).

Final Recommendations & Presentation

- Deliver a final written licensing strategy report with pricing recommendations and supporting rationale.
- Present recommendations to NACHC leadership for review and approval, including a presentation to/approval by the NACHC CEO.
- Deliver final, clean versions of all revised license agreement templates.

Deliverables

1. Current-state assessment summarizing existing licensing structure, processes, and identified gaps.
2. Benchmarking report comparing NACHC's licensing model to comparable tools/organizations.
3. Recommended licensing strategy, including license categories, pricing, and terms.
4. Redlined and final versions of all license agreement templates.
5. Executive summary/presentation suitable for CEO and leadership review and approval.
6. Final implementation memo summarizing changes for internal NACHC staff (e.g., PRAPARE® inbox team) to update SOPs and email templates as needed.

Time Period

The period for the initial services is **September 2026**, through **December 2026**. Vendor may be retained for additional services after the contract period if agreed upon by all parties and based upon successful performance during the period of initial service and ongoing availability of funds.

Milestone	Target Date
RFP Released	July 2026
Proposals Due	August 2026
Vendor Selected	August 2026
Licensing Strategy & Pricing Recommendations Completed	October 2026
CEO Final Approval of Pricing Strategy	November 2026
Contract/Agreement Redlining & Review	Through November 2026
Final Contracts/Templates Completed	December 2026

Vendor Qualifications

Proposals should demonstrate the vendor's experience with:

- Licensing and intellectual property strategy, ideally within healthcare, health IT, or nonprofit/mission-driven organizations.
- Pricing strategy and business model design for licensed products, tools, or IP.
- Legal/contract drafting and redlining of license agreements (in-house capability or named legal partner/subcontractor).
- Knowledge of social drivers of health (SDOH), value-based care, or clinical/behavioral assessment tools (preferred, not required).
- Experience working with nonprofit associations, FQHCs, or similar mission-based healthcare organizations (preferred).

Funding & Budget Information

Vendor must provide a comprehensive budget based on the ideal methodology and process used to meet the desired services, scope of work and deliverables. All costs must be itemized into the appropriate budget categories and must directly relate to the project activities described in the RFP. The budget should not exceed \$100,000.00 Budget negotiations may occur.

Information Requested

Applications should be submitted as a PDF document with the applicant's name and date of submission in the file name. The application narrative should be no more than 5 pages (11-point font, 1-inch margins, 1.5 space lines) describing understanding of the project needs and strategies for achieving the project tasks and deliverables. [Appendix A](#). (Attestation Statement) should be signed and submitted along with the completed application.

Applications should be emailed as attachments to Nalani Markle- Tarrant, Director of Whole Person Health at ntarrant@nachc.org by **Friday August 14h, 2026, 11:59 pm PT (i.e., August 15th, 2026 2:59 am ET)**

If NACHC selects your proposal, you will be notified no later than **COB August 31, 2026**.

Proposal Requirements:

The following submission guidelines and requirements apply to this RFP:

1. Only qualified individuals or organizations with prior experience on projects such as this should submit proposals in response to this RFP.
2. Firm/organization overview and relevant experience.
3. Proposed approach and methodology for each scope area.
4. Proposed project timeline aligned to the milestones.
5. Proposed staffing plan, including any legal subcontractors for redlining work.
6. Cost proposal/fee structure. The price proposal should indicate the overall fixed price for the project as well as hourly rates and an estimated total number of hours, should NACHC decide to award a contract on an hourly rate basis. This will not count towards the 5-page limit.

7. At least three references from comparable engagements.
8. If you have a standard set of terms and conditions, please submit them with your proposal. All terms and conditions will be subject to negotiation. This will not count towards the 5-page limit.

Selection Criteria

Proposals will be evaluated based on:

- Relevant experience and qualifications (30%)
- Proposed approach and quality of methodology (25%)
- Cost/value (20%)
- Ability to meet proposed timeline (15%)
- References and past performance (10%)

Contract negotiations to follow selection. Some scope of work details may change slightly due to the contract negotiation process.

Appendix A. Attestation Statement

By my signature below, I hereby certify that this Proposal reflects my best estimate of the capability of the organization and the true and necessary costs for the project, and the information provided herein is accurate, complete, and current as of the date of my signature below.

I agree that my electronic signature is the legal equivalent of my manual signature on this application. By typing my name below, I certify that the information provided in the application is true and accurate.

Print Name:

Title:

Organization:

Signature:

Date: