



**Request for Proposal (RFP):**  
**Hospitals and Suicide Care: Cost-Benefit Analysis**  
May 30, 2025

**Instructions for using this template:**

*October 2021*

*Template Updated:*

- RFPs must be coordinated through the [CAPS Department](#). Contact CAPS as early as possible to begin planning any RFP.
- This template is a starting point only. It will be tailored to specific operational or TOP needs.
- **Delete this text box before finalizing the RFP.**

## **Request for Proposals for The Pew Charitable Trusts (Pew)**

RFP No.: 2025-SRR-01

RFP Issue Date: May 30, 2025

RFP Title: Hospitals and Suicide Care: Cost-Benefit Analysis

Point of Contact (POC): Patial Sherazi, Senior Associate, Contracts and Procurement Services,  
[SRR\\_RFP@pewtrusts.org](mailto:SRR_RFP@pewtrusts.org)

Key Dates:

Deadline for notification of Expression of Interest	June 13, 2025
Deadline for requests for clarifications	June 13, 2025
Anticipated release of Pew's responses to requests for clarifications	June 26, 2025
<b>Deadline for submission of proposals</b>	<b>July 10, 2025</b>
Anticipated date of Award	July 24, 2025
Anticipated start date of awarded agreement(s)	Sept. 24, 2025

If you need assistance or accommodation to participate in the RFP process, please reach out to the Pew Point of Contact as soon as possible.

\*All proposals, including pricing, must be valid for at least one hundred and twenty (120) calendar days from the date of submission.

## **RFP OVERVIEW**

Through this RFP, Pew is soliciting proposals from organizations (Respondents) to provide research and analysis as further set forth herein and in the Scope of Work attached hereto as Appendix A (Scope of Work).

Research shows that about half of people who die by suicide see a health care provider in the month preceding their deaths, indicating that visits to hospitals/health systems are critical points of intervention.<sup>1</sup>

Accreditation standards require hospitals to provide suicide screening and suicide risk discharge care in some form. Hospitals accredited by The Joint Commission are required to screen and assess patients age 12 or older only if they are seeking care for behavioral health conditions.<sup>2</sup> They are also required to maintain policies/procedures for follow-up care at discharge for patients identified as being at risk for suicide, but the specific policies and protocols adopted to meet these requirements are left to the discretion of the hospitals.<sup>3</sup>

Hospitals and health systems can implement evidence-based screening (specifically universal suicide screening) and discharge care practices (specifically safety planning, lethal means counseling, warm hand-offs to outpatient care- one provider connects a patient in-person or virtually to another provider- and follow-up contact) to help identify and engage with patients experiencing suicide risk.<sup>4</sup> However, a recent study showed that while providers understand the value of providing suicide care services in hospitals, gaps remain in screening and discharge care practices, in part because of the lack of sufficient resources to implement protocols related to these services.<sup>5</sup>

Few studies have looked at the costs and benefits to hospitals of implementing and providing these services. This RFP seeks to build on the existing research, using evidence to establish the business case for hospitals to implement suicide screening and discharge care services. Pew seeks a contractor to 1) review the current evidence on the costs and benefits to hospitals implementing universal suicide screening and suicide risk discharge care and identify gaps in existing literature, 2) identify the direct and indirect costs and benefits (monetary and nonmonetary), 3) conduct quantitative and qualitative analyses, and 4) draft a paper for publication.

## **BACKGROUND ON PEW**

Pew is a United States (U.S.) nonprofit organization and Section 501(c)(3) public charity. Pew is driven by the power of knowledge to solve today's most challenging problems in the U.S. and globally. Pew applies a rigorous, analytical approach to improving public policy, informing the public and invigorating civic life. Pew partners with a diverse range of donors, public and private organizations and concerned citizens who share its commitment to practical, fact-based solutions and goal-driven investments to improve society. For more information about Pew, please see [www.pewtrusts.org](http://www.pewtrusts.org).

## **INSTRUCTIONS**

**All** communications related to this RFP must be conducted via email with the Pew Point of Contact (POC) and by the Key Dates listed on Page 1 of this RFP. Questions must be submitted in writing via email; **phone calls will not be accepted**. Phone calls not initiated by Pew to discuss the RFP or ask questions **are not** permitted. **Pew reserves the right to modify or cancel this RFP, including Key Dates, at any time and to make all decisions respecting this RFP in its sole discretion.**

**Expression of Interest.** Any entity interested in submitting a proposal in response to this RFP must submit an Expression of Interest (EOI) via email by the date and to the POC listed on Page 1. Pew will only send additional materials, clarifications, and answers to questions to those entities that have submitted an EOI

by such date. EOIs are not binding; submission of an EOI does not obligate a Respondent to submit a proposal. Any EOI must include, at a minimum:

- Entity's legal name; and
- Point of contact details, including name, phone number, and email address.

**Requests for clarifications.** All questions, and the responses thereto, that Pew believes may be of interest to other potential Respondents will be circulated to all Respondents who have submitted an EOI. Only written responses issued by Pew will be considered official. Any verbal information received from employees of Pew or any other entity should not be considered an official response to any requests for clarifications regarding this RFP.

**Submission Instructions:**

1. Proposals must be submitted via email to the POC by the date listed on the first page. Please reference the RFP number in the subject line of any response to this RFP. Pew reserves the right to accept or reject, without consideration, proposals that are received late or obtain proposals from, and negotiate with, third parties outside of this RFP at any time.
2. Pew will endeavor to confirm receipt of all properly submitted proposals. If Pew does not confirm receipt, Respondent should assume its proposal has not been received and resubmit before the deadline.

**Proposal Requirements. Proposals must:**

1. Be submitted in Adobe PDF or Microsoft Office format, using 8.5" x 11" sized layouts.
2. Not exceed ten (10) pages. This page limit does not include the following:
  - a. Resumes and or CVs
  - b. Past performance examples
  - c. References
  - d. Required Appendix forms (listed at the bottom of this RFP):
    - Completed budget template
    - Completed Respondent Summary Form
    - A detailed response of your organization's ability to comply with critical Conditions of Agreement that will govern the resulting agreement (Agreement) as further set forth in Appendix D.
3. Contain at a minimum the following information:
  - a. Description of Respondent's proposed project and/or services, including the methodology, approach, and timeline for implementing the Scope of Work attached in Appendix A, and if applicable, the specifics of how Respondent would perform the work and any limitations or assumptions.
  - b. Resumes/CVs, specific qualifications, and proposed role of key individuals, and any subcontractors, who will carry out the Scope of Work.
  - c. Brief description of Respondent's capabilities and past performance of completed projects of similar size and complexity.
  - d. Two (2) or three (3) references from clients to which Respondent provided a similar service or project of similar scope and complexity. Each reference must include:
    - the organization's name, address, contact person, current email address, and phone number
    - a brief description of the work performed
    - a reference to any key individuals involved that would be engaged under the Scope of Work
    - the duration (including the dates) of the work

- fees associated with the contract if not confidential

Pew reserves the right to obtain past performance information from other sources in addition to those identified in proposals.

By submitting a proposal, each Respondent grants to Pew and its designees the right to duplicate, use, disclose, and distribute all materials (and information contained therein) submitted for purposes of evaluation, review, and/or research. In addition, each Respondent guarantees that (1) it has full and complete rights to all information and materials included in the proposal and (2) all such materials are not defamatory and do not infringe upon or violate the privacy rights, copyrights, or other proprietary rights of any third party. Additionally, each Respondent agrees to defend, indemnify, and hold harmless Pew with respect to any claims or losses arising from the aforementioned guarantees. Each Respondent further agrees that in addition to this RFP, which is owned by Pew, any submission to Pew (including, without limitation, all materials and information contained therein) will become the property of Pew (not including any of Respondent's preexisting intellectual property rights contained in such submission), and Pew is not required to return the proposal, including any submitted materials, to any Respondent.

#### **EVALUATION OF PROPOSALS.**

Pew will review and evaluate proposals based on the following criteria:

1. Approach and methodology
2. Timeline
3. Staffing
4. Background and past performance
5. Cost and Budget
6. Agreement with Pew's Conditions of Agreement

Pew will review all proposals and recommend award allocation, with final selection made by Pew at its sole discretion.

#### **AWARD**

Upon completion of the review of all proposals, and a decision to proceed with the selected Respondent(s) (Selected Respondent(s)), Pew will contact each Respondent to advise whether or not its proposal has been accepted. This RFP, and any award resulting from it, does not constitute a binding agreement between Pew and the Selected Respondent. All future work with Pew is contingent upon Pew and the Selected Respondent(s) signing a mutually acceptable Agreement as further set forth in Conditions of Agreement described above. Selected Respondents who are notified that Pew is interested in their services/products/project shall not start any work for Pew, or incur any expense, before an Agreement between Pew and Selected Respondent is fully executed.

#### **No Financial Liability for Proposal Preparation**

Pew is not liable, financially, or otherwise, for any costs associated with the preparation, submission, or presentation of any proposals in response to this RFP. By submitting a proposal, Respondent acknowledges and agrees it has read, understands, and accepts the RFP documents, including all appendixes and attachments (including, without limitation, the Conditions of Agreement). The person submitting the proposal on behalf of Respondent has all necessary authority to act on behalf of Recipient.

#### **Best Offer**

Best-offer proposals are requested. Pew reserves the right to conduct negotiations with and/or request clarifications from any Respondent prior to award. Respondents may be required to submit additional information during Pew's evaluation process.

**APPENDICES**

Appendix A: Scope of Work

Appendix B: Price Proposal Template

Appendix C: Respondent Summary Form

Appendix D: Conditions of Agreement

Appendix E: Personal Data

## APPENDIX A

### Scope of Work

The central objective of this RFP will be to publish a paper providing a comprehensive analysis of the costs and benefits for hospitals and health systems of implementing universal suicide screening, suicide safety planning, lethal means counseling, warm hand-offs to outpatient care, and follow-up contact intervention.

Contractor, in collaboration with Pew, will execute the following tasks:

#### Task 1: Literature Review

- Describe existing literature regarding the costs and benefits (e.g., cost-benefit/cost-effectiveness) of providing universal suicide screening and suicide risk discharge care—specifically safety planning, lethal means counseling, warm hand-offs to outpatient care, and follow-up contact—in hospitals.
- Describe the identified costs and benefits (or outcomes) to hospitals, including nonmonetary considerations.
- Describe the gaps in knowledge and clearly articulate how the research methodology, findings, and conclusions will address those gaps.

#### Task 2: Methods and Analyses

- Develop methodology to analyze costs and benefits related to implementing universal suicide screening and suicide risk discharge care practices.
- Describe methodology, framework, data sources, and quality control procedures.
- Conduct quantitative and qualitative analyses and describe findings.

#### Task 3: Paper for Publication

- Draft a paper, in collaboration with Pew, for publication in September 2026.

Respondents can propose additional tasks or activities that this scope of work does not contemplate along with a supplemental budget for those tasks and activities. The contractor(s) should plan to complete tasks 1-3 and any additional proposed tasks and activities no later than **Sept. 25, 2026**.

### Components to include

In 10 pages or fewer, proposals should include:

1. **Background.** Please describe the proposed research project, including how it will contribute new knowledge to the field, what information gaps the research seeks to address, and how hospitals and health systems, hospital accreditation bodies, suicide researchers, and other stakeholders could use the findings.
2. **Research question(s).** Provide the specific research question(s) the study will address and any associated hypotheses.
3. **Research methods and analysis.** Describe in detail the method(s) that would be used to answer the questions. If there are multiple research questions, specify which methods and activities are associated with each question. Please also include anticipated challenges and limitations of the methods and how they would be addressed. If applicable, indicate how approval of an institutional review board will be secured.
4. **Data.** Describe the data sources needed to answer the research questions and how the data will be accessed. If proprietary source data will be used, please explain the rationale and limitations. If

the data involves personally identifiable information (PII), please refer to Appendix E for Pew's guidelines on PII.

5. **Challenges.** Detail any potential for controversy or other considerations that may affect how the findings are received and interpreted.

6. **Quality control.** Explain how you will incorporate quality control and review into the research, such as verifying the accuracy of quantitative findings, the factual accuracy of a product's content, and peer review.

7. **Description of product(s).** Describe the type(s) of products that will come out of this study. Please note that we expect from Respondents: 1) An interim nonpublished report to Pew on the project (content agreed upon by Respondent and Pew) approximately halfway through the project timeline and 2) at least one published paper.

8. **Project timeline.** Please include estimated time frames for the data collection, data analysis, product development, and publication. We anticipate a start date of approximately Sept. 18, 2025, and projects must be completed by approximately Sept. 25, 2026.

9. **Works cited, bibliography, references (as appropriate).** Please list any works cited in the proposal. This does not count toward the 10-page proposal limit.

## APPENDIX B

### Price Proposal Template

Please provide the proposed budget in the template provided.

(SEE ATTACHED)



## APPENDIX C

### Respondent Summary Form

Please complete the attached.

(SEE ATTACHED)

## APPENDIX D

### Conditions of Agreement

A summary of some critical Conditions of Agreement that will govern the resulting agreement (Agreement) are described below. As stated previously, these are not the actual provisions or an exhaustive summary of terms and conditions that will be included in the final Agreement. For example, different conditions may apply if Pew is funding the Selected Respondent's project through a grant and the project supports the Selected Respondent's own charitable work, as a nonprofit organization or university, as opposed to Pew purchasing a service. Also, Pew's funders may have additional requirements. In addition, if the Selected Respondent is organized outside of the United States or will be performing work in any country outside of the United States, additional terms and conditions may be required.

Any submitted proposal must indicate which condition(s) the Selected Respondent cannot agree to, an explanation as to why (including citations to any relevant statutes or Selected Respondent policies that may govern such position), and any proposed alternatives related to that condition. Selection of a Respondent that proposes alternative or revised conditions in its proposal shall not obligate Pew to consider or accept such revised or proposed conditions for inclusion in the Agreement.

1. Intellectual Property. Pew shall own the Work Product. "Work Product" consists of the deliverables and other materials, including drafts thereof, prepared by Selected Respondent and its personnel under the Agreement.
2. Datasets. Depending on the Scope of Work, Selected Respondent may be required to provide Pew, in a form satisfactory to Pew, a copy of datasets used in connection with the Work Product and grant Pew an unrestricted license to all such datasets.
3. Representations and Warranties. Selected Respondent is required to represent and warrant that its personnel are experienced, properly trained or otherwise qualified and capable of performing the work and that the Work Product and any applicable datasets shall not infringe any intellectual property right of any third party. This is not an exhaustive list of the representations and warranties in the Agreement.
4. No Campaign Intervention. Selected Respondent cannot use Pew funds to participate or intervene in any political campaign on behalf of, or in opposition to, any candidate for public office.
5. Ethics Requirements. Selected Respondent may not use funds provided under the Agreement to give anything of value to a government official or employee without prior written approval from Pew.
6. Insurance. Depending on the Scope of Work, Selected Respondent may be required to maintain insurance coverage including, but not limited to, General Liability (\$1,000,000 per

occurrence, \$2,000,000 aggregate, \$1,000,000 personal and advertising, \$2,000,000 aggregate); Workers Compensation and Employer's Liability (not less than \$500,000 each accident for bodily injury by accident, and \$500,000 each employee and policy limit for bodily injury by disease); Professional Liability (with a minimum limit of \$3,000,000 each claim/aggregate); Umbrella Liability (with a \$3,000,000 limit). As a reminder, if for any reason, Respondent cannot meet Pew's insurance requirements (for example, if Respondent is self-insured or otherwise), Respondent should state the reasoning and its current insurance coverage in the proposal.

7. Indemnification. Selected Respondent is required to indemnify Pew and certain related parties for any costs or claims arising from (i) Selected Respondent's breach of the Agreement, (ii) performance under the Agreement, or (iii) intentional misconduct or negligent acts or omissions, of Selected Respondent or its personnel.
8. Pew Limitation of Liability. Recourse against Pew under the Agreement shall in no event include lost profits, incidental, consequential, special, punitive, or indirect damages, regardless of whether advised of the possibility of such damages. Selected Respondent's liability will not be limited under the Agreement.
9. Termination Rights. Each party may terminate the Agreement upon the other party's breach and failure to cure within the notice and cure period(s) set forth in the Agreement. Pew may terminate at any time, without cause, by giving 30 days' prior written notice to Selected Respondent, and if applicable, Selected Respondent shall cooperate with Pew in transitioning the Agreement to a new provider during the wind-down period. Termination remedies are specified in the Agreement.
10. Governing Law. The laws of the Commonwealth of Pennsylvania shall govern the Agreement, and the state and federal courts in Philadelphia, Pennsylvania, shall have exclusive jurisdiction over any disputes arising under the Agreement.
11. Best Rate Available. Selected Respondent must agree that as of the start date of the Agreement, the pricing (including all rates in which the pricing is based) reflects the best rate available. If, after the start date of the Agreement and before the services are performed, Selected Respondent charges another client a lower fee for the same or similar services, Selected Respondent agrees that this lower fee will apply to the Agreement (and the Agreement will be amended to reflect the lower pricing).
12. Right to Audit. Selected Respondent must agree, during the Agreement term and for three (3) years thereafter, to maintain complete and accurate books and records to substantiate the Selected Respondent's charges to Pew under the Agreement.
13. Personal Data. Selected Respondent must agree to comply with all applicable laws, regulations, and personal data requirements, which are attached as Appendix E to this RFP. Depending on the Scope of Work, additional requirements may be included in the Agreement.

Other material terms and provisions will be set forth in the Agreement provided to the Selected Respondent.

## APPENDIX E

### Personal Data

Unless otherwise specified in the Agreement, Selected Respondent represents and warrants that no Personal Data (defined below) relating to non-U.S. residents shall be processed or transferred from the European Union or any other jurisdiction outside of the United States to the United States under an Agreement. Pew represents and warrants that Pew shall not knowingly transfer Personal Data relating to non-U.S. residents to Selected Respondent under any Agreement.

If processing, including transferring, of any Personal Data is performed under an Agreement, Selected Respondent shall comply with the Data Protection Law (defined below) in connection with the processing, including transfer, of Personal Data for purposes of the Agreement. Specifically, Selected Respondent represents and warrants that: (i) it shall not disclose any Personal Data except where it is lawful; (ii) it shall carry out the sharing of any Personal Data obtained from Data Subjects (defined below) pursuant to the Agreement in accordance with any notices supplied to, and consents obtained from, Data Subjects; (iii) it shall enter into any additional contractual clauses or addenda as may be necessary for compliance with the Data Protection Law; and (iv) it shall not process any Personal Data other than in accordance with (a) any applicable consents, (b) any applicable privacy policies or other conditions as notified to Selected Respondent by Pew, and (c) applicable law, including the Data Protection Law.

Selected Respondent agrees to provide Pew written notice of any reasonably suspected or actual information security or other incident that compromises the security, integrity, confidentiality, or availability of Personal Data, and any such incident shall be deemed a breach of the Agreement. Within seventy-two (72) hours of discovery of the data security incident, without waiver of any other rights and remedies available to Pew, including, but not limited to, Pew's rights under the indemnification section of the Agreement, Selected Respondent shall cooperate (and cause its Personnel to cooperate) with Pew on taking reasonable steps to ensure the security, integrity, confidentiality, and/or availability of the data.

Each Party shall also, upon request of the other Party, provide all such assistance as the other Party may reasonably request to comply with its obligations under Data Protection Law (including responding to any requests from a supervisory authority or Data Subject and providing copies of any and all notices and consents a Party has provided to Data Subjects) in relation to the transfer of the Personal Data to the other Party.

For the purposes of the Agreement:

- (i) "Data Protection Law" means any applicable data protection or privacy laws to which either Party, as applicable, is subject to in connection with the Agreement; and
- (ii) "Personal Data" means any information relating to an identified or identifiable natural person (a "Data Subject").

## Endnotes

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<sup>1</sup> Brian K. Ahmedani et al., "Health Care Contacts in the Year Before Suicide Death," *Journal of General Internal Medicine* 29, no. 6 (2014): 870-77, <https://doi.org/10.1007/s11606-014-2767-3>.

<sup>2</sup> The Joint Commission, "R3 Report Issue 18: National Patient Safety Goal for Suicide Prevention," 2019, <https://www.jointcommission.org/standards/r3-report/r3-report-issue-18-national-patient-safety-goal-for-suicide-prevention/>.

<sup>3</sup> The Joint Commission, "R3 Report Issue 18: National Patient Safety Goal for Suicide Prevention," 2019, <https://www.jointcommission.org/standards/r3-report/r3-report-issue-18-national-patient-safety-goal-for-suicide-prevention/>.

<sup>4</sup> The Joint Commission, "R3 Report Issue 18: National Patient Safety Goal for Suicide Prevention," 2019, <https://www.jointcommission.org/standards/r3-report/r3-report-issue-18-national-patient-safety-goal-for-suicide-prevention/>.

<sup>5</sup> Salome O. Chitavi et al., "Evaluating the Prevalence of Suicide Risk Screening Practices in Accredited Hospitals," *The Joint Commission Journal on Quality and Patient Safety* 51, no. 5 (2025): 342-49, <https://doi.org/10.1016/j.jcjq.2025.01.010>. Salome O. Chitavi et al., "Evaluating the Prevalence of Four Recommended Practices for Suicide Prevention Following Hospital Discharge," *The Joint Commission Journal on Quality and Patient Safety* 50, no. 6 (2024): 393-403, <https://doi.org/10.1016/j.jcjq.2024.02.007>.