DELAWARE HEALTH EMPOWERMENT COALITION
RESTORING TRUST IN HEALTHCARE

Request for Proposals | RFP No. DHEC-MMU-2026-01: Purpose-Built Mobile Medical Unit

2100 Baynard Blvd, Suite A, Wilmington, DE 19802 | dhecoalition.org

Item	Detail
Issuing organization	Delaware Health Empowerment Coalition, Inc. (DHEC), a Delaware nonprofit corporation
Funding source	Federal funds under the CMS Rural Health Transformation Program, awarded through the Delaware Department of Health and Social Services, Division of Public Health, Contract HSS-26-062 (Rural Community Health Hubs, Component A)
Procurement method	Competitive proposals under 2 CFR 200.320(b)(2), awarded to the responsible offeror whose proposal is most advantageous to DHEC, price and other factors considered
RFP issued	Saturday, November 14, 2026
Proposals due	Friday, November 20, 2026, 12:00 p.m. ET
Delivery deadline	Unit accepted by DHEC, at pickup or on delivery to Delaware, by October 31, 2027
Submit to	grantsmanagement@dhecoalition.org, subject line "RFP DHEC-MMU-2026-01 Proposal: [Offeror Name]"

1. Purpose

DHEC invites proposals to design, build, outfit, and deliver one (1) purpose-built mobile medical unit (the "Unit") to expand primary care access in high-need communities in Sussex and Kent Counties, Delaware. The Unit is a medical-grade mobile clinic on a Class 6 conventional chassis with a custom walk-in body and a plug-in hybrid electric power system for quiet, zero-idle, all-electric stationary clinical operations. This purchase is funded with federal funds and is conducted under 2 CFR Part 200.

2. Requirements

The Unit must meet the requirements below, which DHEC developed through its planning for this program. Offerors may propose an alternative to any item that meets or exceeds its function and must identify each alternative in the proposal. Sizes are approximate and will be confirmed in the design phase.

- Acceptance by DHEC no later than October 31, 2027, either at pickup from the production facility or on delivery to Delaware. Completing fabrication by September 30, 2027 is preferred.
- DHEC may inspect the Unit in person at the production facility at design review, during production, and before delivery.
- The Unit must meet applicable Federal Motor Vehicle Safety Standards and ADA requirements, and be eligible for Delaware title and registration.

- No equipment or services prohibited by 2 CFR 200.216 (covered telecommunications and video surveillance equipment).

2.1 Chassis

Item	Requirement	Qty	Location or notes
Chassis	Freightliner M2 106 or equal: Class 6 conventional cab, model year 2026 or newer	1	
Rating and drivetrain	26,000 lb GVWR minimum; diesel; two-wheel drive; automatic transmission with PTO provision; rear air ride suspension		
Wheelbase and axles	As required to safely carry the body, equipment, and full water tanks		

2.2 Body

Item	Requirement	Qty	Location or notes
Body	Walk-in, insulated, aluminum custom body, approximately 24 feet, with cabover storage	1	Sized to fit the layout in 2.4
Cab access	Walk-through door between the driver cab and the body	1	Front wall
Entry door	Side entry door with step well	1	Curbside
Lift door	Door sized for the wheelchair lift, approximately 47 to 48 inches	1	Curbside
Exterior compartments	Underbody storage plus compartments for power system components and shore power		One sized for folding tables and chairs, if feasible
Exterior trim	Side skirting and wheel flares		

2.3 Interior Finish

Item	Requirement	Qty	Location or notes
Walls and ceiling	Durable, cleanable surfaces suitable for clinical use; insulated		All rooms
Flooring	Slip-resistant commercial vinyl, easy to clean		Full body length
Trim and wiring	Finished trim throughout, with concealed wire chases		

2.4 Rooms and Partitions

Item	Requirement	Qty	Location or notes
Layout	Front exam room, middle intake and triage area, rear exam room, restroom		One exam room set up for lab draw and private telehealth
Partitions	Full-height partitions with locking pocket doors	3	One per exam room; one for the restroom
Divider panels	Partitions separating the intake cabinetry from the step well and lift	2	Intake
Finish	Color laminate selected by DHEC		Partitions and cabinetry

2.5 Cabinetry

Item	Requirement	Qty	Location or notes
Workstation	Single-person workstation with upper cabinet above	2	One per exam room
Supply storage	Full-height supply cabinet	1	Front exam room
Intake counter	Standing-height counter with drawers for records and adjustable shelves for medical equipment; upper cabinet above	1	Intake
Refrigerator cabinet	Full-height cabinet built to house a medical-grade refrigerator/freezer, with added storage as feasible	1	Intake
Bench	Flip-up bench seat with storage below and upper cabinet above	1	Intake
Restroom vanity	Vanity with sink, storage below, and cabinet above	1	Restroom
Cabover storage	Storage cabinet and electrical cabinet with control and breaker panel		Cabover
Control panel	Wall control panel for lighting and systems	1	Intake

2.6 Accessibility and Accessories

Item	Requirement	Qty	Location or notes
Wheelchair lift	Internal ADA wheelchair lift, 800 lb capacity minimum	1	Curbside lift door
Entry aids	Handrail and grab rails at the entry		Entry

Item	Requirement	Qty	Location or notes
Stools	Medical-grade stool with tie-down	3	One per room
Sharps containers	Wall mounted	3	One per room
Floor scale	Digital	2	
Rolling cart	With wall securement for travel	1	Intake
Wire raceways	Covered raceways for equipment power and data		Workstations and intake counter
Window shade	Privacy shade	1	Intake window
DHEC-furnished equipment	Install with vehicle-rated securement: AED, two exam tables, refrigerator/freezer, two wall diagnostic sets		As designed

2.7 Plumbing and Restroom

Item	Requirement	Qty	Location or notes
Toilet and sink	Toilet and stainless steel sink with faucet	1 each	Restroom
Water tanks	Fresh water 40 gallons minimum; waste water 50 gallons minimum	2	
Water system	City water and gravity fill connections, water pump, hot water, tank level monitor, tank heaters, drains, and winterization provisions		
Restroom accessories	Toilet paper holder and mirror		Restroom

2.8 Interior Lighting

Item	Requirement	Qty	Location or notes
Room lighting	LED lighting in every room, the restroom, and cabover storage, dimmable by room with local controls in each exam room		
Task lighting	Under-cabinet lighting at workstations and the intake counter		
Entry lighting	Door-activated step well and courtesy lighting		Entry

2.9 Doors, Windows, and Exterior

Item	Requirement	Qty	Location or notes
Entry doors	Aluminum doors with windows, panic hardware, deadbolts, and hold-opens; automatic closer on the main entry	2	Curbside
Window	Sliding window	1	Curbside, at intake counter
Entry step	Slip-resistant step treads, slide-out entry step, and exterior grab rail		Entry
Hold-opens	Hold-opens on compartment and exterior doors		
Awning	Electric, approximately 21 feet, with wind sensor	1	Curbside
Scene lights	LED scene lights with reverse-gear activation of rear lights; switches at dash and control panel	4	2 curbside, 2 rear
Sound insulation	Insulation in power system compartment		
Graphics	Full exterior wrap designed by the contractor from DHEC logo and brand, approved by DHEC	1	

2.10 Power System

Item	Requirement	Qty	Location or notes
Hybrid system	Plug-in hybrid electric with lithium-ion battery of approximately 17 kWh or greater; all-electric stationary mode with engine recharge; regenerative braking; power takeoff	1	
Exportable power	12,000 watts or greater to the body		
Controls	Integrated controls between power train and body, with a display for system status	1	
Charging	Shore power connection and portable charger	1	
Pre-wire	Complete body pre-wire		

2.11 Outlets, Audio Visual, and Connectivity

Item	Requirement	Qty	Location or notes
120V outlets	At each exam table, each workstation, the intake counter, and behind the intake bench, with USB at workstations, counter, and bench		
GFCI outlets	Restroom and exterior	2	
Display	Flat-panel display, approximately 32 inches, ceiling mounted, with HDMI input at the intake counter	1	Over wheelchair lift
Connectivity	Pre-wire, power, and mounting for cellular and WiFi equipment		Location set in design

2.12 Climate Control

Item	Requirement	Qty	Location or notes
Heating and cooling	Rooftop heat pump air conditioning in each room, operable in all-electric stationary mode	3	One per room
Auxiliary heat	Diesel-fired heater ducted to all rooms	1	
Ventilation	Roof vent fans in each room and the restroom	4	

2.13 Safety, Delivery, and Documentation

Item	Requirement	Qty	Location or notes
Safety equipment	Fire extinguisher, two combination carbon monoxide and smoke detectors, and roadside warning kit		
Cameras	360-degree exterior camera system with interior monitoring, recording, and dash screen	1	
Inspection	Quality control inspection and correction; Delaware weight ticket		Before acceptance
Drawings	As-built mechanical and electrical drawings	1 set	At acceptance
Training	Vehicle operation and familiarization at acceptance		At pickup or on site in Delaware, as DHEC chooses

3. What to Submit

Offerors may use their own quote and proposal format. Please include:

1. Company name, address, and contact person.
2. Production facility address and driving distance in miles to DHEC at 2100 Baynard Blvd, Wilmington, DE.
3. Line-item specifications and itemized pricing for the Unit, with options priced separately, including training at acceptance. Price the Unit for DHEC pickup at the production facility. Offerors may also quote delivery to Delaware as an option.
4. Payment terms and milestone payment schedule.
5. Production schedule and delivery date.
6. Warranties and service, including the nearest authorized service location and its driving distance to Wilmington, DE.
7. Experience building mobile medical units, with references.
8. Floor plan drawing, if available.
9. Any current veteran-owned, minority-owned, or women-owned business certification, if claiming bonus points.
10. The signed anti-lobbying certification at the end of this RFP.

4. Evaluation and Award

DHEC will first confirm each proposal is complete and the offeror is responsible, including a check of the federal exclusion list in SAM.gov. Responsive proposals will be scored by an evaluation committee on the following factors:

Factor	Points	Relative importance
Technical compliance and quality of design	35	Highest
Price: reasonableness and value of the itemized pricing, including transport to Delaware	25	Second
Schedule: earliest reliable delivery, no later than October 31, 2027	10	Third (tied)
Experience and references	10	Third (tied)
Production site access for DHEC in-person inspections	10	Third (tied)
Warranty and support	5	Fourth (tied)
Authorized service location within 100 miles	5	Fourth (tied)
Total	**100**	
Bonus: certified veteran-owned, minority-owned, or women-owned business	5	Bonus

Price scoring. Price is evaluated for reasonableness, completeness, and overall value relative to the scope, the quality offered, and DHEC's available funding. The lowest price does not automatically receive the most points. To compare prices fairly, DHEC will add the cost of getting the Unit to Delaware: the offeror's delivery price if quoted, or DHEC's estimate of its own pickup cost (staff travel, fuel, and drive time) based on distance from the production facility.

Production site access scoring. DHEC will inspect the Unit in person at the production facility during design and production. DHEC prefers a production facility within a 100-mile drive of DHEC in Wilmington, Delaware, so staff can inspect the Unit in a day trip. Points are based on driving distance: 100 miles or less, 10 points; 101 to 250 miles, 6 points; 251 to 500 miles, 3 points; more than 500 miles, 1 point.

Service location scoring. Offerors with an authorized service location within 100 driving miles of DHEC in Wilmington, Delaware receive 5 points. Otherwise, 0 points.

Bonus points. Offerors that provide a current certification as a veteran-owned small business (SBA VOSB or SDVOSB), as a minority-owned business (SBA, Delaware Office of Supplier Diversity, or NMSDC), or as a women-owned business (SBA WOSB, Delaware Office of Supplier Diversity, or WBENC) receive 5 bonus points. The maximum bonus is 5 points.

- DHEC may request clarifications, hold interviews or demonstrations, and negotiate with one or more offerors before award.
- Award will be made to the responsible offeror whose proposal is most advantageous to DHEC, price and other factors considered. DHEC is not required to award to the lowest price.
- DHEC may reject any or all proposals, waive minor irregularities, or cancel this RFP, with the reasons documented.
- If only one proposal is received, DHEC may proceed with award after documenting that the competition was adequate or, if not, under the noncompetitive provisions of 2 CFR 200.320(c).
- All offerors will be notified in writing of the outcome.

5. Submission

- Email proposals to grantsmanagement@dhecoalition.org by the deadline on page 1. Late proposals will not be considered.
- Requests for clarification may be sent to the same address. Any clarification that changes this RFP will be issued to all offerors as a written addendum.
- Proposal preparation costs are the responsibility of the offeror.

6. Federal Requirements

The resulting contract will be a firm fixed-price purchase agreement and will include the provisions required by 2 CFR 200.327 and Appendix II to 2 CFR Part 200, including remedies and termination for cause and convenience; debarment and suspension (2 CFR Part 180); the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352); Clean Air Act and Federal Water Pollution Control Act compliance; the 2 CFR 200.216 telecommunications prohibition; and access to records.

Anti-Lobbying Certification

The offeror certifies that no federal appropriated funds have been paid or will be paid, by or on behalf of the offeror, to any person to influence or attempt to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with any federal contract, grant, loan, or cooperative agreement, and that the offeror will file Standard Form LLL if required (31 U.S.C. 1352).

Offeror legal name: _____

Name and title of authorized official: _____

Signature: _____ Date: _____