

Date Received

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information

Department:	Org Code:	
24-Sheriff	2430300	
Contact Name:	Subobject:	User Code:
Cpt. Tasha Thompson / Katie Cruickshank KC KC	4300	
Telephone:	Fax:	
(530) 621-5609	(530) 642-9473	

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
California Forensic Medical Group, Inc (CFMG)	6550 Carothers Parkway, Suite 500
Contact Name:	
Bonnie Bernard	Franklin, TN 37067
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$2,400,000.00	bonnie.bernard@wellpath.us
Telephone:	Fax:
(415) 509-4742	

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

Sheriff Custody seeks approval to contract with California Forensic Medical Group, Inc., doing business as Wellpath, to provide comprehensive staffing and operational support necessary to implement the California Advancing and Innovating Medi-Cal (CalAIM) Justice-Involved pre-release services within the County's detention facilities. Wellpath will furnish clinical, behavioral health, substance use disorder, and care-coordination personnel who will conduct pre-release assessments, discharge planning, behavioral health screening, Medi-Cal billing support, documentation, and continuity-of-care coordination. Under Board Policy C-17 Section 3.4.2, this procurement is requested for exemption because continuity of existing medical service providers is essential to maintaining operational reliability, and standardization of clinical workflows, interoperability, and established electronic health record systems provides critical efficiencies that cannot be replicated by an alternate vendor without compromising care quality, program compliance, or safety.

Department Head: Monica Ferguson
Monica Ferguson (Jul 15, 2026 14:05:37 PDT)
Signature

Purchasing Agent: Laura Schwartz
Laura Schwartz (Jul 16, 2026 11:09:07 PDT)
Signature

Board of Supervisors:

Date:

Item:

P&C Assignment:

Assigned To:

Date:

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

This acquisition is restricted to Wellpath because it is the County's long-standing contracted provider for jail medical services and is uniquely positioned to deliver CalAIM-related functions within the Sheriff Custody environment. Wellpath already maintains clinical operations, electronic health record integration, and custody-specific care workflows that form the foundation of CalAIM pre-release service delivery. Introducing a new provider would disrupt established clinical systems, create duplicative onboarding and training burdens, and jeopardize continuity of care for incarcerated individuals. Wellpath's existing infrastructure, institutional knowledge, and alignment with Sheriff Custody operations, competitive sourcing is neither feasible. Wellpath remains the only practical and operationally safe provider for this scope of work.

2. Provide the background of events leading to this acquisition.

California's CalAIM Initiative requires counties to implement expanded pre-release care management and Medi-Cal-covered services for justice-involved individuals. To meet these new statewide mandates, Sheriff Custody initiated early implementation activities, including coordination with community partners and development of workflows for pre-release planning, behavioral health assessments, and Medi-Cal billing. These initial efforts demonstrated the need for dedicated staffing to maintain compliance, support treatment continuity, and ensure accurate documentation for Medi-Cal reimbursement. Because Wellpath is already embedded within the jail medical system and has supported CalAIM readiness activities since 2018, Sheriff County determined that augmenting the existing contract is the most efficient and operationally secure approach. This request formalizes and ratifies actions already taken as part of CalAIM rollout and ensures the County remains aligned with State requirements.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

Wellpath was selected due to its exclusive role as the County's contracted correctional healthcare provider and its established capability to deliver CalAIM-related services within secure custody settings. The required CalAIM functions must be tightly integrated into existing medical and custody workflows, such as justice-involved care management, behavioral health screenings, Medi-Cal billing coordination, and electronic health record documentation. Wellpath already operates these workflows, maintains all relevant clinical and administrative infrastructure, and provides staff trained in correctional health and CalAIM program requirements. No other vendor offers this combination of secure-facility experience, continuity of care, interoperable systems, and historical knowledge of Sheriff Custody's medical operations. This makes the acquisition uniquely suited to Wellpath.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

Without this procurement, Sheriff Custody will be unable to fully implement required CalAIM services, significantly limiting its ability to provide timely Substance Use Disorder treatment coordination, behavioral health screenings, and pre-release care planning for eligible incarcerated individuals. Sheriff Custody would also face reduced capacity to complete Medi-Cal billing activities, risking loss of reimbursement opportunities and jeopardizing long-term sustainability of CalAIM operations. Failure to proceed would create service gaps, hinder compliance with State requirements, disrupt emerging workflows, and negatively affect treatment and reentry outcomes. In short, the County would face operational, fiscal, and regulatory risks that cannot be mitigated without these contracted services.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

A market survey was not conducted because Wellpath has provided CalAIM services within the existing correctional healthcare system since 2018. Sheriff Custody determined that competitive sourcing would be impractical and potentially harmful because all CalAIM-related functions must integrate directly into the medical infrastructure already operated exclusively by Wellpath. Replacing or supplementing this infrastructure would require duplicative medical systems, parallel clinical workflows, and additional training for custody staff, creating significant operational risk. No other vendors were contacted because the required services cannot be timely and effectively provided by external entities lacking access to existing medical operations, electronic health records, and established care-delivery systems. As allowed under Policy C-17, continuity of provider and standardization supports exemption from competition.

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

Pricing was determined to be fair and reasonable based on the established cost structure of the Sheriff Custody's existing correctional medical services contract with Wellpath and the associated staffing requirements outlined in the CalAIM program framework. The rates reflect industry-standard compensation for licensed medical, behavioral health, and care-coordination staff operating in secure-facility environments. Sheriff Custody evaluated the proposed costs against historical staffing expenditures, current labor market conditions, and comparable correctional health-care pricing benchmarks. Because Wellpath is already fully integrated into the jails' medical operations, the proposed pricing avoids additional onboarding, system integration, or infrastructure expenses that would be incurred with any alternate vendor. Sheriff Custody determined that the costs align with reasonable market rates and support efficient, compliant program delivery.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

This procurement results in full cost avoidance for the County because all expenses will be paid through the El County Inmate Trust Fund, generating zero impact to the General Fund and no increase to Net County Cost. By utilizing Wellpath, the County avoids significant financial outlays associated with onboarding a new vendor, including system integration, procurement delays, staff training, and infrastructure modifications. Furthermore, Wellpath's support of Medi-Cal billing workflows enhances the Sheriff Custody's ability to receive reimbursement for eligible services, producing ongoing savings and sustaining CalAIM implementation. Continuity of provider eliminates duplicative administrative expenses and promotes efficient operations, resulting in long-term cost stability and 100 percent cost avoidance.