

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

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:	
55-Animal Services	5500000	
Contact Name:	Subobject:	User Code:
Britton Daniels	4300	
Telephone:	Fax:	
530-621-7638		


Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
ZZ Veterinary Corp APC (Crossroads)	694 PLEASANT VALLEY RD #10 DIAMOND SPRINGS CA 95619
Contact Name:	
Bhanu Chaudhri	
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
200,000	INFO@CROSSROADSVETDIAMONDSPRINGS.COM
Telephone:	Fax:
530-642-9504	


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:

ZZ Veterinary Corp APC, doing business as Crossroads Veterinary Hospital, provides expert testimony, prescriptions, and professional recommendations. They perform spay/neuter services for dogs and cats per legal requirements and assist with cruelty investigations by offering on-site support, reports, and testimony. Available for emergencies, they provide reduced-cost examinations and advanced care, including surgery. Competitive bidding is exempt under C-17 3.4.3., "Competitive bidding would produce no economic benefit to the county."

Department Head:


Olivia Byron-Cooper (Apr 17, 2025 17:01 PDT)
Signature

Purchasing Agent:


Michele Weimer (Apr 23, 2025 09:42 PDT)
Signature

Board of Supervisors:

Date:
Item: 25-0774

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.)

Animal Services utilizes various agreements with veterinary hospitals, both nearby and farther afield, to affirm animals receive prompt and necessary care. Among Animal Services agreements, Crossroads stands out as the nearest veterinary hospital that consistently offers availability to Animal Services. By continuing to contract with Crossroads, Animal Services can efficiently address emergencies, reduce animal suffering, and continue to expedite mandated services.

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

Animal Services is required pursuant to Penal Code section 597.1 to provide routine care and emergency treatment to animals in the County's care and is the primary investigatory agency responsible for enforcement of animal crimes laws (Penal Code Section 597 and other Penal Code Sections). To ensure availability of emergency veterinary services 24 hours a day, 7 days a week, and to alleviate transporting injured animals too far, Animal Services has multiple contracts for services with licensed California veterinarians.

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

Crossroads has been a provider of veterinarian care with Animal Services since 2010. Since contract inception, Crossroads has been a reliable source for emergency situations or more routine surgeries and services such as spay and neuters. Crossroads is nearby the West Slope Shelter and offers more availability than other veterinarian hospitals in the area.

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

If the Board chooses not to approve this recommendation, HHSA will continue to provide services through other existing contracts with veterinary hospitals. However, Animal Services will no longer benefit from the negotiated discounts and expedited access to veterinary care, potentially leading to increased operational costs and longer shelter stays with undue stress for animals.

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.)

Market research was deemed unnecessary in this case, as Animal Services maintains multiple veterinary hospital contracts to ensure that animals receive prompt, high-quality care at the most cost-effective rates. Among these contracted providers, Crossroads Veterinary Hospital has consistently demonstrated the greatest availability, making it a reliable choice for immediate and ongoing veterinary needs. This strategic partnership allows Animal Services to prioritize animal welfare while optimizing resources efficiently.

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.)

The price offered through Crossroads is fair and reasonable. In addition to providing a 20% discount on most services for Animal Services, Crossroads offers competitive pricing across a wide range of veterinary care services. This contributes significantly to cost savings for the County while maintaining quality care for animals under Animal Services' care. Moreover, their efficient service delivery ensures that animals receive prompt medical attention, reducing the length of shelter stays and enhancing animals overall well-being. The agreement with Crossroads demonstrates a commitment to fiscally responsible operations while prioritizing animal care standards.

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

By entering a contractual agreement with Crossroads, the County is averaging a 20% reduction in veterinary costs per visit. This level of savings is not guaranteed with other veterinarians, who may not provide a similar discount. Furthermore, the centralized location of Crossroads significantly reduces staff travel time, extended absences from the shelter, and fuel expenses, especially when compared to the distances required to reach other veterinary service providers.