

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:	
53-Behavioral Health	5320	
Contact Name:	Subobject:	User Code:
Caitlin Stahl		
Telephone:	Fax:	
530-621-6347		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
A&A Health Services, LLC dba A&A Health Services San Pablo	3201 Danville Blvd, Suite 265, Alamo, CA 94507
Contact Name:	
Angela Leys	
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$3,300,000	angela@aaahealthservices.com
Telephone:	Fax:
415-599-9033	

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:


A&A Health Services, San Pablo (AAHS) is a licensed 225-bed Adult Residential Facility (ARF) located in Contra Costa County. AAHS provides long-term residential placements for individuals in need of supportive mental health services, primarily serving individuals who have been homeless, institutionalized or incarcerated. AAHS serves a diverse group of justice-involved clients, including high acuity clients eligible for diversion as well as lower-level offenders.

Applicable exemption is Policy C-17 3.4(2f) "the procurement is for services where the continuity of providers will provide efficiency or critical knowledge, and other providers of the services cannot provide similar efficiencies or critical knowledge." These services are currently being provided by AAHS under Agreement #6416. As such, BHD clients are currently engaged in services with AAHS. Disruption of continuity of care can have a detrimental impact on client care and recovery.

Department Head:

Signature 
Olivia Byron-Cooper (Jun 5, 2025 10:22 PDT)

Purchasing Agent:

Signature 
Michele Weimer (Jun 5, 2025 15:30 PDT)

Board of Supervisors:

Date:

Item: 25-1049

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.)

The Health and Human Services Agency (HHSA), Behavioral Health Division (BHD) contracts with as many qualified vendors, within a reasonable proximity, as possible to provide the highest level of residential psychiatric care to Medi-Cal beneficiaries residing in El Dorado County. This includes licensed ARFs for adults with serious mental illness (SMI). Because the need for these services far outweighs the availability of beds, qualified vendors are not anticipated to respond to any competitive solicitation released by BHD. BHD also seeks to renew this contract in order to maintain client/clinician continuity of care.

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

On behalf of the County, HHSA BHD contracts with the State as the Medi-Cal Mental Health Plan (MHP). As the MHP, per Welfare and Institutions Code (WIC) Section 5600 et seq., 14000 et seq., and 17000 et seq, HHSA BHD has an obligation to provide eligible County residents with mental health services, including long-term, residential facility placements when clinically appropriate. Because specialty skills not expressly identified in County classifications are required for the performance of this work, and the County does not have the staff or facilities to provide residential mental health services, BHD has been contracting with AAHS for the provision of such services since 2022.

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

HHSA BHD seeks to contract with as many qualified vendors, within a reasonable proximity, as possible in order to ensure capacity and availability of such services on an "as requested" basis. AAHS is located in Contra Costa County in the bay area, a reasonable driving distance from El Dorado County. Importantly, this facility expressly accepts Clients from jail and other forensic settings, which most contracted providers do not.

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

If the County chooses not to contract with AAHS, the County will have diminished capacity to step eligible clients down from higher, more expensive levels of care. As a result, clients served by BHD who are clinically ready to step down from acute or forensic settings often remain in placements longer than necessary due to the lack of a suitable step-down facility.

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.)

HHSA BHD seeks to contract with all qualified residential providers within a reasonable proximity to ensure it has the capacity to meet its obligations as the MHP.

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.)

Because this service is an entitlement for Medi-Cal beneficiaries, cost analysis has not been completed. This is due to the MHP's need to have residential treatment facilities available for the timely placement of eligible clients.

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

Contracting with AAHS will reduce County costs by providing an opportunity for BHD clients that have been unable to be discharged from higher, more expensive levels of care due to the lack of an appropriate facility, to step down. Additionally, each time a beneficiary with SMI returns to acute inpatient care, incarceration or homelessness, County costs rise. AAHS will save costs by providing the supportive living environment BHD clients coming out of acute, inpatient settings require in order to successfully move towards community living.