

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received 1/10/2026

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: Probation	Org Code:
Contact Name: Jackie Cook	Subsubject: User Code:
Telephone: 530-621-5588	Fax: email: jackie.cook@edcgov.us


Required Supplier / Vendor Information


Vendor / Supplier Name: O'Connell Research, Inc	Vendor / Supplier Address: 1600 Dwight Way
Contact Name: Kevin O'Connell	Berkeley CA 94703
Estimated Purchase Price/Contract Amount: \$175,000	Vendor / Supplier Email Address: kevin@oconnellresearch.com
Telephone: 415-347-6379	Fax:

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:

Probation has been awarded \$7,990,057 from the California Board of State and Community Corrections (BSCC) for Prop 47 grant funding in support of mental health services, substance use disorder treatment, and/or diversion programs for individuals involved in the criminal justice system. A portion of the grant award is slated for data collection and project evaluation, for which Probation would like to contract with O'Connell Research, Inc.

Requested exemption in accordance with Procurement Policy C-17 Section 3.4, 3 *Competitive bidding would produce no economic benefit to the county*. Vendor has been a reliable consultant to the County on justice and behavioral health issues since 2019.

Department Head: 
Kate Smith (Nov 6, 2025 11:06:41 PST)
Signature

Purchasing Agent: 
Michele Weimer (Jan 30, 2026 15:29:56 PST)
Signature

Board of Supervisors:	P&C Assignment:
Date: <u>TBD</u>	Assigned To: <u>Matt p.</u>
Item: <u>TBD</u>	Date: <u>1/10/2026</u>

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 vendor's services against a potential contract will be funded through Prop 47 grant funding. Vendor has been working with various departments within El Dorado County, including the Community Corrections Partnership, as well as other County agencies (El Dorado County Office of Education; National Alliance on Mental Illness, Superior Court of California, El Dorado County; Placerville and South Lake Tahoe Police Departments) since 2019 for consulting and partnering to further the Stepping Up Initiative. Vendor has also worked closely with County regarding services for the Justice and Mental Health Collaboration Program Grant, and with Probation regarding services for the Behavioral Health Justice Intervention Services grant.

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

Scheduled for Board approval on November 18, 2025, is acceptance of over \$7.9 million dollars to Probation in the Prop 47 Cohort 5 grant. Probation proposes to use the funding to establish the Reentry, Intervention, Support, and Engagement (RISE) behavioral health intervention system and program model. RISE will reduce recidivism, improve access to care, and support reentry for adults with mental health and substance use disorders. RISE integrates court, custody, and community-based services to create a seamless, individualized care pathway across pretrial, diversion, and felony supervision caseloads. The program will deliver screening, assessment, therapy, care coordination, and court compliance support, while building system infrastructure through cross-agency collaboration, data sharing, and provider capacity-building. RISE targets moderate-risk or high-risk, and high-needs clients who fall between systems, offering timely access to treatment and stabilization supports that will promote long-term recovery, legal compliance, and public safety; fulfilling Prop 47's goals through sustainability and equity-driven reform.

Since May 16, 2019, O'Connell Research has been providing research to assess the prevalence and outcomes of those with behavioral health needs, as well as developing analytics and data driven solutions for addressing the needs as part of the grant award for Stepping Up. Vendor also provides services related to the Justice and Mental Health Collaboration Program grant, and the Behavioral Health Justice Intervention Services grant.

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

Vendor is an analytics and research consultant specializing in social policy analytics, process improvement, and evaluation. Vendor's research studies have focused on the intersection of behavioral health and criminal justice, client engagement, and approaches for delivering cost-effective interventions.

Vendor has a long history with El Dorado County looking at the interaction of justice and behavioral health.

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

It would be difficult and costly to have another firm come in and get up to speed on how El Dorado County conducts business. Vendor has years of experience with El Dorado County and Probation and knowledge of many County programs and departments and how they interact with each other.

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.)

There was no market research conducted as County is currently in contract with vendor. Current Agreement 6304 with vendor in the amount of \$75,000 was fully executed on April 18, 2022. Amendment I to the Agreement, to increase the NTE to \$88,500 was fully executed on December 13, 2022. Due to additional grant funding, Probation and vendor wish to execute Amendment II to Agreement 6304 to increase NTE to \$214,224.

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.)

Vendor charges per hour. Vendor's hourly charge is fair and reasonable for consultants in this field and region.

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

Vendor has been working with various departments within El Dorado County, including the Community Corrections Partnership, as well as other County agencies (El Dorado County Office of Education; National Alliance on Mental Illness, Superior Court of California, El Dorado County; Placerville and South Lake Tahoe Police Departments) since 2019 for consulting and partnering to further the Stepping Up Initiative. Vendor has also worked closely with County regarding services for the Justice and Mental Health Collaboration Program Grant. It would be difficult and costly to have another firm come in and pick up where current vendor would be leaving off if we were to compete these services.