

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: 53-Behavioral Health	Org Code: 5310	
Contact Name: Meredith Zanardi	Subject: 	User Code:
Telephone: (530) 621-6340	Fax: 	

Required Supplier / Vendor Information

Vendor / Supplier Name: CalMHSA	Vendor / Supplier Address: 1610 Arden Way, Suite 175, Sacramento CA 95815
Contact Name: Anna Allard	
Estimated Purchase Price/Contract Amount: \$305,000	Vendor / Supplier Email Address: anna.allard@calmhsa.org
Telephone: (209)843-4447	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:

Participation Agreement (PA) 8245 with CA Mental Health Services Authority (CalMHSA), a Joint Powers Authority (JPA) pursuant to Board adopted Resolution 024-2011 (File 10-1324) which approved County membership and participation in the JPA, is exempt from competitive bidding under C-17 3.4, Exemptions from Competitive Bidding as "competitive bidding would produce no economic benefit to the county" as CalMHSA is providing county behavioral health jurisdictions throughout the State with immediate workforce solutions to help counties address shortages in clinical supervision.

Department Head: Olivia Byron-Cooper
Olivia Byron-Cooper (Apr 5, 2024 15:27 PDT)
Signature

Purchasing Agent: Laura Schwartz
Laura Schwartz (Apr 5, 2024 15:35 PDT)
Signature

Board of Supervisors:	P&C Assignment:
Date: <input type="text"/>	Assigned To: <input type="text"/>
Item: <input type="text"/>	Date: <input type="text"/>

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 PA allows HHSa to participate in CalMHSA's workforce/training program, which has expanded to 11 counties since its inception less than one year ago. Currently, 61 county pre-clinician staff are using the program. CalMHSA has contracted with Motivo Health, the staffing firm that provide behavioral health staffing services and trainings, which gives counties access to the only provider offering to-scale remote supervision in California. Many counties that have pre-licensed staff but do not have access to enough clinical supervisors are participating in this CalMHSA Program so they can receive virtual clinical supervision through CalMHSA's contracted Motivo's HIPAA-compliant platform. Remote Supervision and training are being offered in this PA. HHSa's Behavioral Health Division (BHD) elected to participate in Remote Supervision, Training and Certification, Medi-Cal Peer Support Specialist Certification through this agreement. These type of services are only being offered county behavioral health agencies that are a part of the CalMHSA JPA, therefore this is only provider that offers these unique services and competitively bidding would produce no benefit to the County.

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

The CalMHSA Joint Powers Authority (JPA) was formed by counties in 2009 through the State of California (CA) to work on collaborative, multi-county projects that improve behavioral health care for all residents. The CalMHSA JPA provides administrative and fiscal services in support of member counties for statewide training, technical assistance and capacity building. On February 15, 2011, the Board authorized the County to become a participating member in the CalMHSA JPA via Resolution 024-2011 (File ID: 10-1324). Thereafter, the County has continued to be a participating member of CalMHSA JPA.

In early 2024, in an effort to combat the nationwide behavioral health workforce shortages impacting CA county behavioral health agencies, CalMHSA created a new Behavioral Health Workforce Program that will act as the umbrella program for a variety of behavioral health workforce, staffing, and training programs. Subsequently, CalMHSA provided the County HHSa Behavioral Health Division (BHD) with a Behavioral Health Workforce Program Master Participation Agreement (referred to as the Participation Agreement) which included separate programs that HHSa BHD could elect to participate in.

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

The HHSa Behavioral Health Division (BHD) elected to participate in the following CalMHSA service offerings through this PA: 1) Remote Supervision; 2) Training and Certification; and 3) Medi-Cal Peer Support Specialist Certification. HHSa's participation in these programs will help remedy the challenges BHD is experiencing with staffing shortages. The Remote Supervision Program helps pre-licensed clinicians gain the required clinical experience hours and clinical supervision hours in order to gain licensure in California; BHD will receive current trainings through the Training and Certification Program pursuant to California's WIC §5150; participation in the Medi-Cal Peer Support Specialist Certification program will allow BHD to ensure Medi-Cal Peer Support Specialists meet certification standards established by the Dept. Of Healthcare Services (DHCS).

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

Should the Board decline to approve the Behavioral Health Workforce Program Master Participation Agreement, the County will continue to provide required pre-licensed supervision and address staffing shortages as it has prior to the Agreement. However, if the County chooses not to participate in the CalMHSA Medi-Cal Peer Support Specialist Certification program, it will be responsible for establishing its own certification program that meets standards established by DHCS. If the County fails to participate in the CalMHSA Medi-Cal Peer Support Specialist Certification Program, or establish its own certification program, it will be out of compliance with Senate Bill 803.

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.)

N/A - this is only offered to participating CalMHSA JPA counties.

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.)

N/A - this is only offered to participating CalMHSA JPA counties.

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

HHSA has experienced chronic behavioral health workforce shortages which has drastically impacting the Behavioral Health Division (BHD). Participation in CalMHSA's supervisory/mentor program will help HHSA BHD pre-licensed behavioral health staff meet the licensed supervision requirements to qualify for state licensure in their field(s) of practice. Through participation in this program, HHSA BHD staff can receive training in the California Welfare and Institutions Code (WIC) §5150; a law that regulates involuntary custody holds for individuals if there is probable cause to believe that, as a result of a mental health disorder, the individual is a danger to self, or a danger to others, or is gravely disabled. In 2020, Senate Bill 803 was passed which made it possible for certified Peer Support Specialists to be eligible for Medi-Cal reimbursement through county mental health plans and substance use disorder plans (behavioral health plans). Pursuant to SB 803, DHCS established CalMHSA as the certifying agency for Peer Support Specialists, responsible for the certification, examination, and enforcement of professional standards for Medi-Cal Peer Support Specialists in CA. HHSA's ongoing participation in this program will allow HHSA BHD to ensure Medi-Cal Peer Support Specialists meet certification standards established by the DHCS.