

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	5320200	
Contact Name:	Subobject:	User Code:
Shaun O'Malley		
Telephone:	Fax:	
5306216146		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
See Attachment A for List	See Attachment A for List
Contact Name:	
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
See Exhibit A for Contracted Amounts by Vendor	
Telephone:	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:

The providers listed in Attachment A will provide Drug Medical Organized Delivery Services (DMC-ODS) to qualified El Dorado County Medi-Cal recipients that have a diagnosed Substance Use Disorder (SUD). These services are both outpatient and residential. The providers in Attachment A are exempt from competitive bidding under C-17 3.4(3), as "competitive bidding would produce no economic benefit to the County" due to lack of providers. All of our subcontracts with providers are done with negotiated rates set forth by El Dorado County Substance Use Disorder Services (SUDS) based on Medi-Cal reimbursement. Additionally, in order to maintain network adequacy requirements mandated by the state, El Dorado County must contract with all local Drug Medi-Cal (DMC) certified providers. Therefore, there is no economic benefit to a competitive bid.

Department Head:

Signature


Olivia Byron-Cooper (Oct 30, 2025 10:32:56 PDT)

Purchasing Agent:

Signature


Michele Weimer (Nov 6, 2025 15:26:55 PST)

Board of Supervisors:

Date:

Item:

25-1691

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.)

Health and Human Services Agency (HHS) Behavioral Health Division, SUDS department currently contracts with all Drug Medi-Cal (DMC) qualified providers to maintain adequate levels of care. This cannot be competitively sourced due to the need for contracted providers, our current network does not even meet the demand. Network Adequacy Standards require El Dorado County SUDs to maintain a certain level of provider types/levels/etc. Per the DHCS contract, the DMC-ODS is required to demonstrate it has the capacity to serve the expected enrollment in its service area in accordance with network adequacy standards developed by DHCS as required by departmental guidance and regulations (Intergovernmental Agreement (IA), Exhibit A, Attachment 1, section II.E.2.i; 42 Code of Federal Regulations, §438.207, subd. (a); Welfare & Institutions Code (WIC) §14197.1.1).

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

Since 2019, El Dorado County SUDs has maintained a contract with DHCS for DMC-ODS services. These services involve outpatient, residential, and narcotic treatment providers. El Dorado County does not possess the proper licenses nor personnel to provide these services and has therefore subcontracted for them. In order to meet demand, El Dorado County SUDs has contracted with all local providers that meet the strict DMC Certification standards.

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

El Dorado County SUDS is willing to contract with any local providers that meet the DMC certification because there is a dire need for DMC Certified providers in the area. The need exceeds the availability of providers.

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

These are mandated services that are required by our contract with California Department of Health Care Services (DHCS) 25-50096 (Fenix #9726). If El Dorado County fails to provide the mandated services, the County can receive fines and sanctions. El Dorado County is also required to maintain contracts with subcontracted providers as the county is not able to provide all of the required 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.)

El Dorado County did not make an effort to identify other goods or services because the local providers that are DMC certified and able to provide services are well-known and either contracted with El Dorado County or neighboring counties. These services must be performed by specialized provider types. DHCS maintains a list of DMC certified providers that are within the county lines and routinely sends that list to El Dorado County on a monthly basis so new providers can be identified and then contracted with.

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.)

DMC-ODS provides Medi-Cal reimbursement rates for El Dorado County. These rates are then negotiated with each provider type. Prices are determined to be fair and reasonable based on the percentage when compared to the reimbursement rate.

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

Rate negotiations allow us to control the percentage of Medi-Cal reimbursed funds that are given to providers. This allows the County to maintain on-going cost control.

Attachment A
Non-Competitive Bid Justification Vendor List

Vendor	Vendor Address	Maximum Obligation
Aegis Treatment Centers, LLC	6390 Runnymede Drive Suite B, Placerville, California 95667	\$3,125,000
Bi-Valley Medical Clinic, Inc. doing business as (dba) BAART Programs Carmichael	6127 Fair Oaks Boulevard, Carmichael, California 95608	\$125,000
Granite Wellness Centers	406 Sunrise Avenue, Suite 105, Roseville, California 95661	\$2,500,000
Shamanic Living Center dba Recovery in Action	3940 Twanka Road, Somerset, California 95684	\$1,375,000
Recover Medical Group, P.C.	120 Birmingham Drive Ste 240A, Cardiff-by-the-Sea, California 92007	\$750,000
Wellspace Health	1500 Expo Parkway, Sacramento, California 95815	\$2,387,500