

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: Alisha Bryden	Subsubject: 	User Code:
Telephone: 530-642-7317	Fax: 	



Required Supplier / Vendor Information

Vendor / Supplier Name: NEW MORNING YOUTH AND FAMILY SERVICES, INC.	Vendor / Supplier Address: 6765 Green Valley Road, Placerville, CA 95667
Contact Name: Kristen Patterson	
Estimated Purchase Price/Contract Amount: \$775,008	Vendor / Supplier Email Address: kristen@newmorninggyfs.org
Telephone: 530-344-4848	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:

New Morning Youth and Family Services, Inc. (New Morning) will provide Specialty Mental Health Services (SMHS) for youth, a regulatory requirement of the county as the Medi-Cal Mental Health Plan. SMHS provides services in alignment with the Mental Health Services Act (MHSA) Full Service Partnership Project for youth with severe emotional disturbances.

Exemption is Policy C-173.4.2(f) "the procurement is for goods where the continuity of providers will provide efficiency or critical knowledge, and other providers of the goods cannot provide similar efficiencies or critical knowledge." These services are currently being provided by New Morning under Agreement 5615. As such clients are currently engaged in services with licensed clinicians. Disruption of continuity of care with established client/clinician partnerships can have a detrimental impact on client care and recovery.

Department Head:	 <small>Olivia Byron-Cooper (Jul 21, 2023 11:26 PDT)</small>
	Signature
Purchasing Agent:	 Signature

Board of Supervisors:
Date: 08/15/23
Item: 23-0985

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 County has contracted with the State to serve as the Mental Health Plan (MHP) for the County of El Dorado. As the MHP, there are mandated services required of the County, including but not limited to outpatient Specialty Mental Health Services for children and youth. The County provides these services through contracts with licensed mental health providers. HHSA Behavioral Health Division (BHD) seeks to maintain contracts due to the client/clinician continuity of care. Conducting an RFP to competitively bid for these services would halt existing services and would leave HHSA out of compliance with the provision of mandated services. Due to the Department of Health Care Services (DHCS) requirement to have new California Advancing and Innovating Medi-Cal (CalAIM) contract provisions and rates in place by 7/1/2023, there is no time to initiate a solicitation. HHSA did perform and award this vendor under a competitive RFP in 2016 and this was the only Proposer qualified to perform these services in the County.

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

HHSA BHD is the designated Medi-Cal Mental Health Plan with the regulatory requirement to serve Medi-Cal adult beneficiaries with severe mental illness (SMI) and youth beneficiaries with severe emotional disturbance. HHSA, BHD similar to other California Counties contracts out for these services for youth.

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

New Morning has a robust history of providing SMHS to youth in El Dorado County. They have contracted with El Dorado County to provide SMHS for over 9 years. New Morning is in compliance with DHCS regulations to meet minimum standards to provide SMHS in an outpatient setting. New Morning has a current caseload of youth receiving SMHS, and it would be of great consequence to the health and well-being of these children to discontinue New Morning's contract.

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

California Advancing and Innovating Medi-Cal (CalAIM) has broadly expanded criteria for youth eligible for SMHS services leading to a dramatic increase of youth open for services, pushing the current capacity of our system. Not contracting with this provider will severely limit the capacity of the county to provide these required services and will lead to the county being out of compliance with Medi-Cal requirement.

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, BH staff have explored and exhausted all current options for SMHS providers qualified to provide services in El Dorado County. To this point no Out of County providers have been interested in providing SMHS services in EDC. Even if an additional vendor was identified, the process to meet location requirements of Medi-Cal are not able to be achieved by the July 1, 2023 implementation deadline established by CalAIM.

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.)

CalAIM Payment Reform required drastic changes in the previous payment methodology. Cost analysis from all current vendors were required utilizing CalAIM provided templates. Provider costs were then evaluated by HHSA Fiscal as a percentage of the EDC Medi-Cal billing rates to ensure rates appropriately support the full provision of services for both provider and County.

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

Rate analysis have allowed the county to ensure services are provided at market rates.

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Department: 53-Behavioral Health	Org Code: 5310	
Contact Name: Alisha Bryden	Subsubject: 	User Code:
Telephone: 530-642-7317	Fax: 	

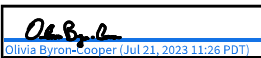

Required Supplier / Vendor Information

Vendor / Supplier Name: SIERRA CHILD AND FAMILY SERVICES, INC.	Vendor / Supplier Address: PO BOX 1987, DIAMOND SPRINGS, CA 95619
Contact Name: Barry Harwell	
Estimated Purchase Price/Contract Amount: \$3,255,000	Vendor / Supplier Email Address: barryh@sierrachild.org
Telephone: 530-919-1083	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:

Sierra Child and Family Services, Inc. (SCFS) will provide Specialty Mental Health Services (SMHS) for youth, a regulatory requirement of the county as the Medi-Cal Mental Health Plan. SMHS provides services in alignment with the Mental Health Services Act (MHSA) Full Service Partnership Project for youth with severe emotional disturbances.

Exemption is Policy C-173.4.2(f) "the procurement is for goods where the continuity of providers will provide efficiency or critical knowledge, and other providers of the goods cannot provide similar efficiencies or critical knowledge." These services are currently being provided by SCFS under Agreement 5615. As such clients are currently engaged in services with licensed clinicians. Disruption of continuity of care with established client/clinician partnerships can have a detrimental impact on client care and recovery.

Department Head:	 <small>Olivia Byron-Cooper (Jul 21, 2023 11:26 PDT)</small> Signature
Purchasing Agent:	 Signature

Board of Supervisors:	
Date:	08/15/23
Item:	23-0985

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 County has contracted with the State to serve as the Mental Health Plan (MHP) for the County of El Dorado. As the MHP, there are mandated services required of the County, including but not limited to outpatient Specialty Mental Health Services for children and youth. The County provides these services through contracts with licensed mental health providers. HHSA Behavioral Health Division (BHD) seeks to maintain contracts due to the client/clinician continuity of care. Conducting an RFP to competitively bid for these services would halt existing services and would leave HHSA out of compliance with the provision of mandated services. Due to the Department of Health Care Services (DHCS) requirement to have new California Advancing and Innovating Medi-Cal (CalAIM) contract provisions and rates in place by 7/1/2023, there is no time to initiate a solicitation. HHSA did perform and award this vendor under a competitive RFP in 2016 and this was the only Proposer qualified to perform these services in the County.

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

HHSA, BH is the designated Medi-Cal Mental Health Plan with the regulatory requirement to serve Medi-Cal adult beneficiaries with severe mental illness (SMI) and youth beneficiaries with severe emotional disturbance. HHSA, BH, similar to other California Counties, contracts out for these services for youth.

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

Sierra Child and Family Services (SCFS) has a robust history of providing SMHS to youth in El Dorado County. They have contracted with El Dorado County to provide SMHS for over 9 years. SCFS is in compliance with DHCS regulations to meet minimum standards to provide SMHS in an outpatient setting. SCFS has a current caseload of youth receiving SMHS, and it would be of great consequence to the health and well-being of these children to discontinue SCFS's contract.

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

California Advancing and Innovating Medi-Cal (CalAIM) has broadly expanded criteria for youth eligible for SMHS services leading to a dramatic increase of youth open for services, pushing the current capacity of our system. Not contracting with this provider will severely limit the capacity of the county to provide these required services and will lead to the county being out of compliance with Medi-Cal requirement.

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, BH staff have explored and exhausted all current options for SMHS providers qualified to provide services in El Dorado County. To this point no Out of County providers have been interested in providing SMHS services in EDC. Even if an additional vendor was identified, the process to meet location requirements of Medi-Cal could not be achieved by the July 1, 2023 implementation deadline established by CalAIM.

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.)

CalAIM Payment Reform required drastic changes in the previous payment methodology. Cost analysis from all current vendors were required utilizing CalAIM provided templates. Provider costs were then evaluated by HHSA Fiscal as a percentage of the EDC Medi-Cal billing rates to ensure rates appropriately support the full provision of services for both provider and County.

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

Rate analysis have allowed the county to ensure services are provided at market rates.

Date Received

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Requesting Department Information

Department:	Org Code:	
<input type="text" value="53-Behavioral Health"/>	<input type="text" value="5310"/>	
Contact Name:	Subobject:	User Code:
<input type="text" value="Alisha Bryden"/>	<input type="text"/>	<input type="text"/>
Telephone:	Fax:	
<input type="text" value="530-642-7317"/>	<input type="text"/>	

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
<input type="text" value="Stanford Youth Solutions"/>	<input type="text"/>
Contact Name:	
<input type="text" value="Laura Heintz"/>	<input type="text"/>
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
<input type="text" value="\$2,015,004"/>	<input type="text" value="lheintz@ssyaf.org"/>
Telephone:	Fax:
<input type="text" value="916-344-0199"/>	<input type="text"/>

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:

Stanford Youth Solutions (Stanford) will provide Specialty Mental Health Services (SMHS) for youth, a regulatory requirement of the county as the Medi-Cal Mental Health Plan. SMHS provides services in alignment with the Mental Health Services Act (MHSA) Full Service Partnership Project for youth with severe emotional disturbances.

Exemption is Policy C-173.4.2(f) "the procurement is for goods where the continuity of providers will provide efficiency or critical knowledge, and other providers of the goods cannot provide similar efficiencies or critical knowledge." These services are currently being provided by New Morning under Agreement 5615. As such clients are currently engaged in services with licensed clinicians. Disruption of continuity of care with established client/clinician partnerships can have a detrimental impact on client care and recovery.

Department Head:
Olivia Byron-Cooper (Jul 21, 2023 11:26 PDT)
 Signature

Purchasing Agent:
 Signature

Board of Supervisors:	P&C Assignment:
Date: <input type="text" value="08/15/23"/>	Assigned To: <input type="text"/>
Item: <input type="text" value="23-0985"/>	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.)

The County has contracted with the State to serve as the Mental Health Plan (MHP) for the County of El Dorado. As the MHP, there are mandated services required of the County, including but not limited to outpatient Specialty Mental Health Services for children and youth. The County provides these services through contracts with licensed mental health providers. HHSA Behavioral Health Division (BHD) seeks to maintain contracts due to the client/clinician continuity of care. Conducting an RFP to competitively bid for these services would halt existing services and would leave HHSA out of compliance with the provision of mandated services. Due to the Department of Health Care Services (DHCS) requirement to have new California Advancing and Innovating Medi-Cal (CalAIM) contract provisions and rates in place by 7/1/2023, there is no time to initiate a solicitation. HHSA did perform and award this vendor under a competitive RFP in 2016 and this was the only Proposer qualified to perform these services in the County.

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

HHSA, BH is the designated Medi-Cal Mental Health Plan with the regulatory requirement to serve Medi-Cal adult beneficiaries with severe mental illness (SMI) and youth beneficiaries with severe emotional disturbance. HHSA, BH, similar to other California Counties, contracts out for these services for youth.

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

Stanford has a robust history of providing SMHS to youth in El Dorado County. They have contracted with El Dorado County to provide SMHS for over 9 years. Stanford is in compliance with DHCS regulations to meet minimum standards to provide SMHS in an outpatient setting. Stanford has a current caseload of youth receiving SMHS, and it would be of great consequence to the health and well-being of these children to discontinue Stanford's contract.

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

California Advancing and Innovating Medi-Cal (CalAIM) has broadly expanded criteria for youth eligible for SMHS services leading to a dramatic increase of youth open for services, pushing the current capacity of our system. Not contracting with this provider will severely limit the capacity of the county to provide these required services and will lead to the county being out of compliance with Medi-Cal requirement.

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, BH staff have explored and exhausted all current options for SMHS providers qualified to provide services in El Dorado County. To this point no Out of County providers have been interested in providing SMHS services in EDC. Even if an additional vendor was identified, the process to meet location requirements of Medi-Cal could not be achieved by the July 1, 2023 implementation deadline established by CalAIM.

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.)

CalAIM Payment Reform required drastic changes in the previous payment methodology. Cost analysis from all current vendors were required utilizing CalAIM provided templates. Provider costs were then evaluated by HHSA Fiscal as a percentage of the EDC Medi-Cal billing rates to ensure rates appropriately support the full provision of services for both provider and County.

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

Rate analysis have allowed the county to ensure services are provided at market rates.

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NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

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Requesting Department Information

Department: 53-Behavioral Health	Org Code: 5310	
Contact Name: Alisha Bryden	Subsubject: 	User Code:
Telephone: 530-642-7317	Fax: 	

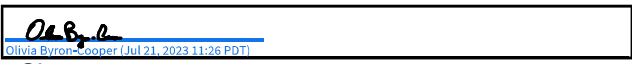
Required Supplier / Vendor Information

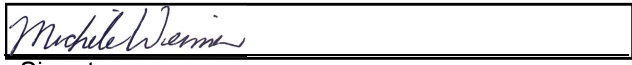
Vendor / Supplier Name: SUMMITVIEW CHILD & FAMILY SERVICES, INC.	Vendor / Supplier Address: 670 Placerville Dr., Suite 2, Placerville, CA 95667
Contact Name: Anna Gleason	
Estimated Purchase Price/Contract Amount: \$2,325,000	Vendor / Supplier Email Address: agleason@summitviewtreatment.org
Telephone: 530-644-2412	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:

Summitview Child & Family Services, Inc. (Summitview) will provide Specialty Mental Health Services (SMHS) for youth, a regulatory requirement of the county as the medi-cal Mental Health Plan. SMHS provides services in alignment with the Mental Health Services Act (MHSA) Full Service Partnership Project for youth with severe emotional disturbances.

Exemption is Policy C-173.4.2(f) "the procurement is for goods where the continuity of providers will provide efficiency or critical knowledge, and other providers of the goods cannot provide similar efficiencies or critical knowledge." These services are currently being provided by Summitview under Agreement 5619. As such clients are currently engaged in services with licensed clinicians. Disruption of continuity of care with established client/clinician partnerships can have a detrimental impact on client care and recovery.

Department Head: 
Signature

Purchasing Agent: 
Signature

Board of Supervisors:	P&C Assignment:
Date: 08/15/23	Assigned To: <input type="text"/>
Item: 23-0985	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.)

The County has contracted with the State to serve as the Mental Health Plan (MHP) for the County of El Dorado. As the MHP, there are mandated services required of the County, including but not limited to outpatient Specialty Mental Health Services for children and youth. The County provides these services through contracts with licensed mental health providers. HHSA Behavioral Health Division (BHD) seeks to maintain contracts due to the client/clinician continuity of care. Conducting an RFP to competitively bid for these services would halt existing services and would leave HHSA out of compliance with the provision of mandated services. Due to the Department of Health Care Services (DHCS) requirement to have new California Advancing and Innovating Medi-Cal (CalAIM) contract provisions and rates in place by 7/1/2023, there is no time to initiate a solicitation. HHSA did perform and award this vendor under a competitive RFP in 2016 and this was the only Proposer qualified to perform these services in the County.

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

HHSA, BH is the designated Medi-Cal Mental Health Plan with the regulatory requirement to serve Medi-Cal adult beneficiaries with severe mental illness (SMI) and youth beneficiaries with severe emotional disturbance. HHSA, BH, similar to other California Counties, contracts out for these services for youth.

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

Summitview has a robust history of providing SMHS to youth in El Dorado County. They have contracted with El Dorado County as to provide SMHS for over 9 years. Summitview is in compliance with DHCS regulations to meet minimum standards to provide SMHS in an outpatient setting. Summitview has a current caseload of youth receiving SMHS, and it would be of great consequence to the health and well-being of these children to discontinue Summitview's contract.

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

California Advancing and Innovating Medi-Cal (CalAIM) has broadly expanded criteria for youth eligible for SMHS services leading to a dramatic increase of youth open for services, pushing the current capacity of our system. Not contracting with this provider will severely limit the capacity of the county to provide these required services and will lead to the county being out of compliance with Medi-Cal requirement.

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.)

EDC, BH staff have explored and exhausted all current options for SMHS provider qualified to provide services in El Dorado County. To this point no Out of County providers have been interested in providing SMHS services in EDC. Even if an additional vendor was identified, the process to meet location requirements of Medi-cal are not able to be achieved by the July 1, 2023 implementation deadline established by CalAIM.

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.)

CalAIM Payment Reform required drastic changes in the previous payment methodology. Cost analysis from all current vendors were required utilizing CalMHSA provided templates. Provider costs were then evaluated by HHS Fiscal as a percentage of the EDC Medi-cal billing rates to ensure rates appropriately support the full provision of services for both provider and County.

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

Rate analysis have allowed the county to ensure services are provided at market rates.

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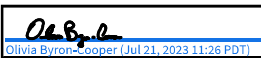

Required Supplier / Vendor Information

Vendor / Supplier Name: SUMMITVIEW CHILD & FAMILY SERVICES, INC.	Vendor / Supplier Address: 670 PLACERVILLE DR., SUITE 2, PLACERVILLE, CA 95667
Contact Name: Anna Gleason	
Estimated Purchase Price/Contract Amount: \$2,092,500	Vendor / Supplier Email Address: agleason@summitviewtreatment.org
Telephone: 530-644-2412	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:

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Department Head:	 <small>Olivia Byron-Cooper (Jul 21, 2023 11:26 PDT)</small> Signature
Purchasing Agent:	 Signature

Board of Supervisors:	
Date:	08/15/23
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A. The good/service requested is restricted to one supplier for the reason stated below:

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

HHSA, BH is the designated Medi-Cal Mental Health Plan with the regulatory requirement to serve Medi-Cal adult beneficiaries with severe mental illness (SMI) and youth beneficiaries with severe emotional disturbance. HHSA, BH, similar to other California Counties, contracts out for these services for youth.

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

Summitview has a robust history of providing SMHS to youth in El Dorado County. They have contracted with El Dorado County to provide SMHS for over 9 years. Summitview is in compliance with DHCS regulations to meet minimum standards to provide SMHS in an outpatient setting. Summitview has a current caseload of youth receiving SMHS, and it would be of great consequence to the health and well-being of these children to discontinue Summitview's contract.

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

California Advancing and Innovating Medi-Cal (CalAIM) has broadly expanded criteria for youth eligible for SMHS services leading to a dramatic increase of youth open for services, pushing the current capacity of our system. Not contracting with this provider will severely limit the capacity of the county to provide these required services and will lead to the county being out of compliance with Medi-Cal requirement.

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, BH staff have explored and exhausted all current options for SMHS providers qualified to provide services in El Dorado County. To this point no Out of County providers have been interested in providing SMHS services in EDC. Even if an additional vendor was identified, the process to meet location requirements of Medi-Cal could not be achieved by the July 1, 2023 implementation deadline established by CalAIM.

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

Rate analysis have allowed the county to ensure services are provided at market rates.