

**CHIEF ADMINISTRATIVE OFFICE**  
**Procurement and Contracts Division**

Date Received

January 6, 2025

**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:

2500000

Contact Name:

Jackie Cook jackie.cook@edcgov.us

Subobject:

User Code:

Telephone:

530-621-5588

Fax:

**Required Supplier / Vendor Information**

Vendor / Supplier Name:

Serrano Advisors LLC

Vendor / Supplier Address:

7240 Crystal Blvd

Contact Name:

Scott Coffin

El Dorado CA 95623

Estimated Purchase Price/Contract Amount:

Increase NTE of agreement #8504 to \$125,000 from \$50,000

Vendor / Supplier Email Address:

scott@serranoadvisors.com

Telephone:

510-414-6681

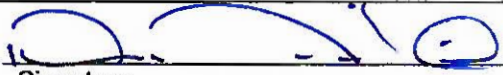
Fax:

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:

Vendor Serrano Advisors (Serrano) has been providing consultation services for California Advancing and Innovating Medi-Cal (CalAIM) implementation planning and support since July 1, 2024, with contract #8504. Original NTE for #8504 is \$50,000. With the third round of the Providing Access and Transforming Healthcare (PATH) grant, a portion of the Probation Department's (Probation) award was \$75,000 for Professional Services, which Probation proposes to spend with Serrano. This would increase Serrano's NTE to \$125,000. Scope of Services include project management, intra-agency collaboration, documentation, and staff training.

Exemption reference Section 3.4.2(f) the procurement is for goods where the continuity of providers will provide efficiency or critical knowledge.

Department Head:

  
Signature

Purchasing Agent:

Michele Weimer  
Michele Weimer (Jan 9, 2025 10:11 PST)

Signature

Board of Supervisors:

Date: TBD

Item: TBD

P&C Assignment:

Assigned To: M. Potter

Date: 1-6-25

**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.)

Vendor is local (El Dorado County) and has already been working with the County on CalAIM implementation.

Vendor specializes in consulting for carceral health care, administration and delivery of public health services, and sponsoring revenue cycle management and financial recovery initiatives with commercial payors such as Medicaid and Medicare.

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

The onset of CalAIM, a long-term commitment to transform Medi-Cal, making the program more equitable, coordinated, and person-centered to help people maximize their health and life trajectories, has brought new challenges to Probation. Probation is now tasked with implementing strategies to facilitate successful transitions into the community for justice-involved individuals, specifically those from the South Lake Tahoe Juvenile Treatment Center. Serrano currently provides project management, strategic planning, and coordination for CalAIM implementation through contract #8504, effective July 1, 2024.

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

Serrano specializes in Medicare and Medicaid policy and reimbursements, including coordinated re-entry services for justice-involved populations, behavioral health realignment, and street medicine services. Serrano helps their clients navigate federal and state reimbursement policies and advises on pathways to innovate and sustain equitable programs for underserved people.

Scott Coffin, President of Serrano, has been a member of the Board of the El Dorado County Commission on Aging and the El Dorado County Commission for Youth and Families since August of 2023.

Mr. Coffin recently made a CalAIM presentation at the state Probation Business Manager's Association meeting in Sacramento.

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

Serrano has been interacting and meeting with Probation and other County Departments to assist with CalAIM implementation, including a presentation on CalAIM at the South Lake Tahoe Juvenile Treatment Center. To switch to another vendor would require additional time for the vendor to become familiar with El Dorado County and their progress in implementing the CalAIM initiative to date, and to forge the personal relationships already in place with key County personnel. Serrano has been deeply involved in documentation and reporting of the initiative for El Dorado County.

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.)

Serrano currently supports numerous other agencies in California, including sheriff, probation, behavioral health, and Medi-Cal managed care organizations. Serrano also provides CalAIM consulting services for the California Department of Health Care Services, the California State Sheriff's Association, the Chief Probation Officers of California, and other non-profit agencies.

**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.)

The range of consultant salaries in California is wide. Probation has taken into consideration the experience and qualifications of the vendor, as well as the fact that vendor is already working with Probation on CalAIM planning and implementation consulting services.

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

Vendor already works with the County and is familiar with department focus, mission, and staff. It would take a new vendor time to become acquainted with the County and department processes.