

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	5320	
Contact Name:	Subobject:	User Code:
Shaun O'Malley		
Telephone:	Fax:	
5306216146		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
JCL Investments, LLC dba Community Outreach Recovery & Rehabilitation (CORR)	318 Lincoln Way, Suite B
Contact Name:	
Justin Lugar	
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$825,000	justinlugar@corrca.org
Telephone:	Fax:
916-201-2621	

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:

CORR will provide Drug Medi-Cal Organized Delivery System (DMC-ODS) services to eligible El Dorado County Medi-Cal beneficiaries diagnosed with a Substance Use Disorder (SUD). These services include residential treatment. To maintain network adequacy requirements, County must contract with all local DMC-certified providers. Therefore, a competitive bidding process would not provide any economic benefit to the County. All provider subcontracts are established using negotiated rates determined by County SUD Services, based on Medi-Cal reimbursement guidelines. An agreement with this provider is exempt from competitive bidding under C-17, Section 3.4(3), as "competitive bidding would produce no economic benefit to the County" due to the limited number of providers.

Department Head:

Signature 
Olivia Byron-Cooper (May 12, 2026 08:32:14 EDT)

Purchasing Agent:

Signature 
Michele Weimer (May 13, 2026 08:55:29 PDT)

Board of Supervisors:

Date:
Item: 26-0724

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.)

County maintains an Intergovernmental Agreement with Department of Health Care Services (DHCS) for DMC-ODS services (Fenix #9726). This agreement requires County to provide outpatient, residential and narcotic treatment to all El Dorado County Medi-Cal members who meet eligibility requirements. DHCS has network adequacy requirements and annually El Dorado County must prove that they have a large enough provider network to offer services to all eligible members. Failing to meet network adequacy requirements results in financial sanctions. Only certain facilities are able to facilitate DMC-ODS services and there is not a surplus of providers that meet DHCS DMC-ODS certification requirements. These are state mandated services.

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

Since 2019, County SUDs has maintained a contract with DHCS for DMC-ODS services. These services involve outpatient, residential, and narcotic treatment providers. County does not possess the proper licenses nor personnel to provide these services and has therefore subcontracted for them. In order to meet demand, 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?)

County DMC-ODS is willing to contract with any local providers that meet the DMC certification because there is a dire need for mandated DMC services. The need exceeds the availability of DMC certified providers. County DMC-ODS is required to maintain contracts with contracted providers as the county is not able to provide all of the required services.

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

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 I1.E.2.i; 42 Code of Federal Regulations, §438.207, subd. (a); Welfare & Institutions Code (WIC) §14197.1.1). These are mandated services that are required by our contract with DHCS 25-50096 (Fenix #9726). If County DMC-ODS fails to provide the mandated services, fines and sanctions may be received.

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.)

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 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 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 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.

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Requesting Department Information

Department:	Org Code:	
53-Behavioral Health	5320	
Contact Name:	Subobject:	User Code:
Shaun O'Malley		
Telephone:	Fax:	
5306216146		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
G.L.O.M. Global Inc.	3131 Independence Dr. Livermore, CA 94551
Contact Name:	
Allen Turner	
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$950,000	aturner@glomglobal.com
Telephone:	Fax:
925-724-8896	

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:

GLOM Global, Inc. will provide Drug Medi-Cal Organized Delivery System (DMC-ODS) services to eligible El Dorado County Medi-Cal beneficiaries diagnosed with a Substance Use Disorder (SUD). These services include residential treatment. To maintain network adequacy requirements, El Dorado County must contract with all local DMC-certified providers. Therefore, a competitive bidding process would not provide any economic benefit to the County. All provider subcontracts are established using negotiated rates determined by El Dorado County SUD Services, based on Medi-Cal reimbursement guidelines. An agreement with this provider is exempt from competitive bidding under C-17, Section 3.4(3), as "competitive bidding would produce no economic benefit to the County" due to the limited number of providers.

Department Head:


Olivia Byron-Cooper (May 21, 2026 12:43:45 PDT)
Signature

Purchasing Agent:


Michele Weiner (May 22, 2026 14:53:09 PDT)
Signature

Board of Supervisors:

Date:
Item: 26-0724

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.)

El Dorado County maintains an Intergovernmental Agreement with DHCS for Drug Medi-Cal Organized Delivery System (DMC-ODS) services (Fenix #9726). This agreement requires El Dorado County to provide outpatient, residential and narcotic treatment to all El Dorado County Medi-Cal members who meet eligibility requirements. DHCS has network adequacy requirements and annually El Dorado County must prove that they have a large enough provider network to offer services to all eligible members. Failing to meet network adequacy requirements results in financial sanctions. Only certain facilities are able to facilitate DMC-ODS services and there is not a surplus of providers that meet DHCS DMC-ODS certification requirements. These are state mandated services.

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?)

County DMC-ODS is willing to contract with any local providers that meet the DMC certification because there is a dire need for mandated DMC services. The need exceeds the availability of DMC certified providers. County DMC-ODS is required to maintain contracts with contracted providers as the county is not able to provide all of the required services.

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

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 I1.E.2.i; 42 Code of Federal Regulations, §438.207, subd. (a); Welfare & Institutions Code (WIC) §14197.1.1). These are mandated services that are required by our contract with DHCS 25-50096 (Fenix #9726). If County DMC-ODS fails to provide the mandated services, fines and sanctions may be received.

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.)

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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.