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Title: Chief Administrative Office, Procurement and Contracts Division, on behalf of the Health and Human Services Agency (HHSA), recommending the Board consider the following:

- 1) Award Request for Proposal #15-952-043 for Children's Outpatient Mental Health Services to:
 - a) Another Choice Another Chance, Inc.,
 - b) EMQ Families First, Inc.,
 - c) Sierra Child and Family Services, Inc.,
 - d) Summitview Child and Family Services, Inc., and
 - e) Stanford Youth Solutions, Inc.
- 2) Authorize HHSA to enter into contract negotiations with the five (5) aforementioned entities for aggregate amounts by service type not to exceed - Traditional Specialty Mental Health Services \$1,660,000; Mental Health Services Act (MHSA) Full Service Partnership Services \$425,000; and MHSA Enhanced Foster Care Services \$727,700; and
- 3) Direct HHSA to return to the Board with the results of the negotiations and proposed contracts for services.

FUNDING: Federal and State Realignment funds, Medi-Cal, and MHSA funding.

Sponsors:

Indexes:

Code sections:

Attachments: 1. Public Comment Rcvd 7-27-15 BOS 7-28-15

Date	Ver.	Action By	Action	Result
7/28/2015	1	Board of Supervisors	Approved	Pass

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DEPARTMENT RECOMMENDATION:

Chief Administrative Office, Procurement and Contracts Division, on behalf of the Health and Human Services Agency recommending the Board award Request for Proposal (RFP) 15-952-043, and authorize HHSA negotiate with the five (5) proposers listed below:

1. Another Choice, Another Chance, Inc.;
2. EMQ Families First, Inc.;
3. Sierra Child and Family Services, Inc.;
4. Summitview Child and Family Services Inc.; and
5. Stanford Youth Solutions, Inc.

DISCUSSION / BACKGROUND:

Welfare and Institutions Code (WIC) Section 5897 directs the State to implement the mental health services defined in WIC Section 5800 (Adult and Older Adult Mental Health System of Care Act), WIC Section 5840 (Prevention and Early Intervention Programs), and Section 5850 (The Children's Mental Health Services Act) through contracts with county mental health programs or with counties acting jointly. For many years, HHSA has contracted with the State to serve as the Mental Health Plan (MHP) provider for the County. As the MHP, there are mandated services required of the County, including inpatient and residential mental health treatment, as well as outpatient treatment services. Outpatient Specialty Mental Health Services for Children have been provided by contracted Community Based Organization (CBO) providers since 2006-07, in conjunction with support and oversight by Mental Health Division staff, which included but was not limited to psychiatric medication support services, and after hours crisis intervention coverage. Historically the contracts were adopted without a formal solicitation resulting in inconsistent rates, unpredictable costs, and a lack of performance measures and expectations.

Following the 2011 settlement in the case of Katie A v Bonta, the State and counties began developing Enhanced Foster Care Services programs, and in 2014 the services were initiated via existing agreements with CBOs.

At the request of the Health and Human Services Agency (HHSA), the Procurement and Contracts Division issued a Request for Proposal 15-092-043 for comprehensive Children's Specialty Mental Health Outpatient Services (SMHS).

HHSA requested release of the RFP to evaluate proposals and establish consistent and projectable costs, service levels, productivity, and evidence based performance outcomes. These changes in the contract model are intended to ensure the efficient and effective use of the limited mental health funding available while meeting the service needs of HHSA clients.

Eleven Proposers responded and submitted proposals for the requested services including Traditional Services, MHSA Enhanced Foster Care Services, and Full Service Partnership Services. Of the eleven proposers all submitted proposals for Traditional Services, and six also submitted proposals for Enhanced Foster Care Services, and Full Service Partnership Services.

An evaluation panel including Health and Human Services staff, and a representative from the Mental Health Commission, convened and reviewed all proposals. HHSA requested further clarification from all respondents regarding budget and service capacity to ensure comprehensive evaluation of all aspects of the responses.

Through the RFP, HHSA has identified key attributes for the delivery of the requested services

including but not limited to medication support services, after-hours crisis support coverage, and performance outcomes. Service delivery models containing these attributes align with the Mental Health Division focus on recovery-based and outcomes-based services.

Currently, through the contracted providers services are provided in three regions within the County, El Dorado Hills, Placerville, and South Lake Tahoe. The projected average open client cases/need for FY 2015-16 for each region is as follows:

El Dorado Hills - 60
Placerville - 180
South Lake Tahoe- 70

Based on the results of the Evaluation Panel and analysis of the clarification request, HHSa recommends addressing regional SMHS needs as follows:

El Dorado Hills:

1. Another Choice, Another Chance

Placerville:

1. EMQ Families First
2. Sierra Child and Family Services
3. Summitview Child and Family Services

South Lake Tahoe:

1. EMQ Families First
2. Sierra Child and Family Services

Mobile Coverage

1. Stanford Youth Solutions, Inc.

Reasons for Recommendation

El Dorado Hills:

- Another Choice Another Chance was ranked above the other El Dorado Hills proposer by the Evaluation Panel.
- Client demand in the area cannot support more than one contractor.
- Cost per client, and cost per minute were substantially lower than the other El Dorado Hills proposer.
- Another Choice Another Chance included medication support and after hours crisis support whereas the other proposer did not include medication support or as robust after hours crisis support.

Placerville

- EMQ Families First, Sierra Child and Family Services, and Summitview Child and Family Services were all in the top ranking by the Evaluation Panel.
- Client demand in the area supports more than one contractor.
- Each proposed after hours crisis support, performance measures in accordance with the RFP criteria, and addressed medication support.

South Lake Tahoe

- EMQ Families First and Sierra Child and Family Services both expressed an interest in providing services in South Lake Tahoe.

- Both proposers were in the top ranking by the Evaluation Panel.
- Client demand in the area supports more than one contractor.
- Both proposed after hours crisis support, performance measures in accordance with the RFP criteria, and addressed medication support.

Mobile Services (Not Regionally Specific)

- Stanford Youth Solutions offers mobile services to ensure services for those clients who may not have ready access to the aforementioned facilities, including out of county clients, and clients living in remote areas of North and South County.
- Stanford Youth Solutions was in the top ranking by the Evaluation Panel.
- Stanford Youth Solutions was the only proposer to propose mobile services.
- Stanford Youth Solutions proposed after hours crisis support, performance measures in accordance with the RFP criteria, and addressed medication support.

HHSA will negotiate with each of the awarded proposers. However, the outcome of negotiations may result in recommending a contract with some but not all of the awarded proposers. This recommendation would be based on the business needs of the Agency, the client service demand for each region, and other negotiated variables.

ALTERNATIVES:

Should the Board decline to award this Request for Proposal to the five (5) identified proposers, HHSA would request another Request for Proposal process for Outpatient Specialty Mental Health Services for Children.

OTHER DEPARTMENT / AGENCY INVOLVEMENT:

N/A

CAO RECOMMENDATION:

It is recommended that Board approve this item to start negotiations for Outpatient Specialty Mental Health Services for Children.

FINANCIAL IMPACT:

There is no Net County Cost associated with this Agenda item. Sufficient aggregate appropriations were included in the Fiscal Year 2015-16 Budget, and will be included in future budgets as appropriate.

CLERK OF THE BOARD FOLLOW UP ACTIONS

N/A

STRATEGIC PLAN COMPONENT:

N/A

CONTACT

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