



Macros Must Be Enabled -- Please Re-open and Enable

## Suspension of Competition Acquisition Request

[ Email Me]  
Double click!

1. Fully describe the product(s) and/or service(s) being requested.

The Fresno County Department of Public Health (FCDPH) is seeking a data sharing platform to be utilized by the Fresno County HOPE HUB, a care coordination model that utilizes community health workers (CHW), for the Health Disparities grant program. Services include a 5-year subscription to Care Coordination Systems (CCS) software including:

- 104 user licenses to be used by FCDPH staff and subcontracted Community Based Organizations (CBO) employing CHWs
- Trainings for users
- Secure client information and outcome tracking
- Internal and integrated community resource referral network
- Client access to the public facing HealthBridge.care community resource and referral portal with options for Tele-Coordinator/Tele-Coach services
- Annual invoices with multiple performance-based outcomes
- Data Visualizations with custom dashboards to monitor key performance indicators

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Care Coordination Systems, LLC  
75 Market Street  
Akron, Ohio 44308, US  
330.923.7202 x103  
Bob Harnach, CEO  
bob.harnach@ccs.health

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The cost of the software at a discounted 5-year contract rate is \$314,750 for the first year, and \$132,750 for subsequent years totaling \$845,750. This agreement will be paid through the Health Disparities grant and other Public Health resources that align with the scope of this agreement.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.

CCS is an integrated software that is a preferred vendor for the evidence-based Pathways Community HUB model adopted by Fresno County as the preferred community health worker (CHW) network. The HUB model is a framework in standardizing how CHWs are trained, with standardized documentation, and a payment for outcome structure. Fresno County Health Improvement Partnership (FCHIP) is contracted with the County to administer and implement the HUB model. CCS has completed integrated data systems for over 65 Pathways Community HUBs. In addition CCS has integrated their data system into electronic medical records and/or health information exchanges to 5 Pathway communities. CCS has also integrated with 3 insurance companies via electronic data interchange transmission and 5 insurance companies through the CCS system. The experience that CCS has in successful implementation into Pathways Community HUBs is significant in the Department's plan to convert the participating community based organizations into a payment for outcomes model. Using CCS, FCDPH/FCHIP will be able to track client progress and referrals from start to finish in the Pathways model. CCS also has an invoicing module that will allow FCDPH/FCHIP to track the Pathways payment for outcome model to analyze specifically which services are being funded as well as their success rates. Fresno County Superintendent of Schools completed a study in evaluating similar database systems (e.g. UniteUS, Apricot 360, Activate Care, and Avatar). Findings of the study identified a lack of existing data systems in the community as well as a lack of current capacity to integrate data into an electronic medical record. Using this software will ensure improved and efficient collection of data in a safe and secure manner, which is an advantage to the County and partners to better track success and identify challenges within the new care coordination model.

5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.

- In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
- When the contract is with a federal, state, or local governmental agency.
- When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
- When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
- When obtaining the services of expert witnesses for litigation or special counsel to assist the County.

When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.

6. Explain why the unique qualities and/or capabilities described above are essential to your department.

With initial funding through the Health Disparities grant, CCS, in coordination with the Pathways Community HUB model, will be able to address health disparities exacerbated by COVID-19, as well as other social determinants of health. After the initial purchase, FCHIP and community-based organizations will continue to utilize this software through HUB model funding. This technology will be used throughout Fresno County beyond the lifetime of the grant to address a multitude of health disparities outside of COVID-19 and create a sustainable network of care in our community.

7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

In February of 2022 a Community Information Exchange report was completed by Fresno County Superintendent of Schools to study the best approach to creating a Community Information Exchange in Fresno County. Within the report, multiple platform solutions were evaluated including CCS, various EHR/EMRs, UniteUS, Apricot 360, Activate Care, and Avatar. Additionally, FCHIP leadership was given the opportunity to review demonstrations of the same platform solutions. Of the evaluated platform solutions, CCS, Activate Care, and UniteUS were all preferred vendors; however, CCS is the only vendor provisionally certified for the Pathways Community HUB model and the only vendor in progress to meet live validation standards for full certification. CCS also has an executed contract with Pathways, whereas Activate Care and UniteUS do not. No other vendors are certified or provisionally certified for the Pathways HUB. Other solutions also did not provide specialized reporting for invoicing and did not provide as comprehensive a referral system as CCS.

mruvalcaba 2/15/2022 12:09:20 PM

Requested By:

Division Manager

Title

[\[✕ Sign\]](#) [Double click!](#)

**I approve this request to suspend competition for the service(s) and/or product(s) identified herein.**

dluchini 2/15/2022 4:31:16 PM

Department Head Signature

[\[✕ Sign\]](#) [Double click!](#)

gcornuelle 2/17/2022 10:41:38 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) [Double click!](#)