



# Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.  
Development of a Community Health Worker (CHW) Network HUB that will continue utilizing CHWs to respond to the COVID pandemic and building the framework for fiscal and operational sustainability.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
Fresno Metropolitan Ministry, fiscal sponsor for Fresno Community Health Improvement Partnership (FCHIP), 3845 N. Clark St, Suite 101 Fresno, CA 93726. Sue Kincaid, FCHIP Program Director Sue@fresnosometmin.org, (240) 429-9882
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.  
\$7,000,000, Term upon execution to July 31, 2023. Six million is estimated to fund COVID Response and one million to fund building the CHW Network
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.  
Fresno Metropolitan Ministry serves as FCHIP's fiscal sponsor, and it is one of the longest standing policy, planning, advocacy, and community development in Fresno County. FCHIP has a network of collaboration, policy development, and operations throughout the Fresno County area that includes medical and mental health providers (e.g. hospitals, clinics, community partners, health plans, private practice). The CHW Network will require significant coordination with local health providers in launching and creating a fiscally sustainable model of service delivery. CalAIM will implement various adjustments to service delivery as well as a new Medi-Cal reimbursement method that will be launched in January of 2022. Some of the expected changes include allowing services currently provided by CHWs employed by multiple community based organizations (CBOs) to become reimbursable by Medi-Cal. Some of the current services being provided in the COVID-19 response will ultimately be reimbursable by CalAIM. The CHW Network will become the administrative backbone for CBOs to have the capability of Medi-Cal billing. After discussion with many CBOs, Medi-Cal reimbursement is difficult and requires extensive administrative support that the majority of local CBOs are unable to have capacity to sustain. In addition to building the CHW Network, FCHIP can ensure continuity of services for CBOs currently performing COVID-19 response activities. These CBOs are providing vital services to the vulnerable population of the County to protect and preserve the community's health by providing contact tracing, health education/outreach, support with mobile and stationary vaccine clinics, and isolation/quarantine supports. County is currently contracting with various CBOs and these contracts are set to expire on December 31, 2021. Considering the data of COVID-19 surge trends, it is vital to maintain a level of CBO workforce to support response efforts during the months of December and January 2022. FCHIP would need to go through an evaluation process to ensure the COVID-19 response is in place by January 1, 2022. FCHIP will assist to standardize the level of training CHWs receive that meet both CalAIM requirements and County requirements.
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.  
The CHW network, created during COVID-19 response represents over 24 local CBOs who have been able to expand the response to the most vulnerable population of Fresno County. Through these collaborative efforts, Fresno County leads the Central Valley in vaccination rates. A Return on Investment (ROI) calculation reflected a savings ranging from \$207 million to \$838 million gained, when comparing our costs to the CBOs against the lower and upper rate of a COVID patient hospital stay accounting for only 50% of the vaccines given. Preventative medical measures saves the County, medical systems, and residents resources. In addition to saving resources, a healthier community is supported, which in turn increases the amount of workforce available in Fresno County. For example, the CBO network during the response employed over 100 CHWs that were recruited within the vulnerable population. This allowed for stable well paying jobs that were offered by a CBO and supported and addressed each individual's

special needs and/or training requirements. In turn, it improved the County's COVID-19 response in all facets of the scope of work.

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.

When evaluating other networks in the area like Cradle to Career or even the United Way of Fresno their focus aligns with education and social services, as opposed to healthcare delivery. Considering that healthcare delivery is an essential component and conduit of a sustainable approach through reimbursement, other agencies within the County that work with CHWs lack this critical component. FCHIP is the only partner agency that was a model to organize the CHW Network. The Pathways Community HUB model is an evidence based national CHW model. FCHIP is the only organization in our region that has authorization to use this model as verified by the Pathways organization.

clsandoval 11/10/2021 12:44:08 PM

Requested By:

Title

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

dluchini 11/10/2021 4:23:10 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 11/16/2021 8:03:37 AM

Purchasing Manager Signature

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