



Suspension of Competition Acquisition Request

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

The Department of Social Services (DSS) is seeking technical assistance and consultation services in developing an integrated system of supports and services for children, youth, and families at all lever of engagement with the public child welfare system including upstream prevention services. Technical assistance is needed in leveraging and integrating existing state supports through the California Advancing and Innovating Medi-Cal (CalAIM) and expanded scope of services through Managed Care Plans (MCP) and their new requirements to collaborate with social service departments, as well as Families First Prevention Services Act funding initiatives for prevention, maximizing and integrating service strategies in our State approved Comprehensive Prevention Plan. Additionally, the Department is looking for assistance to develop implementation models and technical assistance for maximizing Medi-Cal funding, including by leveraging reforms to non-specialty mental health benefits and specialty mental health delivery system to support and long term sustain prevention as well as acute service needs and expand our WrapAround services.

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

Public Works Alliance (PWA)
801 Cold Spring Rd
Santa Barbara, CA 93108
Attn: Jeff Metcalfe , President & Chief Operating Officer

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 agreement will have a two year duration. The maximum total compensation is \$700,000.

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.

Public Works Alliance has extensive experience working with several California counties through various system reform efforts in both social services as well as mental health services. Public Works Alliance has led counties like Alameda through a decade of significant system reform efforts including the implementation of Title IV-E Waiver and expansion of Medi-Cal funded mental health services totaling \$120 million in new contracted services. Their expertise in leveraging funding and working relationships with other agencies such as Social Change Partners who are known for supporting several California counties implement their Comprehensive Prevention Plans through the Families First Prevention Services Act (FFPSA), can provide the Department with the technical assistance needed to maximize both funding and services for our populations. Public Works Alliance has expertise in building infrastructure needed to maximize Medi-Cal billing. Public Works Alliance currently holds contracts with Sacramento, Yolo, Santa Clara and Los Angeles for similar technical assistance contracts. The Department would be able to leverage work product and lessons learned from their previous similar work with those counties. Additionally our Department would be working collaborative with the County Welfare Departments Association (CWDA) and possibly maximize additional funding opportunities to support this work.

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 \$5,000 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 Department must develop a comprehensive plan for changes related to CalAIM, including MCP MOUs to be able to maximize and evaluate how to best integrate MCP services through our Department's continuum of services inclusive of our County's Comprehensive Prevention Plan (CCP) services, Wraparound Services, and Mental Health Service needs. This will require workgroup planning, engagement and facilitation with MCPs, identification of opportunities for increases in service provision, and the development of evidence-based strategies on how the

County will adapt to, and maximize revenue under, the changing landscape of Medi-Cal through CalAIM. Given the activities required, and current departmental staffing capacity, the Department requires technical assistance and consulting services to ensure that CalAIM initiatives, including the MCP MOUs, and the comprehensive prevention plan are reviewed for integration and implemented as soon as possible.

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.

Alex Briscoe, Principal, Public Works Alliance, previously served as Director for the Alameda County Health Care Services Agency. Alex and his team have been instrumental in the creation of the very services the Department is seeking to implement, including integrating social and mental health services as well as braiding funding. They hold contracts with several other California Counties for similar work. Due to Public Works Alliance familiarity with the Department's needs, especially those of child welfare services, their extensive experience with FFPs, CCPs, Wraparound, and CalAIM related changes, as well as their ability to start work with the Department immediately, Public Works Alliance is uniquely qualified and capable to provide the requested services.

cijones 1/23/2024 10:32:15 AM

Requested By:

Staff Analyst

Title

[\[✕ Sign\]](#) Double click!

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

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Department Head Signature

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mvilanova 2/1/2024 2:52:37 PM

Purchasing Manager Signature

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