



Board Agenda Item 37

DATE: June 18, 2024

TO: Board of Supervisors

SUBMITTED BY: Susan L. Holt, Director, Department of Behavioral Health

SUBJECT: Suspension of Competition Agreement with Unite USA Inc. for the Unite Us Platform

RECOMMENDED ACTION(S):

- 1. Under Administrative Policy No. 34 for competitive bids or requests for proposals (AP 34), determine that an exception to the competitive bidding requirement under AP 34 is satisfied and a suspension of competition is warranted due to unusual or extraordinary circumstances, and that the best interests of the County would be served by entering into an agreement with Unite USA Inc. as it owns and operates the Unite Us Platform which provides a specialized web-based data system key to the operation and success of the County's Multi-Agency Access Program; and**
- 2. Approve and authorize the Chairman to execute a sole source Agreement with Unite USA Inc. for the Unite Us Platform, effective on July 1, 2024 through June 30, 2026, total not to exceed \$135,000.**

There is no additional Net County Cost associated with the recommended actions. The recommended actions will allow the Department of Behavioral Health to continue using the Unite Us Platform to perform key activities for the Multi-Agency Access Program (MAP). This item is countywide.

ALTERNATIVE ACTION(S):

If the Board does not approve the recommended actions, DBH would not be able to provide MAP services effectively or efficiently to meet the needs and volume of MAP.

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

It is requested that the County find under AP 34 that an exception to the competitive bidding requirement is satisfied, and a suspension of competition is warranted due to unusual or extraordinary circumstances, as Unite USA Inc. has a unique data collection and information system that has been customized to meet the needs of MAP and has been in use by MAP for more than two years. At this time, there is no alternative platform identified to replace the Unite Us Platform. There are three options, which include using an existing system, adapt an existing system, or create a new customized system. These options are not currently viable; therefore, a competitive bidding process could result in the disruption of services and delay progress in engaging with MAP partner agencies and the service population. The Internal Services Department - Purchasing concurs with the Department's assessment that this satisfies the exception to the competitive bidding process required by AP 34.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The maximum amount

to be paid for this agreement shall not exceed \$135,000 and will be funded by Mental Health Services Act (MHSA) Prevention and Early Intervention (PEI) funds. Sufficient appropriations and estimated revenues will be included within the Department of Behavioral Health FY 2024-25 Recommended Budget for Org 5630 and will be included in future budget requests.

DISCUSSION:

On January 10, 2017, your Board executed agreement No. 17-006 to implement and operate the Multi-Agency Access Program (MAP) to address challenges, needs, and barriers of persons living in Fresno County by providing an integrated screening tool and linkages to resources and services that would address and alleviate the needs of persons served. On December 13, 2016, your Board executed agreement No. 16-692 with BitWise Industries Inc. (dba Shift3 Technologies) to develop and implement a database and system to house the MAP community screening tool. This agreement terminated on June 30, 2022 and was not renewed. Unfortunately, the database developed by Shift3 Technologies was unable to meet the needs of the County for MAP operations in functionality and in data collection, reporting, and overall reliability.

As a result, the Department, through the County's Internal Services Department (ISD) - Purchasing Division, entered into Procurement Agreement No. P-22-016 with Unite USA Inc., for a two-year term (January 5, 2022 through January 4, 2024) to use the Unite Us Platform as a replacement for the Shift3 Technologies database. The Unite Us Platform is a nationwide web-based platform, created with capabilities for care coordination and streamlining services across various partners and service types. Although Unite USA Inc. is not the only provider with a similar data collection network or capable of developing one, the Unite Us Platform was already in operation and being adopted by several local community-based organizations and was easily adapted to include essential MAP community screening tool, operations, and activities. On December 21, 2023, Amendment 1 to the procurement agreement was executed to extend the term to end February 29, 2024, for a total compensation amount of \$193,333. On February 20, 2024, your Board approved Agreement No. 24-082; thereby, allowing DBH to continue using the Unite Us Platform through June 30, 2024, matching the end date of the current MAP contract term.

There are no major identifiable or potential issues with the Unite Us Platform at this time, and the Department is taking steps to continue the MAP program for a 2-year term, which would coincide with the recommended agreement, through June 30, 2026. During the term for the recommended agreement, the Department intends to continue ongoing reviews and modifications of the Unite Us Platform functions and capabilities to increase effectiveness and align the platform deliverables with MAP goals and expectations. The recommended agreement would change the external data delivery frequency from monthly to quarterly, resulting in an annual cost saving of \$12,500.

REFERENCE MATERIAL:

BAI #24, February 20, 2024
BAI #28, January 10, 2017
BAI #27, December 13, 2016

ATTACHMENTS INCLUDED AND/OR ON FILE:

Suspension of Competition
On file with Clerk - Agreement with Unite USA Inc.

CAO ANALYST:

Ronald Alexander