



Sole Source Acquisition Request

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

The Department has requested Electronic Return Mail Notification from CalSAWS and Gainwell Technologies, LLC ("Gainwell") for use by the Department's Intake and Ongoing service areas. CalSAWS Central Print will electronically notify the County within 24 hours when mail is returned by the United States Postal Service (USPS), either through a report or a generated task. Implementing the Electronic Return Mail Notification service will reduce the time between mail being returned and the corresponding case address being updated. Central Print will dispose of the returned mail after notifying the County.

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

Geoff Cosner
Gainwell Technologies
11971 Foundation Place, 3rd Floor
Gold River, CA 95670
CosnerG@CalSAWS.org

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 incur a one-time setup charge not to exceed \$7,500. Ongoing costs will be funded through the CalSAWS Consortium share of cost distributed among the 58 California Counties. The maximum compensation for Fiscal Year 25/26 will be \$7,500.

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

In September 2023, the Department transitioned from its previous benefits determination system, CalWIN, to the Statewide Automated Welfare System (CalSAWS) as mandated by the California Department of Social Services. The CalSAWS Consortium is a Joint Powers Authority (JPA) formed by all 58 California Counties, and as a JPA have solicited and selected Gainwell as the vendor to provide county requested correspondence related services through CalSAWS.

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

The Department provides services to clients seeking Medi-Cal, CalFRESH, CalWORKs, General Relief, ABD, and other public assistance programs. Because clients frequently change addresses due to circumstances both within and outside of their control, it is necessary for the Department to maintain accurate address information to ensure timely delivery of program related correspondence. The Electronic Return Mail Notification service reduces the time for the County to physically receive returned mail from up to two weeks to the next business day, potentially decreasing the number of mailings sent to undeliverable addresses.

6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.

As a county participant in the CalSAWS Consortium, the Department seeks to implement Central Print's Electronic Return Mail Notification service using the established Consortium process, which was authorized through contract A-19-130. The Consortium, as a JPA created for the design, development, implementation, migration, and on-going operation and maintenance of a unified automated welfare system across all 58 California counties, holds the sole authority to select, enter into contracts with, and approve vendors for statewide implementation. The established process assures security and integrity of the CalSAWS system for all 58 counties. There is no other vendor that has been acquired by the Consortium to provide Electronic Return Mail Notification services to

counties. A sole source is justified as there are no other providers authorized by the CalSAWS Consortium.

ancervantes 1/20/2026 3:29:05 PM

Requested By:

Staff Analyst

Title

[\[✕ Sign\]](#) Double click!

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

martik 1/20/2026 3:31:50 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

rblackburn 1/23/2026 3:12:57 PM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!