



# Board Agenda Item 38

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DATE: February 20, 2024

TO: Board of Supervisors

SUBMITTED BY: Sanja Bugay, Director, Department of Social Services

SUBJECT: Agreement for Organizational Consulting and Training Services

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 Public Works Alliance as this vendor is uniquely qualified to provide Medi-Cal and Child Welfare technical assistance and consultation services and is able to assist the Department immediately; and,**
- 2. Approve and authorize the Chairman to execute an Agreement with Public Works Alliance for organizational consulting and training services, effective upon execution through March 30, 2026, total not to exceed \$700,000.**

Approval of the recommended actions will allow the Department of Social Services (DSS) to partner with Public Works Alliance (PWA) to provide organizational consultation, technical assistance, and training as part of the Department's efforts to adapt and comply with Medi-Cal and Child Welfare reform. The goal is to achieve requirements and maximize opportunities under current Medi-Cal waivers inclusive of CalAIM and Child Welfare reforms, ensuring the Department meets all regulatory goals while maximizing program services and funding. The recommended agreement will be financed with State, Federal, and Realignment funds, with no increase in Net County Cost. This item is countywide.

ALTERNATIVE ACTION(S):

Should your Board choose not to approve the recommended actions, the County may have to complete a Request for Proposal, which will delay DSS response to current Medi-Cal and Child Welfare Reforms and may impact the provision or funding of DSS services.

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

It is requested that the County find under AP No. 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 PWA is uniquely qualified to assist the Department in complying with Medi-Cal and Child Welfare regulations and reform. PWA has extensive experience, and collaborative partnerships with various associations and state branches and is currently working with several California counties providing similar supports. The Internal Services Department - Purchasing Division 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 compensation amount of the recommended agreement (\$700,000) will be offset with State and Federal funds (\$593,531), 2011 Realignment (\$56,832) in lieu of State General Funds for Child Welfare Services and Adult Protective Services Programs that were realigned to counties through Assembly Bill (AB) 118, and 1991 Social Services Realignment funds (\$49,637) Sufficient appropriations and estimated revenues are included in the Department's Org 5610 FY 2023-24 Adopted Budget and will be included in subsequent budget requests.

DISCUSSION:

In 2022, the California Department of Health Care Services began rolling out their California Advancing and Innovating Medi-Cal (CalAIM) program initiatives. CalAIM initiatives include changes to billing and eligible services for Medi-Cal, increases to the eligible population, heightened cooperation requirements between health providers and public agencies, and a focus on coordinated, person-centered, care. This changing regulatory landscape represents both significant challenges and incredible opportunities for DSS, creating the need for consultancy and technical assistance services to aid the Department.

Approval of the recommended actions will allow DSS to leverage PWA's existing work and tools the agency has and continues to develop through work with other counties throughout the State. PWA already holds contracts with Sacramento, Yolo, and Santa Clara Counties for similar services. The Department expects to leverage PWA's existing collaborative relationships with agencies like Social Change Partners, LLC (SCP). Leveraging PWA's collaborative work with SCP will provide additional extensive expertise to the Department to maximize opportunities for service delivery and additional revenue maximization through the Family First Prevention Services Act (FFPSA) and our counties Comprehensive Prevention Plan (CPP). Additionally, PWA has working relationships with different associations including the County Welfare Directors Association (CWDA). As they work with DSS, PWA will coordinate efforts with CWDA ensuring that any barriers or infrastructure needs identified through our work with PWA will be communicated for appropriate advocacy at the State level.

PWA's unique experience and expertise will allow the department to efficiently respond to the developing regulatory environment in Medi-Cal and Child Welfare reform and to maximize funding sources and services. CalAIM has created numerous opportunities for the populations we serve, our work with PWA and their collaboration with SCP will ensure we maximize services available for families and youth through managed care plans as well as assure execution of our prevention plans while working in tandem with managed care services. This will support building an infrastructure where our youth and families who come in contact with our child welfare system receive a holistic service approach.

The recommended agreement will be effective upon execution through March 30, 2026. Termination without cause requires a 30-day written notice from County, Department Director, or designee, or Contractor.

ATTACHMENTS INCLUDED AND/OR ON FILE:

Suspension of Competition Acquisition Request  
On file with Clerk - Agreement with Public Works Alliance

CAO ANALYST:

Ron Alexander