



Suspension of Competition Acquisition Request

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

New Agreement with Exodus Recovery, Inc. for adult and youth crisis stabilization services - two 24/7 facilities - within Fresno County, effective July 1, 2022 through June 30, 2025, with the option for 2 additional 12-month extension periods based off satisfactory performance. The adult and youth crisis stabilization centers are 24/7 facilities that provide immediate therapeutic response on a short-term basis (lasting less than 24 hours) to stabilize acute mental health crises and to prevent acute psychiatric inpatient hospitalizations. Individuals may be admitted to the adult or youth crisis stabilization center on a voluntary or involuntary (5150) basis.

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

Exodus Recovery, Inc.
9808 Venice Blvd, Suite 700, Culver City, CA 90232
Luana Murphy, President/CEO, lmurphy@exodusrecovery.com
310-945-3350

Location of the crisis stabilization centers:
4411 E. Kings Canyon Road, Fresno, CA 93702 (County Building 319)

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.

Initial 3-year term: FY 2022-23 \$20,398,908; FY 2023-24 \$20,784,365; FY 2024-25 \$21,181,341.
TOTAL 3 year \$62,364,614
If extended for an additional 2 years: FY 2025-26 \$21,581,801; FY 2026-27 \$22,009,505.
TOTAL 5 year \$105,955,920
Actual costs will be determined by actual services performed.

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.

The Department of Behavioral Health needs a provider with expertise in crisis stabilization services. Due to ongoing Covid-19 pandemic issues which required an increase in capacity for the adult and youth crisis stabilization centers as well as increased the acuity of persons served, the Department has determined the best approach is to continue with the current provider, Exodus Recovery, Inc. In addition, there will be a necessary relocation of the facility to a new location within this next contract term (due to the sale of the UMC Campus where they are currently located) which may likely cause increased anxiety and panic in the persons served. Therefore, the Department has determined, with review and consent by the Purchasing Department, that it would be best for continuity of care if the transition were handled by the incumbent provider who has been working with the Department and specifically with crisis stabilization services in Fresno County since 2012.

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 Department is currently contracted with Exodus Recovery, Inc. to provide critical and time-sensitive crisis stabilization services to Fresno County individuals (all ages). These services are essential to provide stabilization of crises that could develop into further need of psychiatric hospitalization. With the unknown length of the Covid-19 pandemic combined with the fact that the planned move from the UMC Campus to the Heritage Center amid this next contract term, the Department has determined that maintaining the existing provider of said services for this population is necessary for continuity of care. Exodus Recovery, Inc. is the ideal provider to most appropriately respond to the unknown nature and circumstances of transferring up to 56 persons served and settling them into new, foreign surroundings.

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.

The Department considered all options including preparing an RFP for this next contract cycle, but knew that as the incumbent contracted provider for the adult and youth crisis stabilization centers, Exodus Recovery, Inc. is the most uniquely qualified vendor to continue to work with Fresno County as the provider of crisis stabilization services. As the only provider to operate the crisis stabilization centers during the Covid-19 pandemic, Exodus Recovery, Inc. understands the high acuity of mental health issues presenting in the population. The Department consulted with Purchasing to explain the situation in regards to the relocation of the 24/7 facilities from the UMC Campus to the Heritage Center and the necessity for continuity of care for ease of transitioning the persons served. As operator of the current 24/7 facilities, Exodus Recovery, Inc. also has the advantage of being a provider who has already undertaken the licensing and certification processes of becoming an organizational specialty mental health provider in accordance with DBH's Managed Care Mental Health Plan (MHP) as well as certification via the State Department of Health Care Services. With this Suspension of Competition, there will be no gaps in services to our persons served.

klynch 6/14/2022 9:02:49 AM

Requested By:

Senior Staff Analyst

Title

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

sholt 6/15/2022 10:04:47 AM

Department Head Signature

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gcornuelle 6/16/2022 3:29:38 PM

Purchasing Manager Signature

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