



Suspension of Competition Acquisition Request

 [Email Me](#)
Double click!

1. Fully describe the product(s) and/or service(s) being requested.
The Probation Department (Probation) is requesting consultation and implementation support services to fulfill the requirements of the California Advancing and Innovating Medi-Cal (CalAIM) Justice-Involved Initiative. The requested services include policy development, readiness assessments, stakeholder engagement, technical integration and secure data sharing, facilitated design studio sessions, and on-site consultation. These services are necessary to ensure compliance with CalAIM mandates regarding Medi-Cal enrollment, continuity of care, and linkage to Enhanced Care Management (ECM) for justice-involved youths up to 90 days prior to release from the Juvenile Justice Campus (JJC).
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Vendor: BluePath Health, Inc. (BluePath)
Contact Person: John Weir, Managing Director
Address: 80 E. Sir Frances Drake Blvd, Ste 2D, Larkspur, CA 94939
Phone: (510) 931-9389; Email: john.weir@bluepathhealth.com
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.
Maximum Compensation: \$314,370
Term: November 1, 2025 through April 30, 2026
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.
BluePath possesses unique qualifications that make them the only viable vendor for these services:
 - Designated by the California Department of Health Care Services (DHCS) as a Technical Assistance (TA) Marketplace provider under the CalAIM Providing Access and Transforming Health (PATH) Initiative.
 - Direct experience providing technical assistance services to Probation, as funded by DHCS, under County Department Agreement No. D-25-131, which expires October 31, 2025.
 - Specialized expertise in Medi-Cal reentry services, ECM, and cross-agency collaboration, including established relationships with the County's Department of Behavioral Health (DBH) and Department of Public Health, JJC service providers such as Wellpath and Westcare, and the County's three Managed Care Plans (MCPs).
 - Ability to ensure continuity of services and seamless transition into implementation without delays or duplication of effort.
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 unique qualifications of BluePath are essential to Probation because:
 - Probation must comply with new CalAIM Justice-Involved Initiative mandates with a JJC go-live date of September 30, 2026.
 - BluePath's DHCS designation ensures that services are fully aligned with state-level requirements, funding rules, and technical assistance standards.
 - Continuity with BluePath avoids interruption in services, maintains momentum from prior technical assistance work, and minimizes risks to timely compliance.
 - The vendor's established relationships with local stakeholders (DBH, Wellpath, WestCare and MCPs) will allow for efficient coordination and implementation, reducing delays and avoiding duplication of work.
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.

Probation's research verified that BluePath is uniquely positioned to provide these services:

- DHCS has designated a limited number of vendors in the TA Marketplace, with BluePath being one of them, which qualifies them under the CalAIM PATH Initiative.
- BluePath has already been engaged under a DHCS-funded agreement to provide these services locally for Probation and the County of Fresno, and their prior work is essential for continuity.
- No other vendors currently engaged with DHCS possess the combination of CalAIM Justice-Involved expertise, local stakeholder relationships, and established familiarity with Fresno County's systems and processes.
- While the TA Marketplace includes other vendors, none demonstrated equivalent knowledge of Medi-Cal pre-release enrollment and ECM implementation specific to justice-involved populations in Fresno County. Probation contacted peer counties including: Alameda, Marin and San Luis Obispo, and reviewed DHCS vendor listings to confirm that BluePath was the only qualified provider with the above capabilities, who had also worked with other county correctional facilities/agencies and Wellpath within the State of California. San Luis Obispo's consultant was locally focused and lacked statewide experience. Health Management Associates lacked demonstrated expertise in correctional data-sharing systems and did not possess the technical capacity necessary to provide the level of hands-on support requested.

evang 08/28/2025 5:12:20 PM

Requested By:

Senior Staff Analyst

Title

[\[< Sign\]](#) Double click!

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

khaynes 09/04/2025 10:53:22 AM

Department Head Signature

[\[< Sign\]](#) Double click!

rblackburn 9/10/2025 8:11:20 AM

Purchasing Manager Signature

[\[< Sign\]](#) Double click!