

Suspension of Competition Acquisition Request

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

The County Department of Behavioral Health (DBH) is in need of contracted psychiatric service providers to deliver mandated medication management services to adults and children diagnosed with moderate to severe mental health conditions. The County DBH is seeking to execute a master agreement with all qualified and available agencies that can provide Psychiatrists and Psychiatric Nurse Practitioners to County DBH. The County DBH will add all qualified agencies to the proposed master agreement after a thorough review and confirmation of each agency's qualifications.

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

Aequor Healthcare Services, LLC; 377 Hoes Lane, Suite 300, Piscataway, NJ 08854; (678) 719-9927;
stephanie.jensen@aequor.com

Aloha Psychiatry, Inc.; 4473 Prospect Ave, Yorba Linda, CA 92886; (714) 660-7245; admin@alohapsychiatry.org

Amergis Healthcare Staffing, Inc.; 7223 Lee DeForest Dr, Columbia, MD 21046; (213) 296-3759;
tycrape@amergis.com

Dr. John L. Schaeffer, Inc.; 3308 El Camino Ave, #300-136, Sacramento, CA 95821; (916) 320-4422;
jschaeffer@atpsnetwork.com

ExMed, Inc.; 3500 West Olive Avenue, Suite 300, Burbank, CA 91505; (801) 557-3380; trico@exmedinc.com

Jackson & Coker LocumTenens, LLC; 2655 Northwinds Parkway, Alpharetta, GA 30009; (800) 272-2707;
government@jacksonandcoker.com

Lavaca Street Ventures, LLC; 7514 N. Mopac Expy Ste 200, Austin, TX; (512) 270-2886; cm@psyrec.com

LocumTenens.com LLC; 2575 Northwinds Parkway, Alpharetta, GA 30009; (678) 690-7358;
kware@locumtenens.com

Orbit Health, A Professional Corporation; 26565 West Agoura Road, Suite 200, Calabasas, CA 91302; (404) 857-7179; arshya@orbithealth.com

SetLine Health LLC; 900 Larkspur Landing Circle, Ste 285, Larkspur, CA 94939; (707) 258-8757;
julianne.bharucha@tbhcare.com

Thomas Milam MD, Inc.; 13740 N. Highway 183 Ste L2 #221; Austin, TX 78750; (888) 285-2269;
tom.milam@iristelehealth.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.

The total cost of acquisition and breakdown per fiscal year is below:

Total Cost: \$ 60,000,000

FY 2025-26 \$ 11,000,000

FY 2026-27 \$ 11,500,000

FY 2027-28 \$ 12,000,000

FY 2028-29 \$ 12,500,000

FY 2029-30 \$ 13,000,000

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.

Fresno County continues to face challenges in retaining long-term psychiatric service providers who are local to Fresno County or are willing to relocate to Fresno County. In general, there continues to be a significant shortage of psychiatric service providers in the Central Valley and in the state of California. A master agreement for psychiatric service providers (locum tenens--or temporary psychiatrist who provide services in person and/or via telemedicine) would provide an essential solution to bridge the gap in psychiatric services capacity. Furthermore, this master agreement may be used to procure short-term psychiatric service providers for various circumstances including long-term providers being on extended leave as well as unanticipated surges in service needs.

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.
 Psychiatrists and Psychiatric Nurse Practitioners provide essential and mandated medication management services to adults and children with moderate to severe mental health diagnoses, which help to stabilize the person served and reduce the likelihood of costly hospitalization. Psychiatric service providers are necessary for the County DBH to maintain appropriate levels of service and access to care when needed by persons served. Psychiatric service providers that would be supplied through the proposed master agreement would enable the County DBH to ensure that there are no gaps in service. Often, there is a need for very particular scopes of service (i.e., perinatal, and other subsections of child/adolescent and adult care) which, in combination with the high demand for qualified and good quality providers in California, results in further complexity in finding appropriate and qualified psychiatric providers who are also a good fit with the County's system of care for mental health services. The benefit of a master agreement with psychiatric service provider agencies is that each vendor maintains relationships with countless psychiatric providers who have a variety of general and niche of experiences, training, and education. This means that the County DBH would have a wide array of available psychiatric service providers from which to select the best provider to meet the needs of persons served.

Additionally, the County DBH is mandated meet Network Advocacy, timeliness to services, and distance to service requirements established by DHCS. DBH uses the current Master Agreement to increase its capacity of treatment providers located throughout Fresno County to meet the DHCS Network Advocacy, timeliness, and distance requirements.

Network Adequacy: California counties providing Behavioral Health treatment services to person served that are entitled to Medi-Cal are required, pursuant to 42 CFR 438.68, to ensure that services are available and accessible to all persons meeting medical necessity for those services. Counties must also ensure that services are delivered in a timely manner and within set distance standards from their residence. Counties are required to develop and enforce network adequacy standards and are required to have an adequate network of service providers to provide services based on State-established anticipated Medi-Cal enrollment and expected utilization of services. Counties report this information to the State monthly and must complete a Corrective Action Plan if the network adequacy falls below state anticipated enrollment and utilization.

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 County DBH has conducted preliminary research to identify all agencies that are able and willing to provide licensed and eligible Psychiatrists and Psychiatric Nurse Practitioners. In addition, the County DBH anticipates that it will continue to receive solicitations from additional agencies after execution of the proposed master agreement. As the County DBH receives Psychiatrist and Psychiatric Nurse Practitioner candidates from agencies the County DBH will review the credentials, qualifications, and experience of those individual Psychiatric and Psychiatric Nurse Practitioner candidates through an established interview/screening process. Furthermore, all candidates must meet credentialing requirements to be deemed eligible prior to being selected by the County DBH. Any additional agencies identified after execution of the initial proposed master agreement, that are able to deliver eligible psychiatric service providers, would be added to the proposed master agreement upon Board approval via amendment at any time during the proposed agreement term.

leflores 10/15/2025 11:34:02 AM DD [\[✕ Sign\]](#) Double click!
 Requested By: _____ Title

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

sholt 10/15/2025 3:11:08 PM [\[✕ Sign\]](#) Double click!
 Department Head Signature _____

rblackburn 10/16/2025 10:55:28 AM [\[✕ Sign\]](#) Double click!
 Purchasing Manager Signature _____