



Suspension of Competition Acquisition Request

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

Nurse-Family Partnership (NFP) will provide technical support and ongoing nurse education. This includes program and professional development support and program evaluation. Evaluations, derived from data entered by County staff into the Colorado-based website, Efforts to Outcome (ETO) system/Flo Data Collection System, report whether nurses are reaching the target population, are visiting their clients with sufficient frequency and duration, and present outcome data. In addition, County will have access to use NFP copyrighted materials that include "Guidelines for Home Visits" and specific materials required for this nurse-home visitation program for low-income, first-time mothers and their children in Fresno County.

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

Nurse-Family Partnership. 1900 Grant Street, Suite 400, Denver, CO 802203. Contact Person: Elizabeth Jasper, Legal Affairs Manager. Phone: (303) 327-4271. Email: Elizabeth.Jasper@NurseFamilyPartnership.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.

Full agreement term is July 1, 2018, through June 30, 2021. Maximum compensation not to exceed:

\$34,057 for Year 1

\$35,481 for Year 2, and

\$36,547 for Year 3.

\$106,085 total for the full term.

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.

This program has had extensive research conducted over the last three decades with randomized controlled trials with three diverse populations. Randomized, controlled trial is the most rigorous research method for measuring the effectiveness of an intervention. Because of their cost and complexity, these kinds of trials are not often used to evaluate complex health and human services. Follow-up research continues today, studying long-term outcomes for mothers and children in those three trials. NFP has a consistently documented research based success rate.

NFP is an evidenced based program with copyrighted materials, evaluation tools, trainings for staff, and services to assist programs to replicate the model.

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.

State program funding mandates a proven successful family strengthening and home visitation program. The California Home Visiting Program (CHVP), which funds Fresno County's NFP expansion site in Selma, offered grantees two home visiting programs to choose from, NFP and Healthy Families America (HFA). When CHVP funding became available, the determination of programs was made based on the ability to get the program up and running for an expansion quickly. NFP was a more cost efficient method to get up and running by the County since the Department of Public Health (DPH) was already utilizing a Public Health Nurse (PHN) model. Unlike the NFP model which utilizes PHNs, HFA uses paraprofessionals. Transitioning to HFA would have meant adding new position classifications and establishment of an entirely new program. CHVP funding was only offered to public health departments.

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.

State program funding mandates a proven successful family strengthening and home visitation program. CHVP, which funds Fresno County's NFP expansion site in Selma, offered grantees two home visiting programs to choose from, NFP and Healthy Families America (HFA). NFP was a more cost efficient method to get up and running by the County since the use of PHNs aligned with what DPH had in place. The need to add new positions and paraprofessionals in order to implement an HFA model was not the focus of the department when CHVP funding was offered. Fresno County's NFP program was also selected as a sole source for the evidence-based home visitation strategy under the Health Promotion focus area of First 5 Fresno County's 2013-2020 Strategic Plan. NFP was determined through First 5's process to be one of the best studied programs for outcomes. Other evidence-based programs are more Mental Health or Education focused and do not focus on health and medical assessment.

Currently, NFP is the best evidence-based model on the market and has the best fidelity in multiple studies across the country. NFP is the only early childhood program that meets the Coalition for Evidence-Based Policy's "Top-Tier" of evidence, as the program with the strongest evidence that it prevents child abuse and neglect and as the program that produces significant economic return on investment. In addition, important data from all home visits are continuously collected for NFP sites through the NFP National Service Office's data collection system. This data is analyzed and returned to the local NFP site to provide information on progress towards meeting NFP benchmarks in improving maternal and child health, as well as the 19 Model Elements.

The use of PHNs makes the model highly desirable and the best choice for most health departments around the state of California and the nation. NFP has a consistent level of reliability, fidelity and positive birth and economic outcomes for clients.

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Requested By:

Title

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

dpomaville 4/11/2019 5:09:13 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 4/11/2019 8:44:04 AM

Purchasing Manager Signature

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