



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
Agreement for Inpatient Psychiatric Hospital services for Medi-Cal recipients who have high acuity needs and require immediate inpatient services and care.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
BHC Heritage Oaks Hospital
Martin Gutierrez, 916-317-8359, martin.gutierrez@uhsinc.com
4250 Auburn Blvd
Sacramento, CA 95841
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.
Term Maximum: \$17,500,000
FY 25-26: \$3,500,000
FY 26-27: \$3,500,000
FY 27-28: \$3,500,000
FY 28-29 (Optional): \$3,500,000
FY 29-30 (Optional): \$3,500,000
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.
Inpatient Psychiatric Hospitals provide a unique level of care for mental health services. This facility provides inpatient care effective for stabilizing acute psychiatric conditions with the safety, time, and space needed for recovery. Inpatient Psychiatric Hospital Services are mandated by the California Department of Health Care Services (DHCS) which requires Fresno County to pay for all services provided to Medi-Cal eligible Fresno County residents. Fresno County DBH will contract with any hospital that persons served are referred to that can accommodate the needed level of care. Fresno County persons served are referred to Inpatient Psychiatric Facilities by emergency departments and other crisis mental health facilities. Fresno County is automatically invoiced for these services and will contract with any hospital that can provide this acute level of care for Fresno County persons served to meet this mandate. Fresno County has one Inpatient Psychiatric Hospital in the county and must rely on Inpatient Psychiatric Hospitals throughout the State of California to provide services to its Medi-Cal beneficiaries.
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.
Inpatient Psychiatric Hospital services are essential to the care of Fresno County persons served with high acuity mental health needs. Fresno County residents benefit from DBH having this agreement with Inpatient Psychiatric Hospitals to ensure there are beds available in the event of a crisis and the need for high acuity mental health support arises.
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 is authorized under Welfare Institution Code (W&IC), Section 14700 et seq. and 14712 et seq. to contract for the provision of inpatient psychiatric hospital services to Fresno County persons served. The vendor above is a hospital that Fresno County emergency departments and crisis mental health services facilities refer persons served to, when those persons served are in need of this specialized level of care. The need for this level of care is crucial for the recovery and well-being of Fresno County residents.

Referring facilities do not consult Fresno County DBH when they send persons served to an inpatient psychiatric hospital. This decision is based on the availability of inpatient psychiatric beds, not whether Fresno County has a current contract in place with the inpatient psychiatric facility. Fresno County is often notified after a person served has been admitted and after services have already been rendered to a Fresno County person served. Therefore, it is crucial that Fresno County DBH establish and maintain contracts with local inpatient psychiatric facilities in order to be able to pay them for services rendered to DBH persons served. DBH has multiple active one-to-one contracts with inpatient psychiatric hospitals and is also willing to contract with any other local inpatient psychiatric facilities that serve Fresno County Medi-Cal beneficiaries. These hospitals are large corporations that are aware that they are providing services that are mandated. They are typically unwilling to participate in County requests such as procurements. Annually the need for these services has increase exponentially, causing Fresno County DBH to continue to add new providers to one to one or a master agreement to continue to meet the regulatory requirement of peoviding this services to Medi-Cal eligible Fresno County residents.

arojas 4/11/2025 5:17:46 PM

Requested By:

Division Manager

Title

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

sholt 4/14/2025 3:03:48 PM

Department Head Signature

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rblackburn 4/18/2025 11:40:40 AM

Purchasing Manager Signature

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