



Macros Must Be Enabled -- Please Re-open and Enable

Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The Department seeks to purchase Resource Family Approval (RFA) Software-as-a-Service platform, with individually licensable modules, to support and streamline the RFA and Family Finding and Engagement process for child welfare services.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Veronica Davis
Head of Project Management (Binti, Inc.)
1111 Broadway, Suite 300
Oakland, CA 94607
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 maximum compensation for this Agreement will not exceed \$4,375,542.02. The maximum compensation for the initial two year base term is \$1,648,000, with three additional 1 year renewals options; the maximum compensation for optional year one \$865,200, maximum compensation for year two \$908,460, and maximum compensation for year three \$953,882.02.
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.
Binti is a specialized provider offering an established, web-based Software-as-a-Service platform already implemented in multiple California counties. Its integration with Thomson Reuters' CLEAR investigative search functionality enhances the ability of Social Workers to effectively meet regulation requirements by efficiently locating and engaging a child's extended family members and kin through aggregating a vast array of public and proprietary records.
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.
Binti's cloud-based service will provide a streamlined, automated, and efficient system for Department staff to track and manage pre-approval, post-approval, and placement search processes. The platform will also enable RFA applicants and approved families to upload documentation, view real-time progress tracking, and communicate directly with RFA and Resource Family Services (RFS) staff. Additionally, Binti's RFA service will support emergency response and dependency investigations by facilitating early engagement of relatives, assist with Indian Child Welfare Act (ICWA) compliance efforts, enhance placement services by helping assess kin for potential placement, and contribute to permanency planning for youth in care. Implementation of Binti's platform will strengthen the Department's efforts to ensure timely, stable, and family-centered placements for children and youth in out-of-home care. Implementation of the Binti Family Finding and Engagement module will significantly enhance the Department's operational capacity to comply with Federal and State mandates on relative notification and engagement.
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 reviewed outcomes from counties such as San Francisco and San Bernardino that use Binti's Software-as-a-Service platform and found the system demonstrated improvements in efficiency, family engagement, and placement outcomes. We are not aware of any other similar tools offered by other vendors, as 30 counties are using this Binti tool to support streamlined placement processes. Binti's tools streamline high-resource tasks such as family approval, kin locating, and placement matching by replacing fragmented manual workflows with a unified system that promotes transparency, collaboration, and real-time tracking. Counties using Binti have reported a 20–40% reduction in time to approve families, allowing staff to shift focus to higher-value activities like engagement and support, thereby increasing overall productivity. Binti's tool interfaces with the

current data system used by child welfare (CWS/CMS) and features are expected to be incorporated into the new data system (CARES) in the future.

ancervantes 5/27/2025 2:07:20 PM

Requested By:

Staff Analyst

Title

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

martik 5/27/2025 2:21:16 PM

Department Head Signature

[ Sign] Double click!

rblackburn 5/30/2025 3:52:31 PM

Purchasing Manager Signature

[ Sign] Double click!