



## Legislation Details (With Text)

**File #:** 2019-0035  
**Type:** Consent Calendar Item **Status:** Passed  
**File created:** 1/30/2019 **In control:** Health Services  
**On agenda:** 3/12/2019 **Final action:** 3/12/2019  
**Title:** Competitive Procurement for Behavioral Health Services  
**Sponsors:** Health Services  
**Indexes:**  
**Attachments:** 1. Summary Report, 2. Draft Behavioral Health Services Request for Proposals

Date	Ver.	Action By	Action	Result
3/12/2019	1	Board of Supervisors	Approved as recommended	Pass

**To:** Board of Supervisors of Sonoma County  
**Department or Agency Name(s):** Department of Health Services  
**Staff Name and Phone Number:** Barbie Robinson, 565-7876  
**Vote Requirement:** Majority  
**Supervisory District(s):** Countywide

**Title:**  
Competitive Procurement for Behavioral Health Services

### Recommended Actions:

Receive update on the Department's behavioral health competitive procurement efforts and approve the release of a request for proposals for mental health services for youth.

### Executive Summary:

The Department of Health Services Behavioral Health Division provides a broad range of mental health and substance use disorder services ranging from prevention and early engagement services to acute inpatient hospital services. As the designated Mental Health Medi-Cal Managed Care Plan in Sonoma County, the Behavioral Health Division serves the County's most seriously mentally ill patients. In order to meet service needs, the Behavioral Health Division has a provider network that consists of a combination of directly employed staff and contracted community providers.

In July 2018 the Department informed the Board of an effort to enhance the process of procuring behavioral health services through competitive procurement. The Department has assessed the various types of services provided by the Department's Behavioral Health Division and has developed a phased approach to competitively procuring services. Contracts that will be competitively procured in the first phase include services for youth. This item requests approval to release a request for proposals substantially similar to that provided as Attachment 1.

### Discussion:

The Department of Health Services Behavioral Health Division provides a broad range of mental health and substance use disorder services ranging from prevention and early engagement services to acute inpatient

hospital services. As the designated Mental Health Medi-Cal Managed Care Plan in Sonoma County, the Behavioral Health Division serves the County's most seriously mentally ill patients. In order to meet service needs, the Behavioral Health Division has a provider network that consists of a combination of directly employed staff and contracted community providers.

In July 2018 the Department informed the Board of an effort to enhance the process of procuring behavioral health services through competitive procurement. The Department has assessed the various types of services provided by the Department's Behavioral Health Division and has developed a phased approach to competitively procuring services. Contracts that will be competitively procured in the first phase include services for youth. The Department will continue to work to identify services to be part of the second phase of competitive procurement and also identify services must be procured on a single/sole source basis. The second phase of the process will apply to contracts that begin July 1, 2020. The Department's goal is to have a robust competitive procurement process in place by fiscal year 2021-2022. Requests for contracting on a single/sole source basis, including proprietary software and licensed or patented services, will be made to the County Purchasing Agent.

### **Behavioral Health Services Being Procured**

The following services for children and youth, ages 0 to 21 years, will be included in the first phase competitive procurement process:

- Rehabilitative Mental Health Services - Community and Home Based
- Mental Health Services - Outpatient Therapy
- Medication Support Services
- Therapeutic Behavioral Services

A portion of the children and youth services to be competitively procured are the result of the ongoing mental health delivery system redesign. An update on the redesign, including a discussion of the steps taken to address changes with Engineers and Scientists of California Local 20, is being provided to the Board in a separate item.

### **Evaluation Criteria for Behavioral Health Services**

A number of factors specifically related to the provision of mental health services will be included in the evaluation criteria for the request for proposals evaluation process. Mental health services specific factors to be evaluated include the following:

- Number of service types that an entity can provide, including services provided by partners/subcontractors.
- Ability to provide appropriate service capacity throughout the County.
- Ability to provide appropriate bilingual/bicultural services.
- Use of evidence-based practices.
- Ability to provide culturally competent services.
- Ability to effectively establish and report performance measures.

### **Timeline**

The Department anticipates having contracts resulting from the competitive procurement process in place by July 1, 2019. The timeline associated with this effort is as follows:

- March 12<sup>th</sup> - Board approval to release request for proposals.
- Mid-March - Finalize and release request for proposals.

- By mid-April - Request for proposals submissions due.
- By May 1<sup>st</sup> - Evaluate proposals.
- By mid-May - Finalist interviews and notice of intent to award.
- Month of May - Contract negotiations.
- Month of June - Contract preparation and execution.

Authorization to execute contracts resulting from the competitive process will be included in the Department's annual delegated authority request for behavioral health contracts.

**Prior Board Actions:**

N/A

**FISCAL SUMMARY**

<b>Expenditures</b>	<b>FY 18-19 Adopted</b>	<b>FY19-20 Projected</b>	<b>FY 20-21 Projected</b>
Budgeted Expenses			
Additional Appropriation Requested			
<b>Total Expenditures</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Funding Sources</b>			
General Fund/WA GF			
State/Federal			
Fees/Other			
Use of Fund Balance			
Contingencies			
<b>Total Sources</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Narrative Explanation of Fiscal Impacts:**

There are no direct fiscal impacts associated with this item. The Department will request appropriations for contracts as part of the budget process and will request authorization to execute contracts as part of the Department's annual delegated authority request.

<b>Staffing Impacts:</b>			
<b>Position Title (Payroll Classification)</b>	<b>Monthly Salary Range (A - I Step)</b>	<b>Additions (number)</b>	<b>Deletions (number)</b>

**Narrative Explanation of Staffing Impacts (If Required):**

N/A

**Attachments:**

Draft Behavioral health services request for proposals

**Related Items “On File” with the Clerk of the Board:**

None