

Behavioral Health Department Contracts

PRESENTED BY: ALAN YAMAMOTO, LCSW, DIRECTOR



Policy created in 2016

Excerpt from policy:

Exceeding the Simple Acquisition Threshold (>\$50,000)

- A cost or price analysis must be completed for all purchases exceeding the Simple Acquisition Threshold of \$50,000.
- SBCBH is required, as a starting point, to make independent estimates before receiving bids or proposals

NOTE: When no price competition is available, profit must be negotiated as a separate element of the price. To establish a fair and reasonable profit, consideration must be given to the complexity of the work to be performed, the risk borne by the contractor, the contractor's investment, the amount of subcontracting, the quality of its record of past performance, and industry profit rates in the surrounding geographical area for similar work


Behavioral Health Policy #ADM 35:00

Behavioral Health Contracts Uniqueness

Behavioral Health Departments in California are required to follow State policies

- DHCS (Department of Health Care Services)

Behavioral Health services may require:

- Very specific specialty services that must be available (i.e., eating disorders, perinatal substance abuse services, etc.)
 - Federal Time and Distance standards must be met for most direct-service contractors
 - Client right to request continuity of care with the same provider.
 - Client's ability to select treatment providers based on agency's Provider Directory and client preference.
 - Hospital contracts with pre-set rates for highly utilized hospitals, as determined by the Department of Health Care Services (DHCS).
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Inpatient Hospital / Residential Treatment Contracts

- Aurora Behavioral Healthcare
- Cielo House Residential Treatment
- Crestwood Behavioral Health
- Davis Guest House
- Merced Behavioral Health Center
- Merced County BH & Recovery
- Natividad Medical Center

RFP not advised for this category due to Behavioral Health Information Notice 21-026. This outlines that Title 9 requires Mental Health Plans to contract with Disproportionate Share Hospitals and traditional hospital providers to meet provider selection criteria, unless DHCS grants the Mental Health Plan an exemption from contracting.

Substance Use Disorders (SUDs) Treatment Contracts

- Advent Group Ministries*
- Door to Hope
- Encompass
- Sun Street Centers
- Tarzana Treatment Centers, Inc.*
- Valley Health Associates

RFP for this category not advised
due to Federal Time & Distance
Standard of 60 miles and 90
minutes.



Specialty- Service Provider Contracts

- Crisis Support Services of Alameda County
- Kingsview EHR (Electronic Health Record System) & Support

RFP for this category not advised due to the highly specialized nature of the work (as referenced in SBCBH's Purchasing Policy).

Locums Contracts

- Dr. Michael Fruchter, MD
- DRWanted
- Kingsview Telepsychiatry
- Sumo Medical Staffing
- Traditions Psychology Group, Inc.

RFP for this category not advised due to Federal Continuity of Care requirements as defined in Mental Health Substance Use Disorder Services (MHSUDS) Information Notice: 18-059 which reads in part: *“Effective immediately, all eligible Medi-Cal beneficiaries who meet medical necessity criteria for SMHS have the right to request continuity of care”*

State Contracts

- Drug Medi-Cal-Organized Delivery System (DMC-ODS)
- Substance Abuse Block Grant (SABG)
- Mental Health Block Grant (MHBG)
- Mental Health Plan (MHP) Performance Contract

RFP for this category not possible as these contracts bring revenue for Mental Health & Substance Abuse Services in partnership with the state's Department of Health Care Services (DHCS).

RFP Recommended Services

- Children's Services
 - Current Contractors:
 - Rebekah Children's Services
 - Seneca Family of Agencies
- Janitorial Services
 - Smitty's Janitorial Services
- Mental Health Services Act – Prevention & Early Intervention (PEI) Services
 - Youth Alliance
- Consulting Services
 - Gary Ernst
 - IDEA Consulting


RFP plan in place. See RFP roadmap on next slide

RFP ROADMAP



Contract Approvals

*San Benito County Behavioral Health is requesting board approval for the following 3 contracts:

- DRWanted.com for the contract term of FY 2021-2022 for a maximum annual total of \$375,000
 - Advent Group Ministries for the contract term of FY 2021-2022 for a maximum annual total of \$56,901
 - Tarzana Treatment Centers for the contract term of FY 2021-2022 for a maximum annual total of \$66,000
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Questions?

Thank You