



ADMINISTRATION & INDIGENT HEALTH
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February 13, 2015

The Honorable Board of Supervisors
Administration Building
1221 Oak Street
Oakland, CA 94612

**SUBJECT: APPROVE A CONTRACT AWARD TO HIAWATHA HARRIS, MD., INC dba
PATHWAYS TO WELLNESS MEDICATION CLINICS IN THE AMOUNT OF
\$768,503 FOR FISCAL YEAR 2014-2015**

Dear Board Members:

RECOMMENDATIONS:

- A. Approve a master contract augmentation for Hiawatha Harris, M.D. Inc., dba Pathways to Wellness Medication Clinics (Principal: Neisha Becton, Executive Director; Location: Pleasanton, CA; Master Contract No. 900892; Procurement Contract No. 10179), to expand their existing Level III Medication Program, increasing the procurement contract funding from \$5,147,716 to \$5,916,219 an increase of \$768,503 for the period 7/1/2014 through 6/30/2015;
- B. Delegate authority to the Director of Behavioral Health Care Services or his designee to execute the contract exhibits on your behalf; and
- C. Approve and authorize the Auditor-Controller to increase appropriations with offsetting revenues as shown in the attached Financial Recommendation.

SUMMARY:

Alameda County Behavioral Health Care Services (BHCS) is requesting approval of a contract augmentation with Hiawatha Harris M.D., Inc., dba Pathways to Wellness Medication Clinics (Pathways) to provide medication support for adult and older clients with mental health issues. This award to Pathway was recommended by the County Selection Committee (referred hereto as the evaluation panel) as a result of a competitive Request For Proposal (RFP) process.

DISCUSSION:

Since 1977, Pathway has been providing quality medication support and outpatient mental health services to meet the needs identified in Alameda County. To date in FY 2014-15, the clinic has served approximately 2,368 children, adolescents, adults and older adults with severe and persistent mental illness (SPMI) based on current provider data.

In 2013, BHCS analyzed the need for outpatient medication support services for a group of clients who are either living with SPMI or have a moderate to severe illness that requires psychiatric consultation beyond the parameters of their primary care. This group does not need the intensive services available in one of the higher levels of behavioral health care. BHCS took into consideration the fact that under the Affordable Health Care Act, the County's Mental Health Plan is no longer responsible for services to individuals assessed with a mild to moderate mental illness. On the basis of that analysis, BHCS determined the existing service delivery system needed to be altered and the best approach was to run a competitive procurement process.

The recent RFP changed the program model from one that provided medication only, to one that provides adjunctive mental health services such as brokerage and collaboration with family members and other professionals treating the individual. BHCS believes that this will result in better outcomes for the individuals served in this program. The program will serve Alameda County adults and older adults with SPMI with the goal of transitioning their behavioral health care to primary care providers when appropriate.

This program will meet the steady demand for this level of service through the expansion of Pathways' North and South County offices. Demand for services in East County is currently being met by the Pathways office in Pleasanton. The enhancement of adjunctive clinical services will allow for successful transition of the clients from behavioral health to primary care and will reduce the expensive costs associated with high utilizers of acute care (i.e., psychiatric emergency rooms, hospital emergency rooms, etc.) to meet urgent prescription needs.

BHCS anticipates returning to the Board for an annualized amount of \$1,844,407 for FY 2015-16 and thereafter. Your Board's approval of this augmentation will ensure continuity of medication support services for existing clients and provide adequate capacity for new referrals into the program.

SELECTION CRITERIA AND PROCESS:

BHCS released RFP No. 14-02 on August 15, 2014 for outpatient medication support and adjunctive clinical services. The RFP was advertised using General Services Agency's (GSA) advertising guideline by posting on the BHCS and GSA websites. In addition, a courtesy email was sent to BHCS contracted providers and other BHCS contacts via existing email distribution lists. BHCS held two Bidders' Conferences on Friday, August 29, 2014, one in the morning and another in the afternoon, in Oakland and Hayward, respectively. A total of five people attended. The Evaluation Panel was comprised of four subject matter experts – two from BHCS, one from another County Department, and the other from another county. BHCS conducted training for the Evaluation Panelists on October 24, 2014 on how to objectively read and score the content of each proposal based on the RFP evaluation criteria. A final scoring of the proposals and oral interviews with the two viable bidders were conducted on November 13, 2014. The evaluation panel recommended Pathways for the contract

award on November 21, 2014. All other unsuccessful bidders were notified via certified mail at the same time. Schuman Liles submitted a bid protest letter to the BHCS Department Director to which he responded to on December 17, 2014. The response did not change the contract award recommendation. No appeal of that response was lodged with the County Auditor so BHCS moved forward with negotiating the contract.

Pathways is a certified SLEB organization No. 09-00188.

Bidders	Final Score	
	North County	South County
Pathways	446/550	447/550
Schuman-Liles Clinic	318/550	318/550
Bay Area Doctors	Disqualified	

FINANCING:

Funding for this contract augmentation is offset by increased Medi-Cal revenue and BHCS 1991 Realignment Funds per the attached financial recommendation. There is no increase in net county costs as a result of your approval.

Respectfully submitted,



Alex Briscoe, Director
Alameda County Health Care Services Agency

AB:FB/djw

FINANCIAL RECOMMENDATION**AGENDA DATE:** 3/24/2015**Subject of Board Letter:** Pathways RFP**BY:** 201510000

The use of Designations, as follows:

NAME OF DESIGNATION	ORG	

The increase (decrease) in anticipated revenue, as follows:

ORG	ACCT	PROG	<i>Informational</i> PROJ/GR	
350551	463050	00000		\$384,252
350551	451110	00000		\$384,251
ORG TOTAL				\$768,503

			<i>Informational</i> PROJ/GR	
ORG TOTAL				\$0

GRAND TOTAL ANTICIPATED REVENUE \$768,503

			<i>Informational</i> PROJ/GR	
350500	610000	00000		\$768,503
ORG TOTAL				\$768,503

			<i>Informational</i> PROJ/GR	
ORG TOTAL				\$0

GRAND TOTAL APPROPRIATION \$768,503

BUDGET ADJUSTMENT TRACKING FORM

Budget Year: 2015

Agenda Date: 3/24/2015

Department Name: Behavioral Health Care Services

Contact Person: Cecilia Serrano

Organization Number: 350500

Telephone #: 383-1517

Title of Board Letter: Pathways RFP

SECTION I

			Current Year Budget Adjustment Amount	Subsequent Year Budget Adjustment Amount
Appropriation Increase/(Decrease):				
Salaries & Benefits				
Disc Services & Supplies			768,503	1,844,407
Non-Disc Services & Supplies	Account:			
Other Charges				
Fixed Assets				
Intra Fund Transfers (Increase)/Decrease				
Other Financing Uses				
Net Appropriation			\$ 768,503	\$ 1,844,407
Revenue Increase/(Decrease)	Account:	350551-463050	384,252	922,204
	Account:	350551-451110	384,251	922,203
	Account:			
	Account:			
Net Revenue			768,503	1,844,407
Net County Cost Increase/(Decrease)			\$ -	\$ -

SECTION II

If the budget adjustment results in a change in credit for interdepartmental services rendered (IFT), indicate the organization budget(s) being charged and the amount.

Budget Unit			Current Year Amount Inc/(Dec)	Subsequent Year Amount Inc/(Dec)
Total			\$ -	\$ -

SECTION III

If the budget adjustment results in changes to positions and/or pay units (monthly, hourly, daily), indicate the changes below:

	Current Year	Subsequent Year		Current Year	Subsequent Year
Control Number			Control Number		
Item Number			Item Number		
Classification			Classification		
Cost Center			Cost Center		
Number of Positions			Number of Positions		
Pay Units			Pay Units		
Salary & Benefits Estimate	\$ -	\$ -	Salary & Benefits Estimate	\$ -	\$ -

	Current Year	Subsequent Year		Current Year	Subsequent Year
Control Number			Control Number		
Item Number			Item Number		
Classification			Classification		
Cost Center			Cost Center		
Number of Positions			Number of Positions		
Pay Units			Pay Units		
Salary & Benefits Estimate	\$ -	\$ -	Salary & Benefits Estimate	\$ -	\$ -

Comments:

ALAMEDA COUNTY BOARD OF SUPERVISORS MINUTE ORDER

The following action was taken by the Alameda County Board of Supervisors on 03/24/2015

Approved as Recommended ☒

Other ☐

Unanimous ☒ Chan: ☐ Haggerty: ☐ Miley: ☐ Valle: ☐ Carson: ☐ - 5

Vote Key: N=No; A=Abstain; X=Excused

Documents accompanying this matter:

Resolution: R-2015-87F

Documents to be signed by Agency/Purchasing Agent:

Contract: C-900892,C-10179

File No. _____

Item No. 6

Copies sent to:

M. Tolbert & Auditor

Special Notes:



I certify that the foregoing is a correct copy of a Minute Order adopted by the Board of Supervisors, Alameda County, State of California.

ATTEST:

Clerk of the Board
Board of Supervisors

By: _____

A handwritten signature in blue ink, appearing to read "Daniel A. Llanos", is written over a horizontal line.

Deputy