Sole Source Contract Filing Justification

1. Specific Problem or Need

What is the business need or problem that requires this contract?

The Washington State legislature directed the Health Care Authority to implement a statewide step-down service for individuals discharging from inpatient psychiatric hospitals. Each Behavioral Health Administrative Services Organization (BH-ASO) received contract funding for a number of Peer Bridgers. Community Mental Health Agency-affiliated certified Peer Bridger counselors provide step-down services, engagement strategies, recovery-oriented peer support, and have access to the patients at psychiatric hospital wards. Part of the challenge is to create and enhance a recovery culture at each of the state psychiatric hospitals and community based behavioral health inpatient beds by, in part, utilizing the Peer Bridgers. Through this contract, many types of behavioral health care facilities will benefit from the experience of New York Association of Psychiatric Rehabilitation Services (NYAPRS) through their assistance in the implementation of the Peer Bridger Program in Washington State. NYAPRS developed the Peer Bridger Model and has had experience implementing the Peer Bridger program on a statewide level. Additionally, NYAPRS has training plans and curricula developed specifically for peers and hospital staff, historical outcome data, and recommendations on systemic changes that may need to occur for a successful implementation and continuing education and support to the Peer Bridger program and community providers.

2. Sole Source Criteria

Describe the unique features, qualifications, abilities, or expertise of the contractor proposed for this sole source contract.

NYAPRS has experience in developing the statewide approach to the Peer Bridger model and has demonstrated that this uniquely personal level of support and service adds a crucial new element to each state and local mental health system's joint efforts to effectively engage and provide consistent, uninterrupted, quality care to individuals during the key period of transition back into the community from long or frequent stays at hospitals, SUD treatment agencies, and juvenile detention facilities. Washington State implemented the Peer Bridger Program in 2016 and has had great success. This success is in part due to the technical assistance received from NYAPRS. Since implementation of the Peer Bridger program, Washington State has begun supporting individuals transitioning out of community-based hospitals, evaluation and treatment facilities, and substance use facilities. Washington State is also participating in a Results Washington project to support the Department of Children, Youth, and Families in implementing a Peer Bridger program to transition youth out of juvenile rehabilitation.
facilities. This expansion has developed a need for additional technical assistance from NYAPRS to create a Peer Bridger implementation toolkit for these host organizations, including creating additional continuing education for the Peer Bridgers to utilize in the implementation process.

3. What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable?

Provide a narrative description of the agency’s due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; contacting similar service providers; and reviewing statewide pricing trends and/or agreements. Include a list of businesses contacted (if you state that no other businesses were contacted, explain why not), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

NYAPRS developed and trademarked the Peer Bridger Model and has provided implementation and technical assistance to all Peer Bridger providers currently contracted with the HCA. NYAPRS is the only provider of a Peer Bridger type model which also provides technical assistance. Additionally, NYAPRS is the only provider of a Peer Bridger type model with experience implementing their model on a statewide scale.

HCA researched the top Peer Bridger providers for Washington State and found none provided the level of technical assistance, nor had the level of experience needed, to successfully implement and maintain the Peer Bridger model on a statewide scale. Below are listed the top five providers of Peer Bridger services in Washington State. These providers were not contacted but through HCA’s on-going work with these entities is aware of their capabilities.

- Optum
- Beacon Health
- Community Integrated Health Services
- Recovery Innovations International
- Consumer Voices Are Born

NYAPRS is the only technical assistance agency with extensive experience implementing Peer Bridger projects statewide and within state hospital systems. Through NYAPRS’s guidance and technical assistance the HCA Peer Bridgers program has shown a marked decrease in recidivism and increase in community integration across the state of Washington.
4. What considerations were given to providing opportunities in this contract for small business, including but not limited to unbundling the goods and/or services acquired.

There is no other organization in the United States with comparable experience and expertise able to provide the range of services needed to implement the Peer Bridger model statewide. HCA requires an organization with experience organizing a spectrum of services to ensure successful implementation; NYAPRS is the only organization able to provide these services and the experience necessary for a statewide implementation of the Peer Bridgers program.

- Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).

This will be a performance-based contract with deliverables and due dates. NYAPRS has experience in rolling out Peer Bridgers in multiple locations and has already developed training presentation materials and curricula for hospital leadership, staff, and peers. NYAPRS is an organization with extensive experience with Peer Bridgers and understands the Peer Bridgers’ role in recovery, promoting a culture of recovery, and strategic planning to make that culture shift within organizations. NYAPRS also has data and anecdotal evidence to show what recovery can look like with supports in place.

By using a highly experienced and successful organization like NYAPRS to assist Washington State by providing technical assistance and continued education to the Peer Bridger program, the costs of inpatient hospitalization are reduced due to the successful transitions of patients to living in the community. In addition, moving patients to a community setting makes beds available for others who need them and enhances the recoveries and quality of life of the individuals who are able to make a successful transition.

- Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.

N/A
Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines within which work must be accomplished.

N/A

Is the agency proposing this sole source contract because of a geographic limitation? If the proposed contractor is the only source available in the geographical area, state the basis for this conclusion and the rationale for limiting the size of the geographical area selected.

N/A

What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.

Without this technical assistance and continued education, the programs that are currently being created will not meet the fidelity of the NYAPRS model that has been proven to be successful. This project is also a Results Washington project and without contracting with NYAPRS requirements will not be met.

NYAPRS has provided implementation technical assistance to all providers currently contracted with the Health Care Authority. It is important that the Peer Bridger program has consistent application and execution across Washington State to provide continuity of care to our clients. The sustainability of this program increases the likelihood of a lifetime of recovery and reduces the chances of recidivism for this population.

5. Sole Source Posting

Provide the date in which the sole source posting, the draft contract, and a copy of the Sole Source Contract Justification Template were published in WEBS.

- Posting Date 9/12/2022

Were responses received to the sole source posting in WEBS?

TBD
6. Reasonableness of Cost

- Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable? Please make a comparison with comparable contracts, use the results of a market survey, or employ some other appropriate means calculated to make such a determination.

Historical information regarding fees and rates were used as a comparison for the deliverable and activities of this project. These costs are in alignment with previous contracted amounts with this contractor as well as others. We have included rates from previous HCA contracts for similar services, purchased separately, below:

<table>
<thead>
<tr>
<th>Service</th>
<th>Other HCA Contract</th>
<th>This Sole Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Educational/Training Webinar</td>
<td>Contract K5824</td>
<td>NYAPRS</td>
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<tr>
<td></td>
<td>Cost - $1,125 per hour</td>
<td>Cost - $500 per hour</td>
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<tr>
<td>Toolkit</td>
<td>Contract K4231</td>
<td>NYAPRS</td>
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<td></td>
<td>Cost - $80,000 total</td>
<td>Cost - $50,000 total</td>
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<tr>
<td>Technical Assistance</td>
<td>Contract 1835-29781</td>
<td>NYAPRS</td>
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<tr>
<td></td>
<td>Cost - $250 per hour</td>
<td>Cost - $200 per hour</td>
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