



Procurement

Sole Source Request Form

Sole Source Bidsync # 063-C014657-AV

SECTION II – DEPARTMENT INFORMATION (Complete in its entirety)

Department: Social Services Agency		Date: May 28, 2019	
Vendor Name: Binti, Inc.		Sole Source BidSync Number: 063-C014657-AV	
Is the above named vendor a retired employee of the County of Orange? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If "Yes", review and Approval is required from CEO Human Resource Services prior to contract execution.			
Contract Term (Dates): 8/1/19 – 7/31/20	Is Agreement Grant Funded? Funding Source <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Percent Funded:	Proprietary? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Contract Amount? \$92,000		Is this renewable? If yes, how many years? Yes, for two additional one-year terms.	
Type of Request: <input type="checkbox"/> New <input type="checkbox"/> Renewal <input type="checkbox"/> Multi-Year <input checked="" type="checkbox"/> Amendment <input checked="" type="checkbox"/> Increase			
Renewal Year:		Did vendor provide a sole source affidavit? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, please attach	
Board Date: 6/25/19	ASR Number: 19-000233	If not scheduled to go to the Board explain why?	
Does Contract include Non-Standard Language? If yes, explain in detail. No.			
Was Contract Approved by Risk Mgmt.? No.		Was Contract Approved by County Counsel? Yes.	
Were any exceptions taken? If yes, explain in detail. No.			
<input checked="" type="checkbox"/> DPA certifies that they have read and verified that the information is true and satisfies the sole source requirements listed in the County Contract Policy Manual.			



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SECTION III – SOLE SOURCE JUSTIFICATION

- 1. Provide a description of the type of contract to be established.** *(For example: is the contract a commodity, service, human service, public works, or other – please explain.) Attach additional sheet if necessary.*

This is a technology service contract for a web application for the Resource Family Approval (RFA) program.

- 2. Provide a detailed description of services/commodities and how they will be used within the department. If this is an existing sole source, please provide some history of its origination, Board approvals, etc.** *(This information may be obtained from the scope of work prepared by the County and the vendor's proposal that provides a detailed description of the services/supplies.) Attach additional sheet if necessary.*

The current Binti Web Application includes two related web-based tools: an internal RFA portal currently in use and an external recruitment website under development and expected to launch this summer which will replace the existing OC4Kids platform. These tools have been and will be instrumental in assisting families in completing the RFA process and have afforded SSA the ability to provide better case management and data gathering. Further, the internal RFA portal has been extremely successful in organizing all RFA tasks and keeping SSA staff updated with RFA status of current and potential resource families. The proposed Amendment would add the new Binti Placement Module which will promote placement stability and permanency by matching children in foster care with resource families through the utilization of a number of compatibility markers, tools and workflows designed to work proficiently with the current web-based tools. Most recently, the Orange County Board of Supervisors approved the contract with Binti Inc. as a sole source on July 25, 2017.

- 3. Explain why the recommended vendor is the only one capable of providing the required services and/or commodities.** *How did you determine this to be a sole source and what specific steps did you take? Please list all sources that have been contacted and explain in detail why they cannot fulfill the County's requirements. Include vendor affidavit and/or other documentation which supports your sole source. (Responses will include strong programmatic and technological information that supports the claim that there is only one vendor that can provide the services and/or commodities. Your response will include information pertaining to any research that was conducted to establish that the vendor is a sole source, include information pertaining to discussions with other potential suppliers and why they were no longer being considered by the County.)*

Binti partnered with San Francisco's Human Services Agency /Department of Family and Children's Services as a result of an RFP through the San Francisco Mayor's Office of Civic Innovation 2016 Startup in Residence Program. Through this collaboration, Binti developed and delivered a specialized interactive, mobile, web-based tool that automates the RFA process by allowing resource families and child welfare staff to enter information, upload and approve documents and track the progress of resource families ultimately to approval status.

Binti's RFA software is a single source, commercial off-the-shelf product available to government agencies and general public similar to other available commercial foster care software packages. However, Binti is the only one specifically designed to be compatible with the existing State of California Welfare Services (CWS) Case Management System (CMS) and has been customized to work with CMS. UC Berkley/California Social Work Education Center (CalSWEC)'s Efforts to Outcome (ETO) enables counties to track data not otherwise captured in the statewide CWS/CMS system. However, ETO does not offer a Placement Module similar to Binti's which interfaces directly with resource families and County staff to capture child specific characteristics and resource home placement preferences thereby better pairing children to available homes. Binti has proven to be an innovator and proficient in meeting RFA demands of the majority of the 58 California counties, exceeds basic matching services by providing technological expertise and, more importantly, the requested Placements Module provides tools and workflows designed to work proficiently with the aforementioned web-based tools. Binti's Placements Module will complement the family specific data collected and entered into Binti by CFS/RFA over the last year, and the previous CFS system family data migrated to Binti August 2017.



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4. How does recommended vendor's prices or fees compare to the general market?**Attach quotes for comparable services or supplies. Attach additional sheet if necessary.**

To the extent these types of purchases may be compared, Binti's pricing are comparable to those in the general market.

5. If the recommended vendor was not available, how would the County accomplish this particular task?**Attach additional sheet if necessary.**

If Binti is not available, County/SSA technology staff will need to develop a duplicate product at a higher cost, need to move technology programmer staff from other critical projects, and extend the implementation date, all of which would have a detrimental effect of the children in care as the identification and certification of viable resource families would be delayed thereby negatively extending the length of time children are not placed with relatives and in other family-like settings.

6. Please provide vendor history – name change, litigation, judgments, aka, etc. for the last 7 years.

There were no findings regarding name change or litigations for this vendor.

7. If vendor is a retired, former employee, has the vendor previously been rehired as a contractor within the last three years? ☐ Yes ☒ No

If yes, provide explanation/support for hiring the retired, former employee as a vendor and provide contract dates, scope of work, and total amounts paid under each contract.



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SECTION IV – AUTHOR/REQUESTOR

Signature: 	Print Name: Victor M. Chavez. RFA Retention & Support/Adoptions Manager	Date: May 28, 2019
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SECTION V – CEO Human Resource Services APPROVAL (Review and approval is required when vendor is a Retired, Former Employee.)

Signature:	Print Name:	Date:
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SECTION VI – DEPUTY PURCHASING AGENT CONCURRENCE

Signature: 	Print Name: Angie Villalpando 	Date: May 28, 2019
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SECTION VII – DEPARTMENT HEAD APPROVAL

Signature: 	Print Name: Anne Bloxom, Director of Children and Family Services	Date: May 28, 2019
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SECTION VIII – COUNTY PROCUREMENT OFFICE

Prior to execution of a contract, the County Procurement Officer or designee shall approve All Sole Source requests for Commodities that exceed \$250,000, Capitol Assets and services exceeding \$75,000, and All other Sole Source requests that require Board approval despite the amount. Approvals are obtained electronically through the County's online bidding system.

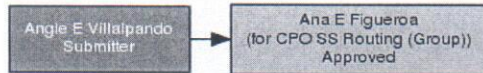


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Release Bid Workflow

Name: Angie E Villalpando
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 Status: Submitter May 29, 2019 1:38:06 PM PDT



Bid Information

Bid Number:

063-C014657-AV-2

Bid Title:

Amendment For Web Application

Status

Status:
 Approved

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