



**SAN BENITO COUNTY  
AGENDA ITEM  
TRANSMITTAL FORM**

Dom Zanger  
District No. 1  
Vice-Chair

Kollin Kosmicki  
District No. 2  
Chair

Mindy Sotelo  
District No. 3

Angela Curro  
District No. 4

Ignacio Velazquez  
District No. 5

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**Item Number: 2.2**

**MEETING DATE:** 04/22/2025

**DEPARTMENT:** SHERIFF DEPARTMENT

**AGENDA ITEM PREPARER:** Barbara Thompson

**DEPT HEAD/DIRECTOR:** Eric Taylor

**SUBJECT:**

**SHERIFF OFFICE - E. TAYLOR**

Receive update on the Request for Proposals (RFP) process for inmate medical services, acknowledge that MEDIKO, Inc. (Mediko) received the highest evaluation score from the selection committee, and Direct staff to begin contract negotiations with Mediko and prepare a final agreement to be presented for approval on May 6, 2025.

SBC FILE NUMBER: 110

**AGENDA SECTION:**

REGULAR AGENDA

**BACKGROUND/SUMMARY:**

**Staff Recommendation:**

Recommendation Regarding Provider:

The evaluation committee recommends that the Board of Supervisors open negotiations with Mediko to develop a contract to bring back to the Board for approval on May 6, 2025.

Recommendation Regarding Level of Staffing:

Several of the proposers offered a base/basic level of staffing and a recommended level of staffing based on the County's population of incarcerated persons. The Sheriff's Office and Probation Department recommend proceeding with the recommended staffing level. However, the Board may direct that a contract be negotiated at the base level of staffing if desired, or direct staff to negotiate a level of staffing between "base" and "recommended" levels of staffing.

### **Background: Why are Jail Medical Services Needed?**

Jail Medical services are required by law to meet the needs of the inmates. Title 15 of the California Code of Regulations Specifies the responsibility for health care services in local detention facilities, both for youth and adults. Such services include (but are not limited to) medical assessments, mental health assessments, dental care, communicable disease identification and education, disability awareness and treatments, optometry care and testing, pregnancy care, and general medical observation. As these items are required by law, the Sheriff's department wanted the best and most complete services from a provider who could accomplish the highest care for the lowest liability and cost.

The RFP's went out for proposals and the findings are listed below. It is not without mentioning that Wellpath has also filed for bankruptcy as of 11/11/2024. As CFMG has been the County's Contractor for many years since an RFP has been performed and the current contract is due to expire June 30, 2025, the Department felt going to RFP was the most responsible way to handle the on-going need for medical services.

### **Additional Background Information**

California Forensic Medical Group (CFMG) has been the medical provider in San Benito County since approximately July 16, 2004. Based upon the information available, a contract was entered into from 2004-2006. In 2006, following a Request for Proposals (RFP) process in which CFMG was the sole respondent, a new contract was executed for 2006–2008.

A subsequent agreement covered services from 2008–2010, with three one-year extensions, concluding at the end of Fiscal Year 2012–13.

Following that period, the contract was extended annually through a series of amendments. (See further in contract history below).

- June 4, 2013 - Amendment No. 1 (2013–2014)
- June 3, 2014 - Amendment No. 2 (2014–2015)
- June 15, 2015 - Amendment No. 3 (2015–2016)
- June 28, 2016 - Amendment No. 4 (2016–2017)
- June 27, 2017 - Amendment No. 5 (2017–2018)
- June 26, 2018 - Amendment No. 6 (2018–2019)
- June 25, 2019 - Amendment No. 7 (2019–2020)

A new contract with CFMG was entered into on September 24, 2019, and has since been

amended four times. This contract is due to expire on June 30, 2025. In light of this, the Department decided to conduct an RFP process to explore available providers. The proposed contract period is initially set for five years, with the option for two one-year extensions based on satisfactory performance. However, to ensure continuity of care, additional extensions may be considered if needed.

Three qualified firms submitted responses to the Request for Proposals:

1. **Mediko Inc:** With 28 years of experience, Mediko has operated in over 50 correctional facilities, primarily on the East Coast.
2. **Wellpath:** Wellpath is the largest provider of the three firms, with approximately 40 years in the industry. The company employs over 9,400 staff members and serves more than 200,000 patients across 37 states.
3. **Correctional Healthcare Partners (CHP):** CHP is a California-based company currently providing care for over 7,500 correctional patients in three county jails, including the largest facility, San Diego County Central Jail.

Additional background information and summaries from the three proposers are attached.

The evaluators and staff recommend Mediko as the highest-ranking provider. Mediko received unanimous support from all evaluators, scoring over 100 points higher than the next-ranked firm, making it the clear top choice.

Summary of the staffing proposals and cost breakdowns are below. However, some of the main reasons for the decision to recommend Mediko are set forth below:

- Knowledge of California's Advancing and Innovating Medi-Cal (CalAIM)
- Willingness to pursue and maintain accreditation for facilities
- Monthly meetings with County staff/Annual report to Board of Supervisors
- MEDIKO will implement and maintain Medi-Cal enrollment and renewal processes for all eligible incarcerated individuals
- Philosophical Objectives:
  - ensure the delivery of humane, professional, and patient-centered healthcare services to incarcerated individuals.
  - respect for the constitutional right to healthcare, ensuring that all individuals receive timely, appropriate, and evidence-based medical, mental health, and pharmacy services.
  - a patient-first philosophy, providing care with dignity and compassion, regardless of an individual's legal status.

## **SUMMARY OF STAFFING AND COST PROPOSALS**

### **Proposed Staffing Summary:**

Six staffing proposals were submitted by the three proposers, with each proposer offering two different staffing options. The titles of the staff performing the work varied slightly between proposals, but overall, the proposals were fairly consistent in evaluating the staffing needs for San Benito County. A summary of the staffing proposals is provided below:

### Staffing levels:

Each proposer evaluated the need for staffing between **9.45 and 11.75 FTE**. (Please note that the **9.45 FTE** staffing level would not be sufficient to perform all necessary functions for CalAIM.)

### Staffing Details

- Each proposed 1.0 for Health Services Administrator or Program Managers
- Each proposed 4.2 for RN (not counting the HSA/Program Manager). If a position was marked as selectively staffed as RN/LVN, it was counted as an LVN.
- Dentist staffing ranged from .075 to .1 (3 - 4 hours per week)
- The Dental Assistant was consistently proposed at .1 (4 hours per week)
- One proposer (CHP) added a Dental Hygienist at .05 FTE. (2 hours per week)
- A Psychiatrist was scheduled at .3 FTE for Mediko and Wellpath, while CHP scheduled a Psychiatric Nurse at .3 FTE. (12 hours per week)

### The largest variations came in the areas below:

- IP's mental health needs are proposed be addressed with a Licensed Mental Health Practitioner or a Licensed Clinical Social Worker from 1.25 to 2.1 FTE. (50 hours per week to 84 hours per week)
- The Medical Director or a Nurse Practitioner or Physician's Assistant was staffed at .15 (6 hours per week) to .45 FTE (18 hours per week). Note: Mediko, which offered staffing at .45, divided this staffing as physician staffing at 2 hours per week and NP / PA staffing at 16 hours per week.
- The largest variation in proposals occurred in the LVN staffing, ranging from .8 to 3.5 FTE.

A chart showing the staffing breakdown is set forth below. Full staffing details are set forth in the attached proposals. Wellpath Option 1 does not cover the staffing necessary for CALAIM requirements, and therefore does not meet the full needs of the County.

**See Table 1 (attached)**

### Staffing Plans:

1. Mediko staffing plan calls for 10.25 FTE (base staffing) or alternatively 11.75 FTE (recommended staffing)
2. Wellpath staffing calls for 9.45 for Option 1 (which does not include staffing to meet CalAIM requirements, or Option 2 at 11.075 (which would include staff for CalAIM).
3. CHP's staffing plan proposes 10.4 FTE, or alternatively 9.9 FTE.

## **COST ANALYSIS**

### Summary of Cost Proposals:

Prices were provided with a 5K cap or a 10K cap. The larger cap is more expensive to the County because it asks the Vendor to assume the risk for greater patient expenses, up to 10K per inmate, but reduces the likelihood of cost billing for patient care throughout the year. Mediko also provided a price quote based on a 100K annual cap.

The prices were fairly consistent between Providers. Further details on these cost proposals are below, with the 10K cap per inmate listed):

The County does not prefer pre-payment as a general rule (in the event of non-performance or termination of the contract.) However, the Board may direct staff to negotiate a pre-payment price with Mediko is desired.

1. Mediko: \$3,119,573.00 (base staffing), \$3,564,946.00 (recommended staffing)
2. Wellpath: \$2,964,146 (base staffing, does not cover CALAIM) \$3,147,438 (recommended staffing)
3. CHP: \$3,155,700, or \$3,006,165 (or with prepayment)

A summary of these costs is included in Table 2, attached.

A slightly lower annual cost may be obtained by reducing the Provider's liability for inmate off-site costs, decreasing the cap on their liability per inmate from 10K to 5K, but that is offset by increased possibility of direct costs incurred by the County if an inmate incurs off-site costs.

Detail cost breakdowns is set forth in Table 3 (attached)

**RESOLUTION OR ORDINANCE NEEDED FOR THIS ITEM:**

No

**CONTRACT NEEDED FOR THIS ITEM:**

No

**RFP AND BID HISTORY:**

The County issued the RFP on February 1, 2025. A mandatory site visit was held on February 28, 2025. The proposals were due on March 14, 2025. Prior to the closing, extensive outreach occurred. The project was viewed 560 times, with 24 downloads, and three submitted proposals.

The proposals were submitted by Correctional Healthcare Partners, Wellpath and Mediko. The proposals were reviewed in three main areas: Experience and Qualifications (35%), Approach and Methodology/Scope of Work (40%), and Cost Value and Total Cost (25%). Each of these had several parts.

The scoring committee consisted of five individuals: Supervisor Mindy Sotelo, Commander Tom Corral, and Rentry Program Manager Renee Hankla, Sheriff's Administrative Services Specialist Jeanne Hopkins, and Associate Administrative Analyst Gracie Rodriguez. Additionally references of the candidates were checked by Sheriff Taylor, Jeanne Hopkins, Renee Hanka and Commander Corral. Lastly, an interview of all candidates was held on April 2, 2025.

## LAST CONTRACT AMOUNT OR N/A:

\$2,506,007.64

## CONTRACT HISTORY (Describe all amendments and previous contracts):

The current provider is CFMG, and the Board of Supervisors recently approved the 4th amendment with CFMG.

The most recent contract with CFMG (California Forensic Medical Group) was entered into on September 24, 2019, with amendments on June 28, 2022, May 9, 2023, June 18, 2024, and March 25, 2025.

After the most recent contract amendment, the monthly service amount is \$208,833.97, or a total of **\$2,506,007.64** on an annualized basis. (However, this does not include discharge planning which needs to be implemented in the future with CalAIM.)

The history of the current contract is set forth in greater detail below.

### Amendment No. 4 (March 25, 2025)

This amendment added 8 hours of psychiatric services per week, and also after hours, on-call coverage by a mental health professional or crisis support, for the additional cost of \$16,066.29 per month, for a total monthly payment of \$208,833.97.

### Amendment No. 3 (June 18, 2024)

This amendment extended the termination date from June 30, 2024, to June 30, 2025. The services were additionally modified to add 1.4 FTE overnight coverage seven days per week. For CPI and additional adjustments in the amount of the contract, the cost of the contract increased by \$45,038.73 monthly to an annual amount of \$2,393,152.

### Amendment No. 2

This amendment extended the termination date from June 30, 2023 to June 30, 2024. A CPI was added to the payment terms, increasing annual payments by \$9,995 monthly, for a new annual payment of \$1,772,687.

### Amendment No. 1 (June 2022)

This amendment extended the contract's expiration date from June 30, 2022, to a new expiration date of June 30, 2023, and added \$1,666,059 for the additional year of service, but no changes to services were made.

**STRATEGIC PLAN GOALS: 1. Operational Development & Excellence**

Yes

**STRATEGIC PLAN GOALS: 2. Planning And Sustainable Growth**

No

**STRATEGIC PLAN GOALS: 3. Technology**

No

**STRATEGIC PLAN GOALS: 4. Community Engagement**

No

**STRATEGIC PLAN GOALS: 5. Health & Safe Community**

Yes

**BUDGETED:**

Yes

**BUDGET ADJUSTMENT NEEDED:**

No

**SOURCE OF FUNDING:**

General Fund

**UNFUNDED MANDATE:**

Yes

**SBC BUDGET LINE ITEM NUMBER:**

101.40.1195.1000.619.218

**CURRENT FY COST:**

\$2,313,152.15 (approximately)

**STAFF RECOMMENDATION:**

Receive update on the Request for Proposals (RFP) process for inmate medical services, acknowledge that Mediko received the highest evaluation score from the selection committee, and Direct staff to begin contract negotiations with Mediko and prepare a final agreement to be presented for approval on May 6, 2025.

(Note: this Board action does not create a right to a contract until the Board approves a contract at a future Board meeting. Failure to reach an agreement with the County may result on the County opening negotiations with the next highest ranked respondent.)

**ATTACHMENTS:**

Presentation - Inmate Medical RFP

Tables 1 - 3

Mediko Experience Summary

Wellpath Experience Summary

CHP Experience Summary CHP

Mediko Plan for Provision of Services

Wellpath Plan for Provision of Services

CHP Plan for Provision of Services