



Washington State Department of  
**CHILDREN, YOUTH & FAMILIES**

**SOLE SOURCE FILING JUSTIFICATION**

<b>TO:</b> Karena McGovern
<b>CONTRACT #</b> 2532-61014
<b>TODAY'S DATE:</b> 2/20/2025
<b>CONTRACT SUB OBJECT CODE:</b> CJ - Training Serv

<b>CONTRACTOR'S LEGAL NAME</b>	<b>TIN/UBI NUMBER</b>
Roca, Inc.	22-3223641

<b>ADDRESS</b>	800 Park Avenue, Baltimore, MD 21201
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**CONTRACT PURPOSE**

The purpose of the contract is to:

- Provide intensive training to DCYF staff in Roca Rewire Cognitive Behavioral Theory (CBT) as a tool to use daily interactions to help youth address trauma and learn the key skills of emotional regulation, cognitive flexibility, and behavior activation.
- Provide opportunities for Unit leadership and supervisors to learn about the Roca Rewire CBT training series and expectations.
- Provide coaching to supervisors, managers, and early adopters of Roca Rewire CBT to help integrate the use of Rewire CBT skills in all interactions with youth.
- Provide initial implementation coaching with the intended purpose of helping probation staff integrate Roca Rewire CBT into the day-to-day operations, using existing programs and practices over time.
- Provide Healing Circles training to select staff and support Roca Rewire CBT integration into circles.
- Learn and evaluate pilot engagement to identify strategies that supported learning and implementing Roca Rewire CBT.
- **Rewire by Roca - CBT Skills for Living**, was designed to overcome traditional barriers to access, allowing for front line staff to deliver instruction in residential and community settings, with a focus on teaching basic concepts via a flexible, low-threshold approach to cognitive-behavioral skill building.
- The training, coaching, and implementation consultation services described above are only offered by the Roca Impact Institute. These services are unique in that they have been developed to target the individuals driving violence in our communities, bringing them the tools they need to address their own trauma and support long-term behavior change. The unique nature of Rewire CBT and its ability to be delivered by non-clinical professionals in the community are critical to our work to reduce residential and community-based violence.

FUNDING	
FEDERAL FUNDING \$	STATE FUNDING \$96,000
<b>CONTRACT TOTAL \$96,000</b>	OTHER FUNDING \$
CONTRACT DATES	
START DATE: 3/17/2025	END DATE: 3/16/2026
SOLE SOURCE CRITERIA	
<p><u>What is a sole source contract?</u>  <i>“Sole source” means a contractor providing goods or services of such a unique nature or sole availability at the location required that the contractor is clearly and justifiably the only practicable source to provide the goods or services. (RCW 39.26.010)</i></p> <p><i>Unique qualifications or services are those which are highly specialized or one-of-a-kind. Other factors which <b>may</b> be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. <b>Past performance alone does not provide adequate justification for a sole source contract.</b> Time constraints may be considered as a contributing factor in a sole source justification, however, will not be on its own a sufficient justification.</i></p> <p><u>Why is a sole source justification required?</u>  <i>The State of Washington, by policy and law, believes competition is the best strategy to obtain the best value for the goods and services it purchases, and to ensure that all interested vendors have a fair and transparent opportunity to sell goods and services to the state.</i></p> <p><i>A sole source contract does not benefit from competition. Thus the state, through RCW 39.26.010, has determined it is important to evaluate whether the conditions, costs and risks related to the proposal of a sole source contract truly outweigh for going the benefits of a competitive contract.</i></p>	
SPECIFIC PROBLEM OR NEED	
<p><b>1. What is the business need or problem that requires this contract?</b></p> <p>The Department of Children, Youth and Families Juvenile Rehabilitation (JR) has been directed by the Governor’s office to open a new facility as soon as possible to address an urgent overpopulation challenge. The new facility is within the Stafford Creek Correction Center (SCCC), which is a Department of Corrections facility with a vacant intensive management unit with two 24-bed pods and a total of 48 beds. JR will creatively utilize this facility as a DCYF-run facility-within-a-facility.</p> <p>The core philosophy of the program merges certified peer support with therapeutic community (TC) principles to create a recovery environment specifically for emerging adults (18-25). It recognizes that peer support, combined with structured community living, provides a powerful foundation for sustainable recovery and personal development.</p> <p><b>Daily programming</b> is centered around community meetings, group sessions, and individual peer support. Treatment includes evidence-based practices of Rewire by Roca CBT, enhanced by peer-led activities and recovery celebrations.</p> <p>This contract will provide staff and clinicians with the training needed to provide Rewire by Roca intervention to the SCCC residents.</p>	

**PROVIDING COMPELLING ANSWERS TO THE FOLLOWING QUESTIONS WILL FACILITATE THE EVALUATION**

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

Roca is the only authorized entity to oversee training and implementation of this copyrighted evidence-based program with this population. These services are unique in that they have been developed to target the individuals driving violence in our communities, bringing them the tools they need to address their own trauma and support long-term behavior change. The unique nature of Rewire CBT and its ability to be delivered by non-clinical professionals in residential and community settings and is critical to our work to protect public safety and reduce residential and community-based violence.

**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. Use DES' Market Research Template if assistance is needed.**

Searched the internet for Cognitive Behavioral Training in WA State. We sent emails to eleven (11) companies (emails attached below) that had several behavioral counselors affiliated with each company and Psychology Today.



Rewire Cognitive Behavioral Therapy. Rewire Cognitive Behavioral Therapy. Rewire Cognitive Behavioral Therapy. Rewire Cognitive Behavioral Therapy.

We sent 1,893 emails to WEBS Commodity Codes 918-38 Education and Training Consulting, 924-86 Vocational Training, All Types, 948-86 Therapy and Rehabilitation Services, 952-05 Alcohol and Drug Detoxification (Incl. Rehabilitation), and 952-95 Youth Care Services. An example of the email is below.



Rewire Cognitive Behavioral Therapy. WEBS VendorList\_2.7.2025. WEBS VendorList\_2\_7\_202!

Of these emails, we received 27 responses either asking questions or stating that they could perform the duties. Program staff created a spreadsheet (attached below) and responded to the questions and asked anyone who provided capability statements answer the following questions:



CBT Sole Source  
Area Market Research

1. Experience training staff in CBT focused on reduction of violence in justice involved youth and young people.
2. Experience with implementation coaching with the intended purpose of helping probation staff integrate trauma informed CBT into the day-to-day operations.
3. Previous employment or contracts with the state or a particular agency relative to this need.
4. Experience in providing circle training to staff.

We responded to the companies that answered the questions above letting them know they are still not qualified. One company reached out to have a discussion with the DCYF Program Contact. The result of the discussion was the determination that the company did not have the required certified instructors to execute the necessary training.

**4. Per the Supplier Diversity Policy, DES-090-06, was this purchase included in the agency's forecasted needs report?**

No

**5. Describe what targeted industry outreach was completed to locate small and/or veteran-owned businesses to meet the agency's need?**

We sent 1,893 emails to WEBS Commodity Codes 918-38 Education and Training Consulting, 924-86 Vocational Training, All Types, 948-86 Therapy and Rehabilitation Services, 952-05 Alcohol and Drug Detoxification (Incl. Rehabilitation), and 952-95 Youth Care Services. 451 of these are Small Businesses, 79 Mini Businesses, 580 Micro Businesses, and 117 are Veteran Owned.

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

Because of the urgency of the overpopulation challenge, and the compressed implementation timelines, DCYF-JR researched program design, implementation, and training providers with established experience and outcomes with training and supporting the implementation of a program with substantiated evidence of effectiveness with this population. The Roca institute presents with this type of longstanding history in multiple jurisdictions.

This training will provide all line staff, clinicians and counselors with training in the concise therapeutic package of Rewire CBT. The JR clients at Stafford Creek Correctional Center are there for a limited duration. Rewire CBT is an evidence-based intervention with proven outcomes with reducing violent behaviors with this population. ROCA has the resources, capacity, and established expertise to support the expedited implementation of a program that is a precise fit for the needs of this population and the goals of this new program.

While Rewire is a unique CBT Training program, JR finds the costs of training, implementing, and offering ongoing consultation with a team of 50 to be comparable with previous competitive bidding contracts for other training contracts such as training in DBT with the Portland DBT Institute, and

other clinician training contracts for clinicians such as Advanced Trauma Solutions for TARGET, and staff wellness training through iOpening Enterprises. These companies provide training in their areas of expertise and not in Rewire CBT.

7. **Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? 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.*

**NOT APPLICABLE**

There Are Copyright Restrictions for the Roca Intervention

8. **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 which work must be accomplished.*

There are time constraints for opening this program, due to the urgency of overpopulation and its impact on safety and the quality provision of services. JR was directed in late December 2024 to develop and stand up the new program to be prepared for residents in March.

**NOT APPLICABLE**

9. **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.**

**NOT APPLICABLE**

10. **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.**

We will not be able to fulfill the timelines of the directive within the required timeframes of competitive procurement. The Roca institute provides a copyrighted training curriculum, along with well-established program implementation consultation. If this contract is not provided, program staff will not receive the necessary training prior to placing young people in the program. This is a new need, in response to a uniquely significant overpopulation challenge, that is operating on a compressed timeline.

**11. What considerations were given to unbundling the goods and/or services in this contract, which would provide opportunities for Washington small, diverse, and/or veteran-owned businesses. Provide a summary of your agency's unbundling analysis for this contract.**

Not applicable due to the proprietorship of the Roca Impact Institute or the compressed timeframes of the directive. This is a concise cognitive behavioral program that is an ideal fit for the duration of stay of residents at SCCC. This is a copyrighted program and there is no way to unbundle this small contract due to small size of the intervention package and the copyrighted material.

## REASONABLENESS OF COST

**12. 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 comparison with comparable contracts, use the results or a market survey, or employ other appropriate means calculated to make such a determination.**

JR finds the costs of training, implementing, and coaching 50 program staff as comparable with previous competitive bidding contracts for training in DBT with the Portland DBT Institute, and other clinician training contracts for clinicians such as Advanced Trauma Solutions for TARGET, and staff wellness training through iOpening Enterprises. The distinguishing feature is ongoing coaching and consultation in support of program implementation, which is not an included aspect in the comparable contracts.

- **Roca Rewire CBT** - \$24,000 per course of 25 (\$24,500 per course X2, Supervision/coaching \$500 per session total of 12 sessions for \$12K, Circle Training 2 day \$15,500, 4 separate In-person refresher/coaching 5,700 per session for \$22,800. Additional ongoing implementation coaching is included in the proposed scope, at no additional charge.
- **DBT Training Contract** - \$60,833 per course 2-day skills booster/leader \$12,166 (\$146,000 2 years)
- **ATS TARGET** - \$30,000: \$1,250 per person, 2-hour seminar and 18 hours of supervision (Copyrighted trauma intervention program)
- **iOE (iOpening Enterprises)** – \$30,000 7 Staff. Four 2-hour live seminars and 4 individual live coaching sessions -Workplace wellness program and not a Mental Health Treatment program

**Note:** This is Proviso funding that is specific to Stafford Creek.