



SOLE SOURCE FILING JUSTIFICATION

TO: Reza Kalam
CONTRACT # 2432-56574
TODAY'S DATE: 6/3/2024
CONTRACT SUB OBJECT CODE: CJ - Training Serv
TIN/UBI NUMBER

CONTRACTOR'S LEGAL NAME	The Incredible Years, Inc.
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ADDRESS	1411 8 th Avenue West, Seattle, WA 98119-3220
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CONTRACT PURPOSE
The contract purpose is to provide training and consultation on the Incredible Year's Program to DCYF staff and DCYF service providers who will provide the Incredible Years Parent Training to DCYF clients

FUNDING

FEDERAL FUNDING \$	STATE FUNDING \$ 75,000.00
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CONTRACT TOTAL \$75,000	OTHER FUNDING \$
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CONTRACT DATES

START DATE: 7/1/2024	6/30/2025
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SOLE SOURCE CRITERIA

What is a sole source contract?

"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)

Unique qualifications or services are those which are highly specialized or one-of-a-kind. Other factors which may be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. Past performance alone does not provide adequate justification however will not be on its own a sufficient justification.

Why is a sole source justification required?

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.

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.

SPECIFIC PROBLEM OR NEED

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

Department of Children, Youth, and Families (DCYF) is required to improve outcomes for children and families. Because of this DCYF is implementing programs that have been shown through research to be effective.

The Washington State Institute for Public Policy has identified several programs that impact child welfare outcomes cost effectively. This contract will facilitate implementation of one of these cost effective programs, i.e., the Incredible Years Program.

DCYF has been allocated additional funding for more training, consultation, technical assistance and materials. This sole source contract will continue and expand on the work started.



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.

The Incredible Years, Inc. is the only provider of the needed training and consultation service. Dr. Carolyn Webster-Stratton created, developed and copyrighted the program. Dr. Webster-Stratton is a clinical psychologist, pediatric nurse practitioner and Professor Emeritus at the University of Washington, where she developed and produced The Incredible Years Series. Her mission is to develop cost-effective interventions for parents and teachers to prevent and treat conduct problems and promote social and emotional competence in young children that can be widely disseminated. Dr. Webster-Stratton's programs have been extensively researched over the past 30 years in a series of randomized studies funded by the National Institute for Nursing Research, Head Start Partnerships Grants, and various agencies of the U.S. Department of Health and Human Services, including the National Institute of Mental Health, the National Institute on Drug Abuse, and the Substance Abuse and Mental Health Services Administration's Center for Substance Abuse Prevention.

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.

DCYF monitors and receives information about the development of new evidence based services that improve parental capacity. One resource is the California Clearinghouse website, www.cebc4cw.org

DCYF has identified other evidence based services that achieve similar outcomes, however, DCYF has not identified any that significantly out performs the Incredible Years program.

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.

This is a trademarked training service, only delivered by Incredible Years Inc. therefore no other option to access this service is available.

5. 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).

DCYF has been contracting with this contractor for over twenty (20) years. At that time, DCYF invested a significant amount of resources to implement, develop, and support a statewide workforce to provide service to the children and families DCYF serves. Since that time, DCYF has not identified any other evidence based program that warrants abandoning this current program. Incredible Years has continually supported DCYF in the implementation and training of the Incredible Years' service. Additionally, Incredible Years has fully met DCYF service expectations over the years.

This research proven training will continue to assist DCYF in delivering highly effective services to children and families.

Based on the research done, the current rates for training, consultation, technical assistance and materials are the current rates only available through The Incredible Years site:

<http://incredibleyears.com/>

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

NOT APPLICABLE

The Incredible Years Program is copyrighted and is the only contractor that can provide training and consultation for this service.

7. 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.

NOT APPLICABLE

8. 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

9. 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.

DCYF 's mission is to transform lives by acting to protect children and promote healthier families through strong partnerships with the community, providers and Tribes.

It is vital that this sole source contract be approved in order to meet DCYF's mission to deliver highly effective and research proven service to the children and families we serve.

REASONABLENESS OF COST

10. 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 of a market survey, or employ other appropriate means calculated to make such a determination.

The cost was determined as reasonable by means of a comparison with the other costs charged by entities that train and support research based treatment services and therapies.

The reason the state is contracting with the trainer to provide this service is to use an economy of scale to drive down costs. The alternative was to have each entity contract with the service provider. This would increase costs considerably due to lack of statewide coordination. The cost effectiveness is increased by consolidating the costs into a single contract.