

REQUEST FOR SOLE SOURCE

TO: CHIEF PROCUREMENT OFFICER, COUNTY OF MAUI FINANCE DEPARTMENT
FROM: Department of Housing & Human Concerns/Office on Aging

(DEPARTMENT/DIVISION/BRANCH)

RE: REQUEST FOR SOLE SOURCE APPROVAL

PURSUANT TO 103D-306, and Subchapter 9, Chapter 3-122, HAR, the Department requests sole source approval to purchase the following (Description of goods, services, or construction):

TCARE is an enterprise SaaS-based platform using predictive analytics to prevent burnout of family caregivers, reducing Long Term Care (LTC) service usage and delaying nursing home placements.

Name of Vendor: TCARE

Cost: \$ 50,000.00 Term of Contract: From: 7/1/2021 To: 6/30/2022

Prior Sole Source Reference No.(s), if any: _____

- (1) The goods, services, or construction has the following unique features, characteristics, or capabilities:
TCARE is the sole vendor for this type of solution. They are also the only provider that is evidence-based, Centers for Medicare & Medicaid Services (CMS) 1115-approved, and Administration for Community Living (ACL) accredited.

 - (2) How are the unique features, characteristics, or capabilities essential for the agency to accomplish its work:
Please see attachment.
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(Attach Additional Sheets If Necessary)

SOLE SOURCE REF. NO. 21-94

- (3) The following other possible sources for the goods, services, or construction were investigated but do not meet our needs because:

Research was conducted to seek alternative options. At this time, TCARE is the only provider that offers an evidence-based, CMS 1115-approved, ACL accredited caregiver solution that helps prevent family caregiver burnout.

Direct questions to: Kevin J. Dusenbury, Jr. Phone: 270-8221

A completed Notice of Sole Source is attached.

I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TO THE BEST OF MY KNOWLEDGE TRUE, CORRECT AND THAT THE GOODS, SERVICES, OR CONSTRUCTION ARE AVAILABLE THROUGH ONLY ONE SOURCE.

Kevin J. Dusenbury, Jr.
Department/Agency Head

6/17/2021
Date

Authorized Designee (if any)

Title: _____

Date

CHIEF PROCUREMENT OFFICER'S COMMENTS:

Please ensure adherence to applicable administrative and statutory requirements. This expenditure may be processed through a purchase order:

Yes No . If no, a contract must be executed and funds certified.

APPROVED DENIED

Justin King
CHIEF PROCUREMENT OFFICER

6/18/21
Date

JUN 18 2021

SOLE SOURCE REF. NO. 21-94

NOTICE OF SOLE SOURCE

The Chief Procurement Officer is in the process of reviewing the request from the department of
Department of Housing & Human Concerns/Office on Aging

for the sole source purchase of the following goods, services, or construction:

An enterprise SaaS-based platform using predictive analytics to prevent burnout of family
caregivers, reducing Long Term Care (LTC) service usage and delaying nursing
home placements.

Name of Vendor: TCARE

Address: 3101 Olive St., St. Louis, MO 63103

Cost: \$ 50,000.00 Term of Contract: From: 7/1/2021 To: 6/30/2022

Direct Any Inquiries To:

Name/Title: Kevin Dusenbury/Program Specialist Phone No.: 808-270-8221

Address: 95 Mahalani St., Room 20
Wailuku, HI 96793 Fax No.: 808-270-7935

6/23/21
Date Notice Posted

A copy of this notice of intent shall be posted by the Chief Procurement Officer and the purchasing agency in
an area accessible to the public at least seven calendar days prior to any approval action.

Submit written objections to this notice of intent to issue a sole source contract within seven calendar days
from the date this notice was posted to:

Chief Procurement Officer
County of Maui Finance Department
200 South High Street
Wailuku, Maui, HI 96793

SOLE SOURCE REF. NO. 21-94

How are the unique features, characteristics, or capabilities essential for the agency to accomplish its work:

As the designated Area Agency on Aging for the County of Maui, the Maui County Office on Aging (MCOA) is authorized and tasked by the Older Americans Act (OAA) to provide solutions and long-term services and supports (LTSS) to older adults and respite and support to caregivers through Title III-E of the OAA. Through the State of Hawaii Executive Office on Aging, MCOA participates in a state-wide database (WellSky Aging & Disability) to assess and authorize home and community-based services.

In 2015 MCOA and the Executive Office on Aging participated in a pilot project with the Tailored Caregiver Assessment and Referral (TCARE®) system assessment tool. The assessment tool, which was originally completed on paper but no longer supported by TCARE, required manual calculations by the end user. TCARE now offers an enterprise SaaS-based platform using predictive analytics to prevent burnout of family caregivers, reducing Long Term Care (LTC) service usage and delaying nursing home placements.

TCARE's evidence-based platform, which is based on over 30 years of research, and two separate randomized controlled trials, identifies the root-cause of a family caregiver's burnout; creates a plan for the Care of the Caregiver; and then connects them to the right resources at the right time and right place. According to the developers, TCARE has impacted over 250,000 family caregivers since the tool was created.

TCARE has made a profound impact in the State of Washington. Since implementation of TCARE in Washington State, 20% of caregivers were less likely to use Medicaid LTSS and also delayed nursing home placement by 21 months, which saves the state an estimated \$20 million in annual savings.

Through the enterprise SaaS-based platform, MCOA will use this application to better serve our caregivers, while also further delaying nursing home placement for older adults within our community.