



HENNEPIN COUNTY
MINNESOTA



Vendor Selection and Equity

Contract Management Services, Human Services and Public Health – Jess Rosenfeld

Overview

- Vendor selection process and CMS scope
- Equity emphasis
 - New efforts and results, challenges, future areas of work
- Beyond vendor selection

Contracted human services

Case management services

Emergency shelter

Employment services

Family/parenting development and therapy services

Housing services

Mental health services

Public health outreach and education

Residential treatment services

School-based mental health services

Services for people with disabilities

Services for people living with HIV/AIDS

Services for people with substance use disorder

Services for people impacted by domestic violence

Transportation services

Vendor Selection Phases

Phase	Key Steps
Pre-submission	<ul style="list-style-type: none">• Kickoff meeting to discuss service and vendor selection approach• Vendor selection document written, including the development of evaluation criteria to use in decision-making
Submission	<ul style="list-style-type: none">• Preproposal meeting with potential respondents• Vendor selection document posted to Supplier Portal• Vendor questions answered
Post Submission	<ul style="list-style-type: none">• Evaluation panels established• Proposals evaluated and recommendations made by evaluation panel(s)• Contracting decisions made• Vendors notified• Contracts negotiated

Contracting equity and outcomes

Improve
outcomes for
priority
populations

Partner with
diverse
organizations
and less
established
organizations

Equity focus in vendor selection process

- Tailored approach to vendor selection process
- Encouraging needs assessment based on community input prior to vendor selection
- Leveraging the expertise of people with lived experience and compensating them for their time
- Reviewing non-bias practices with panelists
- Outreach to prospective service providers
- Standardized approach to equity in evaluation criteria
- Publicizing solicitations through Hennepin.us postings and plain-language email notifications

Results



13% of proposals have come from new providers



New providers selected for 18% of contracts



Large numbers of proposals being received for broad solicitations



People with lived experience included in 7 processes to date this year

Challenges

- Tight timelines
- Supplier Portal
- Provider capacity and experience with responding to funding opportunities
- Limited ability to assist individual potential providers

Future areas of focus

- Develop clearer goals for equity in vendor selection for non-profit entities
- Develop reporting mechanisms for tracking progress towards goals
- Consider advance trainings for specific funding opportunities
- Explore ways to assist individual potential proposers with proposals
- Consult with non-contracted providers on ways to reduce barriers to contracting with the county

Beyond vendor selection



Focus on contract outcomes
and performance



Provider support approach



Technical assistance for new
providers

Questions?



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Contracting at Hennepin County

Countywide

Goods, general services, professional/personal services, IT purchases, and construction



Health and Human Services

Direct services and professional/personal services

