

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

158



FROM: Riverside County Regional Medical Center

SUBMITTAL DATE:
November 2, 2010

SUBJECT: Professional Services Agreement with Siemens Medical Solutions USA, Inc.

RECOMMENDED MOTION: Move that the Board of Supervisors:

- 1) Approve and authorize the Chairman of the Board to execute the professional services agreement with Siemens Medical Solutions USA, Inc. for fiscal year 2010-2011 in the amount not to exceed \$300,000, which contains an option to renew the agreement for four additional one-year periods in the amount not to exceed \$163,000 annually; and
- 2) Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise the renewal option, based on the availability of fiscal funding, and to sign amendments that do not change the substantive terms of the agreement, including amendments to the compensation provision that do not exceed the annual CPI rates.

Douglas D. Bagley

Douglas D. Bagley, Hospital Director

FINANCIAL DATA	Current F.Y. Total Cost:	\$300,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2010/2011

SOURCE OF FUNDS: 100% Enterprise Funds	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

BY: *Debra Cournoyer*
Debra Cournoyer

County Executive Office Signature

FORM APPROVED COUNTY COUNSEL DATE 11/2/10
 BY: NEAL R. KIPNIS
 Deputy County Counsel
 Policy purchasing: *Mark Seller* Mark Seller, Assistant Director
 Policy
 Consent
 Consent
 Dep't Recomm.:
 Per Exec. Ofc.:

3.66

BOARD OF SUPERVISORS

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SUBJECT: Professional Services Agreement with Siemens Medical Solutions USA, Inc.

BACKGROUND: (Continued)

To remain compliant and keep pace with the universal standard within the industry, Riverside County Regional Medical Center's (RCRMC) collaboration with an electronic claims clearing house will result in timely and accurate claim submission enhancing cash flow as well as confirmation of claim submission.

On behalf of RCRMC, County Purchasing released a Request for Proposal (RFP MCARC138), to secure Electronic (EDI) Claims Submission services for the hospital. Solicitations were sent to three prospective vendors specializing in this service and advertised on the County's Internet/Website. Three proposals were received and evaluated by hospital staff from the Patient Accounts department with expertise in the field.

The evaluation team reviewed and scored each proposal based on the bidder's overall responsiveness to the RFP requirements, their experience, the ability to perform the services and the overall cost to the County. The scores ranged from 74.80 to 99.33. Siemens Medical Solutions USA, Inc. received the highest score of 99.33.

Siemens is one of the largest suppliers to the healthcare industry and their solutions include a comprehensive line of health information systems, providing clinical, financial, administrative, ambulatory care, managed care, decision support, and EDI systems for both the public and private health sectors.

PRICE REASONABLENESS:

As a result of RFP MCARC138, Siemens was identified as the lowest and most responsive/responsible bidder based on the competitive bids received. The monthly fees ranged from \$15,739 per month to \$32,564 per month, not including start up costs. Siemens bid was the least expensive at \$15,739 per month.

On September 23, 2010, County Purchasing on behalf of RCRMC released a Best and Final Offer (BAFO) request to all three bidders to ensure RCRMC receive the best possible quotes. As a result of the BAFO, the monthly fees ranged from \$13,564 per month to \$27,455 per month, not including start up costs. Siemens came in with the lowest bid at \$13,564 per month.

FINANCIAL IMPACT:

Funding for this service is 100% Hospital Enterprise funded and does not require additional County funds.

REVIEW/APPROVAL:

County Counsel
County Purchasing

DB:ns