

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



ITEM
3.35
(ID # 4452)

MEETING DATE:

Tuesday, June 20, 2017

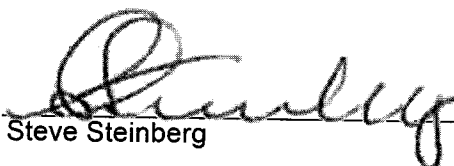
FROM : RUHS-BEHAVIORAL HEALTH:

SUBJECT: RIVERSIDE UNIVERSITY HEALTH SYSTEM - BEHAVIORAL HEALTH: Approve the Eleventh Amendment to the Agreement with Netsmart Technologies, Inc. to Provide FY 2017/18 Maintenance and Support Services and Additional User Licenses for the Behavioral Health Information System; Districts: All; [\$1,532,835 from 27% Federal, 73% State]

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and authorize the Chairman of the Board to execute the Eleventh Amendment to the Agreement with Netsmart Technologies, Inc. (Netsmart) to provide maintenance and support services and additional user licenses for the Behavioral Health Information System (BHIS) in the amount of \$1,532,825 for the term July 1, 2017 through June 30, 2018; and
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on the availability of funding and as approved by County Counsel to sign amendments that do not change the substantive terms of the Agreement and sign amendments to the compensation provisions that do not exceed 10% through June 30, 2018.

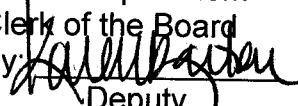
ACTION:


Steve Steinberg 5/26/2017

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Jeffries, seconded by Supervisor Tavaglione and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Tavaglione, Washington, Perez and Ashley
Nays: None
Absent: None
Date: June 20, 2017
xc: RUHS-Behavioral Health, Purchasing

Kecia Harper-Ihem
Clerk of the Board
By: 
Deputy

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

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost
COST	\$0	\$1,532,825	\$ 1,532,825	\$ 0
NET COUNTY COST	\$0	\$0	\$0	\$0
SOURCE OF FUNDS: 27% Federal, 73% State			Budget Adjustment: No	
			For Fiscal Year: 17/18	

C.E.O. RECOMMENDATION: APPROVE

BACKGROUND:

Summary

On March 16, 2010 (3.46), August 31, 2010 (3.61) June 17, 2014 (3-14) and May 3, 2016 (3-17), the Board approved the agreement and subsequent amendments with Netsmart to provide, implement and support the BHIS through June 30, 2017.

Amendment #11 provides provisions for maintenance and support services for FY17/18, authorizes the purchase of additional user licenses and extends the term of the agreement to June 30, 2018, for a contract maximum of \$1,532,825.

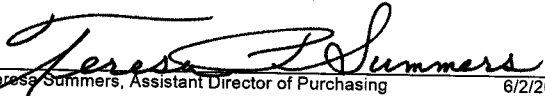
Impact on Residents and Businesses

The BHIS is a component of the department's system of care aimed at improving the health and safety of consumers and the community. The National Institutes of Health have concluded that electronic health records result in improved quality and patient care, more efficient tracking of patients and costs, and better documentation and improved audit capabilities. The agreement with Netsmart enables the department to be in compliance with State and Federal laws requiring health care providers to use an electronic health records system. The BHIS meets the State requirements for billing Short-Doyle Medi-Cal, ensuring revenue to fund the County's behavioral health care services


Contract History and Price Reasonableness

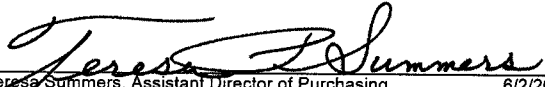
On April 21, 2009, the department in conjunction with County Purchasing issued RFP #MHARC-050. The evaluation committee selected Netsmart as the most responsive/responsible bidder. On May 1, 2017 (PR2017-05500), the Technology Standards and Oversight Committee approved the Eleventh amendment to the agreement with Netsmart.

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


Teresa Summers, Assistant Director of Purchasing 6/2/2017


Gregory V. Priaplos, Director County Counsel 6/7/2017


Christopher Hans 6/13/2017


Teresa Summers, Assistant Director of Purchasing 6/2/2017



**ELEVENTH AMENDMENT TO THE AGREEMENT
EFFECTIVE March 16, 2010 (THE "AGREEMENT")
BETWEEN
NETSMART TECHNOLOGIES, INC. ("CONTRACTOR")
AND
COUNTY OF RIVERSIDE ("COUNTY")**

That certain Agreement between the County of Riverside (COUNTY) and Netsmart Technologies, Inc. (CONTRACTOR), originally approved by the Riverside County Board of Supervisors on March 16, 2010, Agenda Item 3.46 for FY 2009/2010; amended for the first time by the Board of Supervisors on August 31, 2010, Agenda Item 3.61 for FY 2010/2011; amended for the second time by the Riverside County Purchasing Agent on June 30, 2011 for FY 2010/2011; amended for the third time by the Riverside County Purchasing Agent on August 31, 2011 for FY 2011/2012; amended for the fourth time by the Riverside County Purchasing Agency on September 28, 2011 for FY 2011/2012; amended for the fifth time by the Riverside County Purchasing Agent on June 13, 2012 for FY 2011/2012, amended for the sixth time by the Riverside County Purchasing Agent on June 17, 2014 for FY 2013/2014, amended for the seventh time by the Riverside County Purchasing Agent on December 17, 2014 for FY 2014/2015, amended for the eighth time by the Riverside County Purchasing Agent on September 22, 2015 for FY 2015/2016, amended for the ninth time by the Riverside County Purchasing Agent on May 8, 2016 for FY 2015/2016, amended for the tenth time by the Riverside County Purchasing Agent on December 20, 2016 for FY 2016/2017 and is hereby amended for the eleventh time. This amendment increases the contract value by a total of **\$1,532,824.59** based upon the increases for FY2017/2018.

Except as set forth herein, the Agreement between CONTRACTOR and COUNTY shall remain unchanged and in full force and effect.

The parties hereby agree that the Agreement is amended as follows:

A. Extension of Term for Support and Subscription Services

1. The initial four (4) year term of the Agreement expires on March 16, 2014 and was extended by Amendment #6 to June 30, 2017. Pursuant to paragraph 3 (Period of Performance), section 3.1, the parties agree to extend the term of the Agreement through June 30, 2018.
2. Extend the term for provision of CONTRACTOR supplied Support Services (Core Products Support), Third Party Support, and other products with annual recurring costs (Subscription Services) from the initial term expiration date of March 16, 2014 through June 30, 2018.
3. A list of the specific CONTRACTOR supplied services, annual-recurring costs and payment terms is attached hereto as Exhibit A.
4. All previous references to these services in the Agreement and subsequent Amendments are replaced with the terms of Exhibit A.



B. Additional Software, Services and Support

- 1. A list of the specific CONTRACTOR and Third Party supplied additional software, services, and support is attached hereto as Exhibit B.

C. Provisions for Future Extensions of this Agreement

- 1. In order to expedite future extensions, a list of the specific CONTRACTOR and Third Party supplied software, services and support and attendant one time and annual-recurring costs and payment terms is attached hereto as Exhibit C.

This Amendment together with the Agreement, represents the entire agreement of the parties. In the event of any conflict between the terms of this Amendment and the Agreement, the terms of this Amendment shall control.

Except as set forth herein, the Agreement between CONTRACTOR and COUNTY shall remain unchanged and in full force and effect.

IN WITNESS WHEREOF, the Parties hereto have caused their duly authorized representatives to execute this amendment.

COUNTY OF RIVERSIDE

NETSMART TECHNOLOGIES, INC.

4950 College Boulevard
Overland Park, KS 66211

Signature: 

Signature: 

Print Name: JOHN TAVAGLIONE

Print Name: JOSEPH MCGOVERN

Title: CHAIRMAN, BOARD OF SUPERVISORS

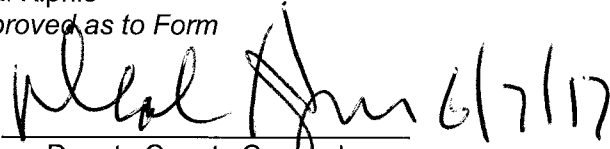
Title: EVP

Date: JUN 20 2017

Date: 05-18-2017

COUNTY COUNSEL

Neal Kipnis
Approved as to Form

By 
Deputy County Counsel

ATTEST:
KECIA HARPER-IHEM, Clerk
By 
DEPUTY



Exhibit A – Extension of Term for Support and Subscription Services

Fy 17/18 - 7/1/2017 Through 6/30/2018			
Solution	Quantity	Period Fees	Payment Terms
Avatar RADplus Named User Maintenance	2225	\$385,752.26	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar RADplus Test Server Maintenance	1	\$2,422.92	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar CalPM Maintenance	1	\$2,422.92	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar CWS Maintenance	1	\$2,422.92	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar MSO Maintenance	1	\$2,422.92	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar Web Services Suite Maintenance	1	\$27,583.40	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar Electronic Signature Maintenance	1	\$2,422.92	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar ASI Maintenance	1	\$1,813.80	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar Incident Tracking Maintenance	1	\$604.56	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Monthly Subscription 1,000+ Users	1	\$32,100.00	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar RADplus Named User Maintenance - 24x7 Lite Premium	2225	\$41,278.20	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Lab Orders (Outbound) 1,000+ Users (Quest)	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Lab Results (Inbound) 1,000+ Users (Quest)	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Lab Orders (Outbound) 1,000+ Users (Labcorp)	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Lab Results (Inbound) 1,000+ Users (Labcorp)	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
OrderConnect Base Fee	1	\$1,404.00	Payable upon the first day of Fy 17/18 (7/1/2017)
OrderConnect - FULL SUITE - Prescriber Subscription	100	\$111,196.80	Payable upon the first day of Fy 17/18 (7/1/2017)
OrderConnect - Non-Prescribing User Subscription	162	\$23,654.81	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar ProviderConnect Individual User Subscription	80	\$41,184.00	Payable upon the first day of Fy 17/18 (7/1/2017)



Exhibit A – Extension of Term for Support and Subscription Services

Fy 17/18 - 7/1/2017 Through 6/30/2018

Solution	Quantity	Period Fees	Payment Terms
Diagnosis Content Subscription Base Fee (ICD 10 / DSM V)	445	\$12,615.96	Payable upon the first day of Fy 17/18 (7/1/2017)
Diagnosis Content Subscription Additional Users	134	\$1,608.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CarePathways Measures Reporting	1	\$24,000.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Referral Connector 1,000+ Users	1	\$4,992.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Syndromic Surveillance Connector 1,000+ Users	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect Immunization Connector 1,000+ Users	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
CareConnect HIE Connector (CCD Transactions) 1,000+ Users	1	\$4,800.00	Payable upon the first day of Fy 17/18 (7/1/2017)
Avatar Cache Enterprise Maintenance, Multi-Server, Platform Specific	1015	\$333,732.00	Payable upon the first day of Fy 17/18 (7/1/2017)
Intersystems - Cache Single Server License (Test Server) Maintenance	4	\$2,978.64	Payable upon the first day of Fy 17/18 (7/1/2017)
POS Scanning Powered by Perceptive Maintenance RENEWALS ONLY	1	\$1,900.08	Payable upon the first day of Fy 17/18 (7/1/2017)
myHealthPointe Portal - Level VI Subscription 1,000+ Named Users	1	\$70,000.00	Payable upon the first day of Fy 17/18 (7/1/2017)
Two Party Escrow Agreement	1	\$1,200.00	Payable upon the first day of Fy 17/18 (7/1/2017)
Direct Message Mailbox-CareConnect	1	\$120.00	Payable upon the first day of Fy 17/18 (7/1/2017)
OrderConnect - EPCS Subscription	100	\$9,600.00	Payable upon the first day of Fy 17/18 (7/1/2017)
Sub Total		\$1,175,033.11	



Exhibit B - Additional Software, Services and Support

Fy 17/18 - 7/1/2017 Through 6/30/2018			
New Purchases – CONTRACTOR Support, Services and Subscriptions	Qty	Period Fees	Payment Terms
Avatar RADplus Named User	225	\$138,150.00	Payable upon the Execution of Amendment #11
Avatar RADplus Named User Maintenance	225	\$37,800.00	Payable upon the Execution of Amendment #11
Avatar RADplus Named User Maintenance - 24x7 Lite Premium	225	\$3,149.98	Payable upon the Execution of Amendment #11
Diagnosis Content on Demand Subscription	225	\$1,742.70	Payable upon the Execution of Amendment #11
Avatar Cache Enterprise, Multi-Server, Platform Specific License	100	\$145,040.00	Payable upon the Execution of Amendment #11
Avatar Cache Enterprise Maintenance, Multi-Server, Platform Specific	100	\$31,908.80	Payable upon the Execution of Amendment #11
Subtotal:		\$357,791.48	



Exhibit C- Future Extensions of this Agreement

Solution	Quantity	Fy 18/19 - 7/1/2018 Through 6/30/2019		Fy 19/20 - 7/1/2019 Through 6/30/2020	
		Period Fees	Payment Terms	Period Fees	Payment Terms
Avatar RADplus Named User Maintenance	2450	\$436,258.83	Payable upon the first day of Fy 18/19 (7/1/2018)	\$449,346.59	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar RADplus Test Server Maintenance	1	\$2,495.61	Payable upon the first day of Fy 18/19 (7/1/2018)	\$2,570.48	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar CalPM Maintenance	1	\$2,495.61	Payable upon the first day of Fy 18/19 (7/1/2018)	\$2,570.48	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar CWS Maintenance	1	\$2,495.61	Payable upon the first day of Fy 18/19 (7/1/2018)	\$2,570.48	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar MSO Maintenance	1	\$2,495.61	Payable upon the first day of Fy 18/19 (7/1/2018)	\$2,570.48	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar Web Services Suite Maintenance	1	\$28,410.90	Payable upon the first day of Fy 18/19 (7/1/2018)	\$29,263.23	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar Electronic Signature Maintenance	1	\$2,495.61	Payable upon the first day of Fy 18/19 (7/1/2018)	\$2,570.48	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar ASI Maintenance	1	\$1,868.21	Payable upon the first day of Fy 18/19 (7/1/2018)	\$1,924.26	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Monthly Subscription 1,000+ Users	1	\$33,063.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$34,054.89	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar RADplus Named User Maintenance - 24x7 Lite Premium	2450	\$45,761.03	Payable upon the first day of Fy 18/19 (7/1/2018)	\$47,133.86	Payable upon the first day of Fy 19/20 (7/1/2019)



Exhibit C- Future Extensions of this Agreement

		Fy 18/19 - 7/1/2018 Through 6/30/2019		Fy 19/20 - 7/1/2019 Through 6/30/2020	
Solution	Quantity	Period Fees	Payment Terms	Period Fees	Payment Terms
CareConnect Lab Orders (Outbound) 1,000+ Users (Quest)	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Lab Results (Inbound) 1,000+ Users (Quest)	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Lab Orders (Outbound) 1,000+ Users (Labcorp)	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Lab Results (Inbound) 1,000+ Users (Labcorp)	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
OrderConnect Base Fee	1	\$1,446.12	Payable upon the first day of Fy 18/19 (7/1/2018)	\$1,489.50	Payable upon the first day of Fy 19/20 (7/1/2019)
OrderConnect - FULL SUITE - Prescriber Subscription	100	\$114,532.70	Payable upon the first day of Fy 18/19 (7/1/2018)	\$117,968.69	Payable upon the first day of Fy 19/20 (7/1/2019)
OrderConnect - Non-Prescribing User Subscription	162	\$24,364.45	Payable upon the first day of Fy 18/19 (7/1/2018)	\$25,095.39	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar ProviderConnect Individual User Subscription	80	\$42,419.52	Payable upon the first day of Fy 18/19 (7/1/2018)	\$43,692.11	Payable upon the first day of Fy 19/20 (7/1/2019)
Diagnosis Content Subscription Base Fee (ICD 10 / DSM V)	670	\$14,789.42	Payable upon the first day of Fy 18/19 (7/1/2018)	\$15,233.10	Payable upon the first day of Fy 19/20 (7/1/2019)
Diagnosis Content Subscription Additional Users	134	\$1,656.24	Payable upon the first day of Fy 18/19 (7/1/2018)	\$1,705.93	Payable upon the first day of Fy 19/20 (7/1/2019)



Exhibit C- Future Extensions of this Agreement

Solution	Quantity	Fy 18/19 - 7/1/2018 Through 6/30/2019		Fy 19/20 - 7/1/2019 Through 6/30/2020	
		Period Fees	Payment Terms	Period Fees	Payment Terms
CarePathways Measures Reporting	1	\$24,720.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$25,461.60	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Referral Connector 1,000+ Users	1	\$5,141.76	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,296.01	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Syndromic Surveillance Connector 1,000+ Users	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect Immunization Connector 1,000+ Users	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
CareConnect HIE Connector (CCD Transactions) 1,000+ Users	1	\$4,944.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$5,092.32	Payable upon the first day of Fy 19/20 (7/1/2019)
Avatar Cache Enterprise Maintenance, Multi-Server, Platform Specific	1115	\$376,610.02	Payable upon the first day of Fy 18/19 (7/1/2018)	\$387,908.32	Payable upon the first day of Fy 19/20 (7/1/2019)
Intersystems - Cache Single Server License (Test Server) Maintenance	4	\$3,068.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$3,160.04	Payable upon the first day of Fy 19/20 (7/1/2019)
POS Scanning Powered by Perceptive Maintenance	1	\$1,957.08	Payable upon the first day of Fy 18/19 (7/1/2018)	\$2,015.79	Payable upon the first day of Fy 19/20 (7/1/2019)
myHealthPointe Portal - Level VI Subscription 1,000+ Named Users	1	\$72,100.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$74,263.00	Payable upon the first day of Fy 19/20 (7/1/2019)
Two Party Escrow Agreement	1	\$1,236.00	Payable upon the first day of	\$1,273.08	Payable upon the first day of



Exhibit C- Future Extensions of this Agreement

			Fy 18/19 (7/1/2018)		Fy 19/20 (7/1/2019)
Direct Message Mailbox-CareConnect	1	\$123.60	Payable upon the first day of Fy 18/19 (7/1/2018)	\$127.31	Payable upon the first day of Fy 19/20 (7/1/2019)
OrderConnect - EPCS Subscription	100	\$9,888.00	Payable upon the first day of Fy 18/19 (7/1/2018)	\$10,184.64	Payable upon the first day of Fy 19/20 (7/1/2019)
	FY Total	\$1,286,500.93	FY Total	\$1,325,095.98	