



COUNTY OF HUMBOLDT

For the meeting of: 10/22/2019

File #: 19-1484

To: Board of Supervisors

From: DHHS: Public Health

Agenda Section: Consent

SUBJECT:

Award Electronic Medical Record Software Agreement for the Department of Health and Human Services - Public Health

RECOMMENDATION(S):

That the Board of Supervisors:

1. Approve the Request for Information (RFI) for Electronic Medical Record (EMR) software as presented;
2. Authorize the Department of Health and Human Services - Public Health (DHHS-PH) Director, or designee, to negotiate the agreement with Patagonia Health, Inc. for the provision of EMR software for the DHHS - PH; and
3. Direct the Clerk of the Board to return one (1) copy of the certified board report to the DHHS - Contract Unit.

SOURCE OF FUNDING:

Public Health Fund

DISCUSSION:

In 2011, DHHS - PH entered into an agreement with Netsmart Technologies, Inc. (Netsmart) for the provision of their Insight EMR software. Netsmart has been the incumbent vendor for the last eight years serving as the DHHS - PH Clinic's EMR software. In 2018, DHHS - PH was informed that the server utilized by Insight would no longer be supported and may pose a security risk beginning in January of 2020. After considering options to address the server, DHHS - PH in conjunction with DHHS - Information Services, issued a RFI for new EMR software.

On April 29, 2019 an RFI for Public Health EMR software was issued with a due date of May 17, 2019. DHHS - PHB received four (4) vendor responses. The RFI evaluation committee determined that one vendor, Azalea Health, did not meet the qualifications set forth in the RFI. The RFI evaluation committee conducted demonstrations with the three (3) qualifying vendors and requested quotes. Based on the evaluation process, DHHS - PH recommends awarding the contract to Patagonia Health, Inc. for the following reasons:

- They have Public Health-specific EMR software.
- They currently contract with five other California counties; Alpine, El Dorado, Madera, Mariposa, and Sacramento. As a result, they are experienced in the unique legal and program requirements facing counties in the state.
- They are able to incorporate all of the requested program requirements from DHHS - PH including the Public Health Clinic, the Medical Therapy Unit, the California Children's Services Cardiac Clinic, and the Public Health Laboratory into the software eliminating the need for additional software.
- Their proposal scored highest among the evaluators.
- Although not the lowest cost software, it provides more utility for Public Health's specific needs than cheaper options and over a 5-year period it is priced only slightly above the lowest cost solution.

FINANCIAL IMPACT:

Approval of this RFI and the authorization to negotiate the agreement with Patagonia Health will allow DHHS - PH to pay Patagonia Health \$137,234 for a 5-year period beginning upon the execution of the contract. The total for this period is subject to change based on contract negotiations however, the proposed first-year cost (including implementation of \$48,220, plus options of \$18,000) is \$66,220. This amount was anticipated and included in the budget process for fiscal year (FY) 2019-20 in fund 1175, Budget Unit 422, Clinic Services. Ongoing annual maintenance costs, the total amount of which will be determined in the negotiating process, will be included in future FY budget cycles. There is no impact to the County General Fund.

STRATEGIC FRAMEWORK:

This action supports your Board's Strategic Framework by creating opportunities for improved safety and health.

OTHER AGENCY INVOLVEMENT:

N/A

ALTERNATIVES TO STAFF RECOMMENDATIONS:

The Board may decide not to authorize awarding the contract to Patagonia Health, Inc. However, it is not recommended, as the current EMR software for the DHHS - PHB Clinic will be unsupported and pose security risks in January 2020.

ATTACHMENTS:

1. Request for Information, Evaluation Committee Recommendations

PREVIOUS ACTION/REFERRAL:

Board Order No.: N/A

Meeting of: N/A

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