



# COUNTY OF HUMBOLDT

For the meeting of: 1/5/2021

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File #: 21-17

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**To:** Board of Supervisors

**From:** DHHS: Public Health

**Agenda Section:** Consent

**SUBJECT:**

Electronic Medical Record Software Agreement with Patagonia Health Inc.

**RECOMMENDATION(S):**

That the Board of Supervisors:

1. Approve and authorize the Chair to sign the software agreement between Department of Health and Human Services (DHHS) - Public Health and Patagonia Health Inc. for the period effective upon execution of the agreement through five consecutive years in the amount of \$155,722.52; and
2. Authorize the DHHS - Public Health Director, or designee thereof, to execute all future amendments directly related to this agreement upon review and approval by Risk Management and County Counsel.

**SOURCE OF FUNDING:**

Public Health Fund

**DISCUSSION:**

In 2011, DHHS-Public Health entered into an agreement with Netsmart Technologies, Inc. (Netsmart) for the provision of their Insight Electronic Medical Record (EMR) software. Netsmart has been the incumbent vendor for the last eight (8) years serving as the DHHS - Public Health Clinic's software. In 2018, DHHS - Public Health was informed that the server that Insight exists on would no longer be supported and may pose a security risk beginning in January of 2020. After considering options to address the server, DHHS - Public Health in conjunction with DHHS - Information Services, determined that it was time for a Request for Information (RFI) for EMR software.

On October 22, 2019 (Item C-12) your Board approved the RFI for Electronic Medical Record software for DHHS - Public Health. As a result of the RFI, the evaluation committee recommended selection of Patagonia Health, Inc. as the best-suited vendor for DHHS - Public Health's needs for the following reasons:

- They have public health-specific EMR software.
- They currently contract with five (5) other California counties including Alpine, El Dorado,

Madera, Mariposa, and Sacramento, so they are experienced in the unique legal and program requirements of California.

- They are able to incorporate all DHHS - Public Health requested program needs including the Public Health Clinic, the Medical Therapy Unit, the California Children's Services (CCS) Cardiac Clinic, and the Public Health Laboratory into the software eliminating the need for additional software.
- Their proposal scored highest among the evaluators.
- Although their proposal is not the lowest cost, over the 5-year period, it is just slightly higher than the lowest cost solution, but provides more utility for Public Health's specific needs.

Upon Board approval of the RFI, DHHS- Public Health notified the participating vendors of the decision and entered into contract negotiations with Patagonia Health Inc. resulting in the agreement before your Board.

FINANCIAL IMPACT:

Approval of this agreement with Patagonia Health Inc. will allow DHHS - Public Health to make payment to Patagonia Health of \$155,722.52 for the 5-year period beginning upon execution of the contract in Fund 1175, Budget Unit 422, Clinic Services, Budget Unit 435, Public Health Laboratory, and Fund 1175, Budget Unit 493, California Children's Services (CCS). The cost for the first year including implementation and training is \$43,510, plus subscription fees of \$16,290, for a total of \$59,800, that was included in the 2020-21 Fiscal Year (FY) county budget. Annual subscription fees will be included in the county budget process in the amount of \$22,588.80 for FY 2021-22, \$23,492.30 for FY 2022-23, \$24,432.00 for FY 2023-24, and \$25,409.30 for FY 2024-25. These costs will be funded by fees, state CCS funding, and Realignment. 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 the agreement with Patagonia Health, Inc. However, it is not recommended, as the current EMR software for the DHHS - Public Health Clinic will continue to have security issues with the current outdated EMR software system.

ATTACHMENTS:

1. Patagonia Health Inc. Software Agreement

PREVIOUS ACTION/REFERRAL:

Board Order No.: C-12

Meeting of: 10/22/19

File No.: 19-1484; 21-17

