



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: ADMHS
Department No.: 043
For Agenda Of: 6-26-12
Placement: Administrative
Estimated Tme:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: Department Ann Detrick, Ph.D., Director
Director(s) Alcohol, Drug, and Mental Health Services, 681-5220
Contact Info: Marianne Garrity, R.N., ADMHS Deputy Director, 681-5220

SUBJECT: FY 12-15 Support and Maintenance Agreement, Echo Consulting Services of California

County Counsel Concurrence

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Recommended Actions:

1. Approve and execute a three-year Support and Maintenance Agreement with Echo Consulting Services of California, Inc. (not a local vendor) for the County's behavioral health information management system for a maximum contract in the amount of \$509,878, inclusive of annual fees in the amount \$120,000 for Fiscal Year 12-13, \$140,000 for Fiscal Year 13-14, \$144,878 for Fiscal Year 14-15; and a contingency amount to be used only in the event of State-mandated upgrades in the maximum amount of \$35,000 per fiscal year.

Summary Text:

In August 2009, the Board of Supervisors approved a three-year contract with Echo Consulting Services of California, Inc. for Support and Maintenance services for Alcohol, Drug and Mental Health Services' (ADMHS) behavioral health information software system. The recommended action will continue the Support and Maintenance Agreement (SMA) for a subsequent three-year period to provide all necessary technical support services for the ShareCare system through FY 14-15. The contract also includes a contingency maximum of \$35,000 per fiscal year to cover Santa Barbara's portion of potential development costs in the event of changes required by State mandates.

Background:

The SMA covers technical support of the ShareCare product as well as the interfaces with existing ADMHS systems and other ancillary software applications. Clinical services are recorded through

ADMHS' clinical management application, Clinician's Gateway, and an interface between ShareCare and Clinician's Gateway facilitates the regular exchange of data between the applications.

Although ADMHS experienced implementation issues with the product, the system is in operation and has been successfully uploading claims for reimbursement to Medi-Cal and Medicare as of January 2008. An extension to the existing three-year SMA is recommended because it enables ADMHS to lock in a specific price for the multi-year period. The SMA includes penalties that can be applied in the event of the vendor's failure to comply with required mandates or when errors result in delays in claiming for reimbursement. The SMA provides that the software will comply with all Federal and California State reporting and funding requirements including Medi-Cal, Medicare, Mental Health Services Act (MHSA), Drug Medi-Cal, California Outcomes Measurement System (CalOMS), and Client and Services Information (CSI).

Over the last several years, the State of California Department of Mental Health has made numerous changes to their information technology systems, most recently Short-Doyle Phase II and 5010 upgrades. Each time, software vendors go through an extensive development and testing phase to meet the new requirements. Because additional changes are likely between 2012 and 2015, ADMHS has negotiated an annual maximum for Santa Barbara's portion, of \$35,000 per fiscal year, which is included in this contract maximum amount. This amount will only be utilized in the event of a State-mandated update to the system.

Approval of the recommended action allows for support and maintenance of ADMHS' behavioral health information software system.

Performance Measure:

Approval of the recommended action will assist ADMHS in meeting the following measures:

- To ensure that departmental funding sources are uninterrupted, submit the Mental Health Medi-Cal claim by the 30th of the target month.
- To ensure that departmental funding sources are uninterrupted, submit the Drug Medi-Cal claim by the 30th of the target month.
- To ensure that departmental funding sources are uninterrupted, submit the Mental Health Medicare claim by the 30th of the target month.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

<u>Funding Sources</u>	<u>FY 12-13 Contract</u>	<u>FY 13-14 Contract</u>	<u>Total One-Time</u>
	<u>Max</u>	<u>Max</u>	<u>Project Cost</u>
General Fund			
State	\$ 77,500.00	\$ 87,500.00	
Federal	\$ 77,500.00	\$ 87,500.00	
Fees			
Other:			
Total	\$ 155,000.00	\$ 175,000.00	\$ -

Narrative: The above referenced contract is funded by a combination of State and Federal revenue. The funding sources are identified in the FY 12-14 Proposed Budget, Federal and State Revenues (page D-84 in the Administration Division). The proposed expenditures are included in the FY 12-13 Budget for Echo SMA BL 12-15.doc

Services and Supplies, page D-84. Execution of this contract will not increase the use of general fund dollars by the ADMHS Department.

Special Instructions:

Please send one (1) copy of the executed signature page and one (1) minute order to:

Alcohol, Drug, and Mental Health Services
ATTN: Contracts Office
300 North San Antonio Road, Bldg. 3
Santa Barbara, CA 93110

Attachments:

Amendment #1 FY 12-15 Echo Consulting Services of California, Inc.

Authored by:

Christy Toma