

**SANTA BARBARA COUNTY
BOARD AGENDA LETTER**



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

Agenda Number:
Prepared on: 05/11/2006
Department Name: Alcohol, Drug & Mental Health
Department No.: 043
Agenda Date: 6/6/2006
Placement: Administrative
Estimate Time:
Continued Item: NO
If Yes, date from:

TO: Board of Supervisors

FROM: James L. Broderick, Ph.D., Director
Alcohol, Drug & Mental Health Services

STAFF CONTACT: Marianne Garrity, Assistant Director, Administration,
Alcohol, Drug & Mental Health Services (805) 681-5227

SUBJECT: Purchase of InSyst Upgrade System ShareCare from InSyst Vendor The Echo Group.

Recommendation(s):

That the Board of Supervisors:

- a. Approve and execute a contract for the period of June 10, 2006, through June 30, 2008, in the amount of \$491,263, with The Echo Group, Inc., not a local vendor, to purchase an upgrade to the InSyst Medi-Cal billing system in order to continue providing mental health and treatment services to the addicted, severely mentally ill, and emotionally disturbed in Santa Barbara County.
- b. Authorize the Director of ADMHS to approve amendments to the proposed contracts, provided that any such amendments do not exceed ten percent (10%) of the contract's dollar amount.

Alignment with Board Strategic Plan:

The recommendation(s) are primarily aligned with Goal No. 2. A Safe and Healthy Community in Which to Live, Work and Visit.

Executive Summary and Discussion:

On February 21, 2006, your Board granted ADMHS sole source approval to upgrade their current billing system with The Echo Group, Inc. (Echo). Echo's new ShareCare billing software is a newer, modern, and more functional version of their legacy product InSyst. Like its predecessor, ShareCare is the only available product that can integrate with ADMHS' Golden Oak Award winning Clinician's Gateway On-Line Progress Note system, enabling clinicians to bill and chart simultaneously.

ShareCare will improve upon the functionality of the InSyst system and provide additional data capture and reporting capability. Clinical services will continue to be entered through ADMHS' existing clinical management application, Clinician's Gateway, and an interface will be constructed between ShareCare and

Clinician's Gateway to facilitate the regular exchange of data between the applications. Implementation of the ChareCare/Clinician's Gateway solution will be another step toward an electronic patient record that will help improve addiction and mental health client care. The upgraded system will continue to comply with all Federal and California State reporting and funding requirements including, but not limited to: Medi-Cal, MediCare, Mental Health Services Act (MHSA), Drug Medi-Cal, CalOMS, and Client and Services Information (CSI).

It is expected the Implementation will be complete within 6-9 months of the Effective Date of the Agreement, June 10, 2006. Echo will provide Maintenance and Support Services following the Implementation as provided for in the ShareCare Support and Maintenance Agreement.

Your Board is now requested to approve the Echo ShareCare contract. Approval of this contract allows for continued and expanded automation of clinical, billing, and reporting functions required by State and Federal funding sources.

Performance Measures:

The Echo product, integrated with Clinician's Gateway will help ADMHS meet **Recurring Performance Measures 0143 and 0221**, to increase the average number of dollars billed to Medi-Cal and Drug Medi-Cal monthly and annually by at least 19 percent.

Mandates and Service Levels:

Mental Health Services are mandated by the Welfare and Institutions Code, Section 5600. ADMHS' electronic systems bill an estimated 17,000 services per month to the State for reimbursement. The Clinician's Gateway/InSyst/ShareCare software will be the conduit by which ADMHS claims more than \$36 million in Medi-Cal and \$3.2 million in Drug Medi-Cal State and Federal revenues in FY2006-07.

Fiscal and Facilities Impacts:

The funding source for the maximum contract amount of \$491,263, for the InSyst Upgrade Project comes from Medi-Cal and State Realignment funds identified in the adopted FY 2005-06 ADMHS Budget, Administration, Management Information Systems, County Budget Book, page D-142.

These actions will not result in a need for any additional facilities.

Special Instructions:

Please send one (1) fully executed copy of the minute order to:
Alcohol, Drug & Mental Health Services
ATTN: Jack Juntunen, Contracts Analyst
300 N. San Antonio Road
Santa Barbara, CA 93110

CC:

County Counsel
Auditor-Controller