



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: 8-21-07  
Placement: Administrative  
Estimated Tme:  
Continued Item: No  
If Yes, date from:  
Vote Required: Majority

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**TO:** Board of Supervisors

**FROM:** Department Douglas C. Barton, Interim Director  
Director(s) Alcohol, Drug & Mental Health Services 681-5220  
Contact Info: Marianne Garrity, Assistant Director Administration 681-5220

**SUBJECT: The Echo Group Maintenance Agreement FY 07-08**

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**County Counsel Concurrence**

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Other Concurrence:** Risk Management

As to form: Yes

**Recommended Actions:**

- a) Approve and execute a contract with The Echo Group (not a local vendor) to provide billing software system support and maintenance for the period of August 1, 2007 to June 30, 2008, in the amount of \$153,288.
- b) Authorize the Director of ADMHS to approve amendments to the proposed contract, provided that any such amendments do not exceed ten percent (10%) of the contract's dollar amount.

**Summary Text:**

On June 6, 2006 the Board of Supervisors approved a contract with The Echo Group for the purchase of their ShareCare software product. ShareCare captures billing and other data and is a modern and more functional version of InSyst, the data system previously used by Alcohol, Drug and Mental Health Services (ADMHS). Approval of the Support and Maintenance Agreement is required to provide all necessary technical support services for the ShareCare system for Fiscal Year 2007-08.

**Background:**

ShareCare is the only available software product that can integrate with ADMHS' Clinician's Gateway On-Line Progress Note system which enables clinicians to bill and chart simultaneously. The Support and Maintenance Agreement covers technical support of the ShareCare product and the interfaces with existing ADMHS systems and other ancillary software applications. ShareCare improves upon the functionality of the existing InSyst system and provides additional data capture and reporting

capabilities. 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. Implementation of this interface is an additional step toward an electronic patient record that will help improve client care. The system 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).

Approval of the recommended action allows for support and maintenance of the system that enhances automation of clinical, billing, and reporting functions required by State and Federal funding sources.

**Performance Measure:**

ShareCare, 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.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<u>Funding Sources</u>	<u>Current FY Cost:</u>	<u>Annualized On-going Cost:</u>	<u>Total One-Time Project Cost</u>
General Fund		\$ -	\$ -
State - Realignment	\$ 92,288.00		
Federal - Medi-Cal	\$ 61,000.00		\$ -
Fees	\$ -	\$ -	\$ -
Other:	\$ -	\$ -	\$ -
Total	\$ 153,288.00	\$ -	\$ -

Narrative: The Echo Consulting Group contract is funded by a combination of Medi-Cal and Realignment. These funding sources are identified in the Adopted FY 2007-08 Budget, Federal and State Revenues line item 4102 – Realignment, Other Charges for Services – Medi-Cal line item 5404 (page D-140 in the County Budget Book), under the Administration Division. The proposed expenditures are included in the FY2007-08 budget for Contractual Services, Line Item Account 7510. Execution of this contract will not increase the use of general fund dollars by the ADMHS Department.

**Special Instructions:**

Please send one (1) fully executed copy of contract, signature page and minute order to:  
Alcohol, Drug & Mental Health Services  
ATTN: Contracts  
300 N. San Antonio Road Bldg. 3  
Santa Barbara, CA 93110

**Attachments:**

Attachment 1 (Support and Maintenance Agreement with The Echo Group FY 07-08)