

# 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:** 01/16/2006  
**Department Name:** Alcohol, Drug & Mental Health  
**Department No.:** 043  
**Agenda Date:** 2/21/2006  
**Placement:** Administrative  
**Estimate Time:**  
**Continued Item:** NO  
**If Yes, date from:**

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**TO:** Board of Supervisors

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

**STAFF CONTACT:** Dana Fahey, EDP Manager, Alcohol, Drug & Mental Health Services  
805 681-5227

**SUBJECT:** Request for Waiver of Competition in Purchase of InSyst Upgrade System from InSyst Vendor Echo Group.

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## **Recommendation(s):**

That the Board of Supervisors authorize the Purchasing Manager to execute a contract in an amount not to exceed \$500,000 with The Echo Group, Inc., not a local vendor, to procure the InSyst upgrade Medi-Cal billing system product ShareCare without conducting a formal bid process.

## **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:**

Alcohol Drug and Mental Health Services bills MediCal and other insurance providers via the InSyst software system, owned by The Echo Group (Echo). ADMHS wants to upgrade its InSyst software to Echo's new web-based product, ShareCare. 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.

Echo's ShareCare product is competitively priced, meets all California reporting requirements and is among the industry leaders in behavioral health information management in California. The ShareCare software is written in a modern programming language (unlike InSyst) and will provide additional features to allow ADMHS to move toward a paperless environment.

Pursuant to County Code 2-39, ADMHS is requesting your Board waive the requirement for a competitive bid process for purchase of the upgrade to Echo's InSyst product ShareCare and related hardware, customization, and integration expenses.

**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 13,000 services per month to the State for reimbursement. The Clinician's Gateway/InSyst software is the conduit by which ADMHS claimed more than \$36 million in Medi-Cal and \$3.2 million in Drug Medi-Cal State and Federal revenues in FY2004-05.

**Fiscal and Facilities Impacts:**

The funding source for the approximate contract amount of \$500,000 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:

John McMillin, Purchasing Manager,

Alcohol, Drug & Mental Health Services  
ATTN: Dana Fahey, EDP Manager  
300 N. San Antonio Road  
Santa Barbara, CA 93110

**CC:**

County Counsel  
Auditor-Controller