

# 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:** 09/16/2005  
**Department Name:** Alcohol, Drug & Mental Health  
**Department No.:** 043  
**Agenda Date:** 10/25/2005  
**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:** Carrie Topliffe, ADMHS Assistant Director - Administration  
805.681.5231

**SUBJECT:** The Echo Group Contract.

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## **Recommendation(s):**

That the Board of Supervisors:

1. Approve and execute a contract amendment in the amount of \$144,000, with The Echo Group, Inc., not a local vendor, to provide software application support, upgrades, and maintenance services to ADMHS. The contract term is from July 1, 2004, through June 30, 2006.
2. 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.

## **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:**

The Echo Group (Echo) has been the software provider to Santa Barbara County ADMHS since 1999. InSyst, the software application, was originally written by a Santa Barbara based company named PSP. In 1978, PSP developed the InSyst product to submit billing information to the State and claim Medi-Cal revenue as a result. In 1997, PSP sold the InSyst product to United Behavioral Health who in turn sold it to the Alameda based Echo Group in 1999.

The InSyst computer software is used by ADMHS to bill the State for Medi-Cal funding. The contract amount, \$144,000, for 05-06 (\$280,000 for 04-06) will be to pay for the annual support of that system. In

FY2004-05, this software was 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.

**Performance Measures:**

The Echo contract 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.

**Fiscal and Facilities Impacts:**

This contract is funded by Medi-Cal and Realignment. These funding sources are identified in the Adopted FY 2005-06 Budget, Federal and State Funding, Medi-Cal line item 5405; and, Realignment funds line items 4102; in the Children's Services Division, County Budget Book, page D-156, and in the Adult Services Division page D-150.

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

**Special Instructions:**

Please send one (1) fully executed copy of the contract amendment and endorsed minute order to:

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

**Concurrence:**

Auditor-Controller  
Risk Management