

Robert P. Astorino  
County Executive

Department of Social Services

Kevin M. McGuire  
Commissioner

**26709**

**Date:** April 19, 2012

**To:** The Board of Acquisition and Contract

**From:** Kevin M. McGuire  
Commissioner  
Department of Social Services

Marguerite Beirne  
Chief Information Officer  
Department of Information Technology

**Re: Authority for the County of Westchester to amend an agreement with Salient Corporation for the provision of software as well as training, support services and maintenance to uncover Medicaid fraud, waste and abuse by modifying the scope of services and increasing the not to exceed amount by \$97,925**

On January 12, 2012, your Honorable Board approved a resolution authorizing an agreement with Salient Corporation for the provision of software as well as training, support services and maintenance to uncover Medicaid fraud, waste and abuse in an amount not to exceed \$45,920 payable pursuant to an approved budget and subject to appropriation for the period from January 1, 2012 through December 31, 2012 with the County having the option at its sole discretion to extend the contract for two (2) additional one (1) year terms for amounts to be negotiated. The contract was subsequently executed.

Authority is now requested for the County of Westchester to amend the agreement with Salient Corporation by modifying the scope of services to extend the term of Premium Services through December 31, 2012; to add eight (8) new concurrent licenses in addition to the four (4) concurrent licenses currently held by the County, bringing the total number of concurrent licenses to twelve (12); to provide up to one hundred thirty three (133) hours of training services; to expand the software to include (introduce) Salient Dashboards effective through December 31, 2012; and to increase the amount not to exceed by \$97,925 from a total not to exceed amount of \$45,920 to a new total not to exceed amount of \$143,845 to be paid pursuant to an approved budget and subject to appropriation. The additional funding is to cover the cost of services to be provided pursuant to the modified scope of services.

This contract serves a **public purpose** in that it provides the means for the County to detect and investigate Medicaid fraud, waste and abuse and, ultimately, generate recoveries for both state and local governments.

The **goals and objectives** of this agreement are to utilize the Salient Corporation software in order to analyze Medicaid confidential data for the detection of potential provider and/or recipient fraud, waste or abuse and to identify potentially fraudulent, wasteful or abusive patterns of activity.

These **goals and objectives are in the best interests of the County in terms of health and safety** in that the efforts put forth through this contract are designed to maintain and protect the integrity of the Medicaid system. Medicaid is the largest source of funding for medical and health-related services for people with limited incomes. Improving the efficiency and accountability of the Medicaid program by preventing and detecting fraudulent, wasteful and abusive practices protects the health and safety of the Westchester County residents receiving health care services through this program.

Also, these **goals and objectives are in the best interests of the County as regards fiscal responsibility** in that the identification and prosecution of Medicaid fraud acts as a deterrent against future fraud and, in many instances, results in the recovery of funds expended by the taxpayers. Achieving success in areas such as Medicaid recoveries is a significant step toward economic wellbeing.

**The goals and objectives of this agreement will be tracked and monitored** through performance measurement indicators approved by the County Budget Office. They include, but are not limited to, weekly updates of Medicaid paid claims, data integrity and validation reports and user assistance and navigation help.

**During the contract term**, Salient met all of its milestones on time including software installation, implementation services, training and software maintenance and support.

Except as specifically modified hereby, all other terms and conditions of the agreement shall remain in full force and effect.

An appropriate resolution is attached herewith for your Honorable Board's approval.

## RESOLUTION

Upon a communication from the Commissioner of the Department of Social Services and the Chief Information Officer, Department of Information Technology, be it hereby

**RESOLVED**, that the County of Westchester is hereby authorized to amend the agreement with Salient Corporation for the provision of software as well as training, support services and maintenance to uncover Medicaid fraud, waste and abuse in an amount not to exceed \$45,920 by modifying the scope of services to extend the term of Premium Services through December 31, 2012; to add eight (8) new concurrent licenses in addition to the four (4) concurrent licenses currently held by the County, bringing the total number of concurrent licenses to twelve (12); to provide up to one hundred thirty three (133) hours of training services; to expand the software to include (introduce) Salient Dashboards effective through December 31, 2012; and to increase the amount not to exceed by \$97,925 from a total not to exceed amount of \$45,920 to a new total not to exceed amount of \$143,845 to be paid pursuant to an approved budget to cover the cost of services to be provided in accordance with the modified scope of services; and be it further

**RESOLVED**, that this Contract is subject to County Appropriations; and be it further

**RESOLVED**, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

**RESOLVED**, that except as specifically modified hereby, all other terms and conditions of the agreement shall remain in full force and effect; and be it further

**RESOLVED**, that the County Executive or his authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Original Contract Amount \$ 45,920  
**This Amendment** 97,925  
 Total \$143,845

Account to be charged:

	Fund	Dept	Major Program, Program & Phase Or Unit	Object Sub Object	Trust Account	Dollars
2012	101	22	8900	5650	-----	\$97,925

Budget Funding Year(s) 2012 Start Date: N/A End Date: N/A

Funding Source

**\$97,925**  
 (must match resolution)

Tax Dollars:  
 State Aid: 50%  
 Federal Aid: 50%  
 Other:

APPROVED BOARD OF ACQUISITION & CONTRACT 05/31/2012 - JOMARY VIEIRA, SECRETARY