



Robert P. Astorino
County Executive

Department of Social Services

Kevin P. Mahon
Commissioner

Date: March 29, 2010

To: The Board of Acquisition and Contract

From: Kevin P. Mahon
Commissioner
Department of Social Services

Marguerite Beirne
Chief Information Officer
Department of Information Technology

Re: Authority for the County of Westchester to amend a contract with Salient Corporation for the provision of a software program to uncover Medicaid fraud, waste and abuse by modifying the scope of services and increasing the not to exceed amount by \$4,000.

On August 30, 2007, your Honorable Board approved a resolution authorizing an agreement with Salient Corporation for the provision of a software program which allows for reporting, analysis and exploration of the Medicaid confidential database and aids in the detection of Medicaid fraud, waste and abuse for the period from November 1, 2007 through October 31, 2010 in an amount not to exceed \$293,440 payable pursuant to an approved budget and subject to appropriation. 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 include premium support services which will provide enhanced user assistance and navigation help in addition to monitoring and reporting functions for higher security assurance and by increasing the not to exceed amount by \$4,000 from a not to exceed amount of \$293,440 to a new total not to exceed amount of \$297,440 to be paid pursuant to an approved budget and subject to appropriation. The additional funding is to cover the cost associated with the aforementioned premium support services to be provided pursuant to the modified scope of service. The Salient Corporation will be providing this premium support services from May, 2010 through October, 2010.

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.

In the absence of a program like this, the County could not successfully identify Medicaid fraud and recover resources which would reduce the financial burden to taxpayers for the cost of Medicaid.

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.

APPROVED BOARD OF ACQUISITION & CONTRACT - 4-16-2019 - JOMARY MORA, SECRETARY

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 by modifying the scope of services to include premium support services and by increasing the not to exceed amount by \$4,000 from a not to exceed amount of \$293,440 to a new total not to exceed amount of \$297,440 to be paid pursuant to an approved budget to cover the cost associated with the premium support services to be provided pursuant to the modified scope of services during the period from May 2010 through October, 2010; 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.

APPROVED BOARD OF ACQUISITION & CONTRACTS
MAY 15, 2010
JUMPER VERPA SECRETARY

Original Contract Amount \$293,440
This Amendment **4,000**
Total \$297,440

Account to be charged:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
2010	101	22	8900	5650	-----	\$4,000

Budget Funding Year(s): 2010 Start Date: N/A End Date: N/A
Funding Source

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

\$4,000
(must match resolution)

APPROVED BOARD OF ACQUISITION & CONTRACT - 4-15-2010 - JOMARY VIEIRA, SECRETARY