

15787

Date: December 2, 2010

To: Board of Acquisition and Contract

From: Cheryl Archbald, M.D., M.P.H.
Acting Commissioner of Health

Marguerite Beirne
Chief Information Officer
Department of Information Technology

Re: Authority to enter into an agreement with Mitchell & McCormick, Inc. to provide an Updated Web-based Integrated Health Record, Case Management, Billing and Data Reporting Software System for the period 12/15/10 through 12/14/11, payable according to project milestones pursuant to an approved budget, in the not to exceed amount of \$350,000

The County of Westchester, acting by and through its Departments of Health and Information Technology ("WCDH", "DoIT") requests authorization to enter into an agreement with Mitchell & McCormick, Inc. ("M&M") to provide an updated Web-based Integrated Health Record, Case Management, Billing and Data Reporting Software System, for the period 12/15/10 through 12/14/11, payable according to project milestones pursuant to an approved budget, in the not to exceed amount of \$350,000.

In 1998, the WCDH and DoIT purchased a client/server software system called Visual HealthNet from M&M to support the WCDH's operations of its medical clinics and field-based clinical activities. Due to significant advances in technology over the last ten years and changes in federal and state regulations, a newer and more robust health record, case management, billing and data reporting system is required to replace the current outdated system which does not fully support our ability to deliver clinical services that are consistent with the current standard of care. Further, we have been advised by M&M that it will be unable to do any significant product enhancements to the existing system in the future, preventing WCDH from maintaining currency with evolving regulatory requirements. Therefore, WCDH is seeking to purchase an updated and enhanced software system that can fully support its clinical, epidemiological case management, investigation, billing, and reporting functions.

The proposed software system will be web-based, has electronic patient medical record and e-prescribing capabilities; will support all facets of WCDH patient care, billing, and epidemiological case management activities, and provide robust reporting capabilities necessary for both individual patient care needs as well as mandated public health reporting.

Pursuant to Section Six of the Westchester County Procurement Policy, the WCDH in cooperation with the DoIT issued a Request for Proposals ("RFP") regarding the above requirements to fifteen (15) vendors. The RFP was also posted to the County's website. Responses were received from the following four (4) vendors as further specified in the attached Schedule "A":

<u>Name</u>	<u>Total Cost</u>	<u>Total Score</u>	<u>Ranking</u>
Mitchell & McCormick	\$350,000	82	1st
eClinicalWorks	\$300,000	56	3rd
Netsmart Technologies, Inc.	\$469,093	61	2nd
KIPHS, Inc.	\$330,000 to \$500,000	43	4th

Although M & M did not propose the lowest net cost for this project, M & M was ranked first among all the proposers as the vendor that could best provide the professional services required by the WCDH, based on the evaluation criteria identified in the RFP.

The contract's public purpose is to promote the public health, safety and general welfare of County residents by providing high quality patient care services and compliance with Federal and NYSDOH-mandated activities and reporting requirements. Achievement of this primary goal is dependent upon the use of a software system that supports the provision of medically appropriate patient care and comprehensive case management services, and meets mandated technical and data reporting requirements.

The objective is for the WCDH to have full access to complete current and historical patient records that supports the delivery of medically necessary services and be in full compliance with all applicable Federal and New York State rules and regulations.

These goals and objectives are in the County's best interest as they ensure the provision of high quality clinical services to at-risk patients of Westchester County, prevent the further spread of disease, and support the ability to obtain reimbursement for services provided, thus reducing taxpayer burden through the use of software that is CCHIT ("Certification Commission for Health Information Technology") certified, in compliance with technical requirements included in the American Recovery and Reinvestment Act ("ARRA"). Health care providers who do not have a CCHIT certified product by 2013 will be subject to an escalating reduction in Medicaid and Medicare reimbursement starting at 1% and capping at 5% in five years' time.

Program tracking and monitoring will be accomplished by review and monitoring of software installation and implementation, evaluation of testing phase, training for all users and project schedule updates by WCDH and DoIT.

This project has been reviewed by DoIT, which is in concurrence with this recommendation.

We recommend approval of the attached proposed resolution.

APPROVED BOARD OF ACQUISITION & CONTRACT - 12/2/2010 - CONFIDENTIAL SECRET

RESOLUTION

UPON A COMMUNICATION FROM THE ACTING COMMISSIONER OF HEALTH AND THE CHIEF INFORMATION OFFICER, be it hereby

RESOLVED, that the County of Westchester, acting by and through its Departments of Health and Information Technology, is authorized to enter into an agreement with Mitchell & McCormick, Inc. ("M&M") to provide an updated Web-based Integrated Health Record, Case Management, Billing and Data Reporting Software System, for the period 12/15/10 through 12/14/11, payable according to project milestones pursuant to an approved budget, in the not to exceed amount of \$350,000; and, be it further

RESOLVED, that this agreement is being funded by a capital account; and, be it further

RESOLVED, that the County Executive or his duly authorized designee be and hereby is authorized and empowered to execute all appropriate contracts or documents necessary to effectuate the purposes of this resolution in the manner prescribed by law.

Department of Health
 County of Westchester
 145 Huguenot Street, 8th Floor
 New Rochelle, New York 10801
 December 2, 2010

Agreement #

Account to be Charged/Credited	Fund	Dept	Major Program, Program & Phase or Unit	Object/ Sub-Object	Trust Account	Dollars
	316	16	BIT4 A-01S	6120		\$ 350,000

Budget Funding Year(s) (must match resolution)	2010	Start Date	12/15/2010	End Date	12/14/2011
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Funding Source	Tax Dollars	\$350,000	
	State Aid		
\$350,000	Federal Aid		
(must match resolution)	Other		

RFP RESPONDENT LIST

Tom Power
Mitchell & McCormick
2165 West Park Court
Suite G
Stone Mountain, GA 30039
Phone: 800-551-0775

Stephanie Looney
Sales Coordinator
eClinicalWorks
110 Turnpike Road Suite 114, Westborough, MA 01581
Office: 508 836 2700 X 313

Michele Muller
RFP Manager, Business Operations
Clients and Solutions
Netsmart Technologies, Inc.
3500 Sunrise Highway, Suite D122
Great River, NY 11739
Phone: 631-968-2016

Bill Arneson
VP of Administration
KIPHS, Inc.
400 N Woodlawn
Suite #1
Wichita, KS 67208
316-682-0900

APPROVED BOARD OF ACQUISITION & CONTRACT - 12-30-2010 - JOMARY VIEIRA, SECRETARY