

Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

29470

Date: September 28, 2012

To: The Board of Acquisition and Contract

From: Kevin M. McGuire
Commissioner
Department of Social Services

John B. McCaffrey
Acting Chief Information Officer
Department of Information Technology

Re: Authority for the County of Westchester to further 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 for the term January 1, 2012 through December 31, 2012 in an amount not to exceed \$143,845 by adding specific language to the scope of services in order to comply with state requirements at no additional cost to the County

On January 12, 2012, your Honorable Board approved a resolution authorizing an agreement with Salient Corporation for the provision of a 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 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.

On May 31, 2012, your Honorable Board approved a resolution which amended 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 amendment was subsequently executed.

Now authority is requested to further amend the agreement in order to comply with state requirements by adding explicit language to the scope of services to indicate that the Premium Services

apply specifically to the following types of data: Case-processing data for Services, Temporary Assistance, Food Stamps, HEAP and Medicaid; BICS payment data, Welfare-to-Work data; and, Medicaid paid claims and encounter data. DSS learned of this requirement after the first amendment was executed. The original Agreement or the First Amendment did not specify the types of data to which Premium Services apply; but the NYS Office of Temporary and Disability Assistance (OTDA) requires such specification.

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 original agreement as previously amended 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 Acting Chief Information Officer, Department of Information Technology, be it hereby

RESOLVED, that the County of Westchester is hereby authorized to further 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 \$143,845 for the term January 1, 2012 through December 31, 2012 by adding explicit language to the scope of services to indicate that the Premium Services apply specifically to the following types of data: Case-processing data for Services, Temporary Assistance, Food Stamps, HEAP and Medicaid; BICS payment data, Welfare-to-Work data; and, Medicaid paid claims and encounter data at no additional cost to the County; and be it further

RESOLVED, that except as specifically modified hereby, all other terms and conditions of the original agreement as previously amended 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 & CONTRACT ADMINISTRATION
CONTRACT #0925/2012
TAMARA VERA, SECRETARY

Original Contract Amount \$45,920
 Prior Amendment \$97,925
This Amendment **\$0**
 Total \$143,845

Account to be charged:

Fund	Dept	Major Program, Program & Phase Or Unit	Object Sub Object	Trust Account	Dollars
N/A	N/A	N/A	N/A	-----	N/A

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

Funding Source Tax Dollars: N/A
 State Aid: N/A
N/A Federal Aid: N/A
 (must match resolution) Other: N/A

APPROVED BOARD OF ACQUISITION & CONTRACT - 10/25/2012 - JOMARY WEIRA, SECRETARY