

**EL DORADO COUNTY BOARD OF SUPERVISORS
AGENDA ITEM TRANSMITTAL**

Meeting of
December 12, 2006

AGENDA TITLE: Agreement #067-S0711 with Echo Consulting Services of California, Inc.

DEPARTMENT: Mental Health	DEPT SIGNOFF:	CAO USE ONLY: 12/4
CONTACT: John Bachman, PhD	<i>John Bachman</i>	<i>D Laura Schwartz</i>
DATE: 11/30/2006 PHONE: 621-5106		

DEPARTMENT SUMMARY AND REQUESTED BOARD ACTION:
The Mental Health Department requests the Board approve and authorize the Chairman to sign Agreement #067-S0711 with Echo Consulting Services of California, Inc. to provide billing software, maintenance and support to the Mental Health Department. The term of this Agreement is retroactive from July 1, 2006 through June 30, 2007.

CAO RECOMMENDATIONS: *Recommend approval. Laura A. Gel*
12/4/06

Financial impact? () Yes (X) No	Funding Source: () Gen Fund (X) Other
BUDGET SUMMARY:	Other: Medi-Cal and Realignment Funds
Total Est. Cost _____ \$70,058.88	CAO Office Use Only:
Funding	4/5's Vote Required () Yes (X) No
Budgeted _____ \$70,058.88	Change in Policy () Yes (X) No
New Funding _____	New Personnel () Yes (X) No
Savings* _____	CONCURRENCES:
Other _____	Risk Management <input checked="" type="checkbox"/>
Total Funding _____ \$70,058.88	County Counsel <i>Disapproved - See memo</i>
Change in Net County Cost	Other _____ <i>attached</i>

***Explain**

BOARD ACTIONS:

Vote: Unanimous _____ Or _____
Ayes:
Noes:
Abstentions:
Absent:
Rev. 5/04 ISKW001 Agenda

I hereby certify that this is a true and correct copy of an action taken and entered into the minutes of the Board of Supervisors
Date: _____
Attest: Cindy Keck, Board of Supervisors Clerk
By: _____

EL DORADO COUNTY

DEPARTMENT OF MENTAL HEALTH ADMINISTRATIVE OFFICE



John Bachman, PhD, Interim Director
Barry Wasserman, LCSW, Acting Deputy Director
344 Placerville Drive, Suite 20
Placerville, CA 95667
Phone: (530) 621-6200
Fax: (530) 622-3278

November 30, 2006

Board of Supervisors
330 Fair Lane
Placerville, CA 95667

Subject: Agreement #067-S0711 with Echo Consulting Services of California, Inc.

RECOMMENDATIONS: The Mental Health Department recommends the Board approve and authorize the Chairman to sign Agreement #067-S0711 with Echo Consulting Services of California, Inc. The term of this agreement is from July 1, 2006 through June 30, 2007.

REASONS FOR RECOMMENDATIONS: Echo Consulting Services of California, Inc. provides billing software products and services for the Mental Health Department.

This Agreement is retroactive for two main reasons. In the 15 year term of this contract, El Dorado County Department of Mental Health contracted directly with the Mental Health Data Systems Microcomputer Users Association JPA, which then subcontracted with Echo. This contractual arrangement changed at the beginning of 2006, when the JPA disbanded, requiring individual counties to contract directly with Echo. In this transition, EDCDMH did not receive Echo's newly revised contract requirements until May 2006. Additional delays occurred in processing the contract through County Procurement and because County Counsel required significant changes in the contractual language.

County Counsel determined the contract was unclear in such matters as how EDCDMH would be billed for certain telephone support activities and which party would pay for any necessary travel expenses incurred in case the vendor's technical staff had to come onsite if the software failed. County Counsel also felt the contract was vague in defining the meaning of "General Warranty;" did not mandate El Dorado County as the venue in case of legal action and was concerned about the vendor's request to have a mutual indemnity clause. Counsel further noted that prepayment for services is not the preferred payment arrangement under County policy, as it gives the County less leverage if the services are not delivered properly or if there is some dispute.

While the Mental Health Director understands and accepts the County Counsel's concerns, the Mental Health Department cannot bill the State for Medi-Cal reimbursement without using this software. (This is one of the main reasons we have contracted with the Netsmart Company to provide us with a new software billing application that will begin in January 2007. That is, our contract with Echo will become a moot point imminently.) I assume the vendor knows this is our intention, because it has stated it will shut down our access to the software and the billing connection to the State if EDCDMH does not pay its outstanding balance by December 15, 2006. This balance is \$70,058.88 and represents a discounted annual prepayment that is now due. We plan to run the two software applications in parallel for at least a quarter to assess the reliability and validity of the new system.

This Agreement has been approved now as to form by County Counsel and Risk Management, and a copy is on file in the Board Clerk's Office.

The Administrator of this Agreement shall be Thomas Michaelson, Department Analyst.

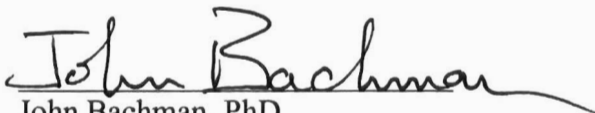
FISCAL IMPACT: The total funding for this Agreement is \$70,058.88 for the period of the contract.

NET COUNTY COST: None.

ACTION TO BE TAKEN FOLLOWING APPROVAL:

1. Board Clerk's Office will forward executed Agreement to Mental Health Department for further processing.
2. CAO's Procurements and Contracts Division will create a blanket purchase order.

Respectfully submitted,



John Bachman, PhD
Interim Director

RUSH

Contract #: 067-S0711

CONTRACT ROUTING SHEET

Date Prepared: 7/25/06

Need Date: Upd needs MSAP for BOS approval

PROCESSING DEPARTMENT:

Department: CAO/Proc. & Contracts
 Dept. Contact: Pam Carlone
 Phone #: 5833
 Department Head Signature: Pam Carlone
 for Bonnie H. Rich

CONTRACTOR:

Name: ECHO Consulting Services
 Address: 519 17th St., Ste. 400
Oakland, CA 94512
 Phone: 510-238-2727

RECEIVED
 NOV 15 2006
Donal Delucchi
 El Dorado County Counsel

CONTRACTING DEPARTMENT:

Mental Health

Service Requested: Software Maintenance

Contract Term: 1 Year

Contract Value: \$66,501.61

Compliance with Human Resources requirements?

Yes: No:

Compliance verified by:

COUNTY COUNSEL: (Must approve all contracts and MOU's)

Approved: Disapproved: Date: 9/13/06 By: Justin Kern
 Approved: as to form with attached memo Disapproved: Date: 11/30 By:
See Attached Memo

see Attached Memo dated 10/30/06

PLEASE FORWARD TO RISK MANAGEMENT. THANKS!

RISK MANAGEMENT: (All contracts and MOU's except boilerplate grant funding agreements)

Approved: Disapproved: Date: 11/30/06 By: Justin Kern
 Approved: Disapproved: Date: By:

OTHER APPROVAL: (Specify department(s) participating or directly affected by this contract).

Departments: I.T. *Delucchi*
 Approved: X Disapproved: Date: By:
 Approved: Disapproved: Date: By:
see attached changes/comments for Exhibit A has been revised - NO. 0110004/10/10/06 - used per M/H.