

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information

Department: 53-Behavioral Health	Org Code: 5310	
Contact Name: Brian Michaelson	Subobject: 	User Code:
Telephone: X6922	Fax: 	

Required Supplier / Vendor Information

Vendor / Supplier Name: Netsmart Technologies, Inc.	Vendor / Supplier Address: 11100 Nall Avenue Overland Park, KS 66211
Contact Name: April Collins	
Estimated Purchase Price/Contract Amount: \$1,326,458.85	Vendor / Supplier Email Address: acollins@ntst.com
Telephone: 1(913) 272-2269	Fax:

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

Contractor has been engaged by County to provide Software as a Services (SAAS) licensed software and Support in the form of the Behavioral Health Division Electronic Health Record (EHR) since 2005 and software has been customized to fit programs needs over the course of time. Exemption is 3.4.2(f) "the procurement is for goods where the continuity of providers will provide efficiency or critical knowledge, and other providers of the goods cannot provide similar efficiencies or critical knowledge."

Department Head: Olivia Byron-Cooper
Olivia Byron-Cooper (Mar 18, 2024 11:09 PDT)
Signature

Purchasing Agent: Michelle Wierma
Signature

Board of Supervisors:
Date:
Item:

P&C Assignment:
Assigned To:
Date:

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

This contractor's product is adaptable resulting in a highly customized product, specifically developed to meet El Dorado County's medical record and Medi-Cal Billing needs.

2. Provide the background of events leading to this acquisition.

In 2005, the Board approved a Behavioral Health Agreement to contract with the California Regional Mental Health Systems Coalition Joint Powers Authority (JPA) to develop an integrated information systems infrastructure. The JPA members researched available software systems suitable for Mental Health records and billing that satisfied the requirements of the California Medi-Cal system. As a result, the JPA selected and implemented the Avatar system, a product of the Netsmart Technologies Corporation, to achieve this goal and meet the State requirements.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

Because of the ability to customize the product, the current EHR in use by EDC Behavioral Health could not be replaced by another EHR without extensive overlapping of services.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

Disapproval of Agreement for Services will result in a gap in availability of an electronic health record system and will impact HHSA's ability to submit timely and accurate Medi-Cal billings and maintain adequate client records.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

HHSA EHR support staff explored other EHR options in 2023 including Smartcare and found that other software was insufficient to meet the county's needs and requirements set forth through the California Advancing and Innovating Medi-Cal (CalAIM)

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

HHSA EHR support staff in reviewing other EHR software found that costs were comparable, however the value of the customized system in use carries additional value.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

In order to transition to an alternative EHR it is anticipated that overlapping contracts would need to be maintained for approximately one year.