



MEMORANDUM
ADMINISTRATIVE SERVICES
PROCUREMENT DIVISION
County of Placer

TO: Board of Supervisors DATE: November 14, 2017
FROM: Brett Wood, Purchasing Manager
SUBJECT: AVATAR Managed Care Software Maintenance – Netsmart Technologies, Inc.

ACTION REQUESTED

Approve the award of an annual agreement with Netsmart Technologies, Inc. of Overland Park, KS for AVATAR Managed Care Software Maintenance in the total amount of \$97,508 for the period of January 1, 2018 to December 31, 2018. Funding is provided by the Department of Administrative Services' FY 2017-18 Final Budget, resulting in no new net County cost.

Authorize the Purchasing Manager to sign all required documents.

BACKGROUND

On May 28, 2002, your Board approved the award of competitive Request for Proposals No. 8891 to Creative Socio-Medics, now called Netsmart Technologies, for the implementation of AVATAR Managed Care software for use by the Health and Human Services' Adult and Children's Systems of Care. The software system consists of several modules which provide documentation of extensive patient care data, including diagnosis, treatment, prescriptions, and lab analysis. The current maintenance agreement for this software will expire December 31, 2017.

Netsmart has provided a quote for the next year of maintenance in the amount of \$97,508. Pricing for the basic software modules increased by only 1.1% and pricing for some of the specialty functions remained the same. However, the total annual cost for this maintenance and support increased by \$20,645 overall due to additional specialty functions of e-prescriptions and electronic interfaces for lab results, which were added since the renewal of the current maintenance agreement.

Purchasing Policy Manual Section 1.3(o) allows for the renewal of a contract award based on satisfactory service and reasonable pricing, this request meets that requirement. In addition, this software maintenance is only available from Netsmart Technologies, who is the sole publisher and licensor of the software.

Therefore, your Board's approval is required to award an annual agreement to Netsmart Technologies in the amount of \$97,508 for the period of January 1, 2018 to December 31, 2018.

FISCAL IMPACT

The Department of Administrative Services has budgeted appropriately for this expenditure and funding is provided by the department's FY 2017-18 Final Budget.

cc: Jarrett Thiessen, Deputy Director of Information Technology
Kevin Krogsrud, Information Technology Manager

