

SUMMARY OF DEPARTMENT OPERATIONAL SUPPORT CONTRACT REQUEST TO THE HEALTH COMMISSION

A DOS Contract is a Contract for the provision of goods or services that directly supports DPH's operations.

Contractor: <u>Netsmart Technologies Inc.</u>	Division/Section: <u>DPH</u>	<u>DS</u>
Address: <u>11100 Nall Avenue</u>	Deputy Director: <u>Jeff Scarafia</u>	<u>VS</u>
<u>Overland Park, KS 66211</u>	DPH Administrator: <u>Todd Riley</u>	<u>AP</u>
Contact: <u>Blake Robinson</u> Phone: <u>Joanna Li</u>	Program Administrator: <u>Kimberly Voelker</u>	<u>JP</u>
	Contract Analyst: <u>Joanna Li</u>	<u>WP</u>
		Phone: <u>415-255-3566</u>
		Phone: <u>628-271-6154</u>

Request for approval of a New Professional Services Agreement with Netsmart Technologies Inc. to perform Specialized Information Technology Professional Services for Avatar Electronic Health Records System, in support of Mental Health San Francisco. The total proposed contract amount is \$1,364,907 which includes a 12% contingency for the term of January 1, 2023 through December 31, 2026 (3 years).

Mark only one for each question below:

1. **Vendor Type** For Profit Non-Profit Government Entity
2. **Is the Vendor a CMD Certified LBE?** Yes No
3. **Purchasing Authority:** RFP Sole Source GPO
RFP CAT4-P1-22-2020 <Sole Source Number>
May 11, 2020 <Approval Date>
4. **Does DPH have other existing contracts with this Vendor?** Yes No
If yes, approximately how many years has DPH been doing business with this Vendor? Provide explanation, as needed. 14 Years

CONTRACT INFORMATION

Proposed Transaction

January 1, 2023 to December 31, 2026

FUNDING SOURCES:

General Fund	\$1,234,960
<u>TOTAL DPH REVENUES:</u>	\$1,234,960
12% Contingency Amount	\$148,195.00
<u>TOTAL CONTRACT AMOUNT WITH CONTINGENCY:</u>	\$1,383,155.00
<u>ONE-TIME UPFRONT COSTS:</u>	N/A
<u>ANNUAL AMOUNT OF CONTRACT*:</u>	\$461,051.66
<i>*Excludes one-time upfront/implementation costs.</i>	

[FOR PROGRAM ADMINISTRATION CONTRACTS ONLY]

Program Administrator Indirect Percent	
<u>TOTAL INDIRECT EXPENSES:</u>	
<u>TOTAL DIRECT EXPENSES:</u>	

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PROPOSED BREAKDOWN OF ITEMS/SERVICES

Item or Service	Quantity	Unit Price	Amount
myAvatar Application Support/Implementation Analyst	1740 Hours	\$220	\$382,800
myAvatar Form Building Analyst	348 Hours	\$220	\$76,560
myAvatar Billing Reporting Analyst	1044 Hours	\$220	\$229,680
myAvatar Form Building Analyst	2088 Hours	\$220	\$459,360
myAvatar General Support Analyst	348 Hours	\$220	\$76,560
Travel (In accordance with DPH Travel Policy)	As-Needed		\$10,000
			\$1,234,960

Purpose of Contract:

Netsmart will perform application support and implementation analysis on myAvatar modules CWS, Cal-PM and MSO, including workflow design and documentation, system build and configuration, integrated testing, coordination of training development, report writing, widget development, Scriptlink development, automating extract processes, data mapping processes, perform functions related to myAvatar billing including crosswalks, test plans, documentation, and training materials for Short-Doyle Medi-Cal and support requests from BHS and MHSF.

Netsmart Technologies Inc. is a Health Information Technologies company founded in 1968 that specializes on the unique needs of the Public Sector Health and Human Services Market. Through the implementation of myAvatar Electronic Health Records within the Behavioral Health Services Department of the Department of Public Health, Netsmart has partnered with the City and County of San Francisco to drive improved healthcare to the San Francisco community. As San Francisco Department of Public Health undertakes its large-scale project focused on inpatient and acute care, Netsmart will be back-filling roles currently staffed by county employees servicing the Behavioral Health Services Department.

Netsmart Technologies Inc. was selected under RFP CAT4-P1-22-2020. Netsmart Technologies Inc. was the highest ranked proposer. The RFP allows for a contract of up to 9 years which includes contract options which may or may not be exercised.

Performance Monitoring:

The contract will be monitored in accordance with Hospital and network monitoring procedures by the Program Manager assigned to these services.

Health Equity and Inclusion Compliance:

The Contractor will provide necessary information to comply with the Department's Office of Health Equity (OHE) requirements and will align with the citywide efforts on contract equity as overseen by the Office of Racial Equity (ORE) in the Human Rights Commission.

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Listing of CEO, Board of Directors, and Owners of 10% or More of the Firm:

CEO: Mike Valentine, Chief Executive Officer

Board of Directors: Netsmart Technologies' immediate parent and 100% shareholder is Netsmart, Inc.
The ultimate parent entity of the Netsmart corporate family is Netsmart LLC.

Owners of 10% or more of the Firm: Netsmart Technologies' immediate parent and 100% shareholder is Netsmart, Inc.
The ultimate parent entity of the Netsmart corporate family is Netsmart LLC.

Netsmart, Inc owns 20% of Netsmart LLC	
TA Associates owns 25%	
GI Partners owns 55%.	

No other entity or individual owns as much as 5% or more of the equity of Netsmart LLC.