



Health & Human Services Agency

COUNTY OF TULARE AGENDA ITEM

BOARD OF SUPERVISORS

LARRY MICARI
District One

PETE VANDER POEL
District Two

AMY SHUKLIAN
District Three

EDDIE VALERO
District Four

DENNIS TOWNSEND
District Five

AGENDA DATE: September 10, 2024 REVISED

Public Hearing Required	N/A
Scheduled Public Hearing w/Clerk	N/A
Published Notice Required	N/A
Advertised Published Notice	N/A
Meet & Confer Required	N/A
Budget Transfer (Aud 308) attached	N/A
Personnel Resolution attached	N/A
Agreement(s) attached	Yes

CONTACT PERSON: Natalie Bolin, DSW, LCSW PHONE: 559-624-8000

SUBJECT: Approve an amendment to Agreement No. 28437 with Netsmart Technologies, Inc.

REQUEST(S):

That the Board of Supervisors:

1. Approve an amendment to Agreement No. 28437 with Netsmart Technologies, Inc. for the provision of Electronic Health Record services, to replace and supersede Exhibit B to increase the budget by \$120,000, in an amount not to exceed \$5,675,623, effective from September 10, 2024, through December 31, 2024.
2. Authorize the Chair of the Board to sign the amendment.

SUMMARY:

The Tulare County Health and Human Services Agency's (HHSA) Behavioral Health Branch contracts with Netsmart Technologies, Inc. to provide Electronic Health Record (EHR) services. Netsmart Technologies, Inc.'s Avatar Software program allows HHSA's Behavioral Health Branch to provide critical services to County consumers. The Behavioral Health Branch entered into Agreement No. 28437 with Netsmart Technologies, Inc. to provide a full array of EHR system services on December 19, 2017, when the Tulare County Board of Supervisors (Board) signed Resolution No. 2017-1045. The agreement contains a base number of user licenses for both County and contract providers that opt-in to utilize Avatar for their EHR system. Contracted providers reimburse the County based on actual utilization.

HHSA requested to amend Agreement No. 28437, and on January 8, 2019, the Board signed resolution No. 2019-0013 to approve Agreement No. 28437-A to increase the number of user licenses and budget amount. HHSA requested a second amendment to

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Agreement No. 28437 and on August 16, 2022, the Board signed resolution No. 2022-0698 to approve Agreement No. 28437-B to extend the term, modify Exhibit B, Pricing Terms, to update and increase the budget amount. HHSA requested a third amendment to Agreement No. 28437, and on December 12, 2023, the Board signed Resolution No. 2023-1136 to approve Agreement No. 28437-C, to modify Exhibit B, Pricing Terms, to extend the term by an additional year, and to decrease the budget amount by \$150,000 which was an error. The budget was actually increased for a total contract amount of \$5,555,623. HHSA is now requesting a fourth amendment to Agreement No. 28437 to modify Exhibit B, Pricing Terms, to increase the budget by \$120,000, from \$5,555,623 to \$5,675,623. The budget increase is necessary to ensure that funds are available to compensate Netsmart for services rendered through the agreement term.

All other licensing and terms of Agreement No. 28437 are still in full force and effect.

FISCAL IMPACT/FINANCING:

The budgeted costs associated with this agreement were included in the HHSA budget 001-142-3311, 3330, 6068, line 7043 professional services, in an amount not to exceed \$5,675,623, with \$150,000 allocated for Fiscal Year 2023/2024 and \$120,000 Allocated for Fiscal Year 2024/2025. This agreement is paid through State Medi-Cal reimbursement revenues and local mental health Realignment funds. There is no additional net County cost to the General Fund.

LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:

The County's five-year strategic plan includes the Organizational Performance initiative to provide the public with accessible, high-quality information services that are timely and responsive. This amendment will increase our ability to provide information that is timely and responsive.

ADMINISTRATIVE SIGN-OFF:

/s/ Gilberto Rivas OBO
Natalie Bolin, DSW, LCSW
Director of Mental Health

Cc: County Administrative Office

Attachments: Amendment