

BOCC APPROVAL FEBRUARY 19, 2020
 BOARD OF BIDS AND CONTRACTS FEBRUARY 13, 2020

6. ELECTRONIC MEDICAL RECORDS SOFTWARE -- SEDGWICK COUNTY DEVELOPMENTAL DISABILITY ORGANIZATION

FUNDING -- SEDGWICK COUNTY DEVELOPMENTAL DISABILITY ORGANIZATION

(Request sent to 313 vendors)

RFP #19-0037 Contract

	COTSYS USA IT Business Solution Provider, L.L.C.	Medisked, LLC			Netsmart Technologies, Inc.*	Therap Services LLC
One Time Fees						
One Time implementation fees	\$350,000.00					
Training fees	\$12,000.00					
Consulting fees	\$125,000.00					
Initial Year Costs (include all fees for license, use, access, etc.)						
For x providers	\$50,000.00					
For each additional provider	\$10,000.00					
		Qty	Pricing	Total		
MediSked Solution Bundle (Coordinate, Connect, Exchange, and Portal): License Activation (One Time)		1	\$140,000.00	\$140,000.00		
Professional Services: Project Management, Implementation & Training (Per Month)		10	\$14,508.00	\$145,080.00		
Professional Services: Interface Consulting (Per Month)		3	\$17,732.00	\$53,196.00		
Platform subscription (Tier 1: 0 to 5,000 individuals served)		1	\$10,000.00	\$0.00		
Year 1 Total				\$338,276.00		
Platform subscription (Tier 1: 0 to 5,000 individuals served)		12	\$10,000.00	\$120,000.00		
Change Request Budget		1	\$10,000.00	\$10,000.00		
Year 2 Total				\$130,000.00		
Platform subscription (Tier 1: 0 to 5,000 individuals served)		12	\$10,000.00	\$120,000.00		
Change Request Budget		1	\$10,000.00	\$10,000.00		
Year 3 Total				\$130,000.00		
One-Time Fees (Year 1)						
Software License						
myEvolv Suite - Perpetual License - 25 Named Users					\$11,875.00	
Professional Services						
myEvolv - Standard Implementation Netsmart Build					\$163,224.00	
myEvolv - Full Data Conversion					\$26,250.00	
myEvolv - Implementation					\$34,000.00	
myHealthPointe Consumer Portal - Implementation (Deferred to Year 2)					\$0.00	
CarePOV myEvolv Anywhere - Implementation (Deferred to Year 2)					\$0.00	
CareConnect to Inbox - Implementation (Deferred to Year 2)					\$0.00	
Total Software/Implementation One Time Fees					\$235,349.00	
One-Time Fees (Year 2)						
Software License						
myEvolv Suite - Perpetual License - 25 Named Users					\$0.00	
Professional Services						
myEvolv - Standard Implementation Netsmart Build					\$0.00	
myEvolv - Full Data Conversion					\$0.00	
myEvolv - Implementation					\$0.00	
myHealthPointe Consumer Portal - Implementation (Deferred to Year 2)					\$11,050.00	
CarePOV myEvolv Anywhere - Implementation (Deferred to Year 2)					\$8,500.00	
CareConnect to Inbox - Implementation (Deferred to Year 2)					\$8,500.00	
Total Software/Implementation One Time Fees					\$28,050.00	

	COTSYS USA IT Business Solution Provider, L.L.C.	Medisked, LLC	Netsmart Technologies, Inc.*	Therap Services LLC
One-Time Fees (Year 3)				
<i>Software License</i>				
myEvolv Suite - Perpetual License - 25 Named Users			\$0.00	
<i>Professional Services</i>				
myEvolv - Standard Implementation Netsmart Build			\$0.00	
myEvolv - Full Data Conversion			\$0.00	
myEvolv - Implementation			\$0.00	
myHealthPointe Consumer Portal - Implementation (Deferred to Year 2)			\$0.00	
CarePOV myEvolv Anywhere - Implementation (Deferred to Year 2)			\$0.00	
CareConnect to Inbox - Implementation (Deferred to Year 2)			\$0.00	
Total Software/Implementation One Time Fees			\$0.00	
Annual Recurring Fees (Year 1)				
<i>Software Support & Maintenance</i>				
myEvolv Support & Maintenance - 25 Named Users			\$10,500.00	
<i>Subscriptions</i>				
Diagnosis Content on Demand - 25 Named Users (Third party subscription)			\$504.00	
CareConnect State Reporting Interface			\$2,700.00	
CareConnect Inbox (Deferred to year 2)			\$0.00	
myHealthPointe Consumer Portal (Deferred to year 2)			\$0.00	
CarePOV myEvolv Anywhere (Deferred to year 2)			\$0.00	
<i>Hosting</i>				
Plexus Cloud Hosting w/Disaster Recovery - myEvolv - 25 Named users			\$9,000.00	
Total Annual Recurring Fees			\$22,704.00	
Total Year 1 All Items (One-Time Fees and Annual Recurring Fees)			\$258,053.00	
Annual Recurring Fees (Year 2)				
<i>Software Support & Maintenance</i>				
myEvolv Support & Maintenance - 25 Named Users			\$10,500.00	
<i>Subscriptions</i>				
Diagnosis Content on Demand - 25 Named Users (Third party subscription)			\$504.00	
CareConnect State Reporting Interface			\$2,700.00	
CareConnect Inbox (Deferred to year 2)			\$2,400.00	
myHealthPointe Consumer Portal (Deferred to year 2)			\$7,200.00	
CarePOV myEvolv Anywhere (Deferred to year 2)			\$2,400.00	
<i>Hosting</i>				
Plexus Cloud Hosting w/Disaster Recovery - myEvolv - 25 Named users			\$9,000.00	
Total Annual Recurring Fees			\$34,704.00	
Total Year 2 All Items (One-Time Fees and Annual Recurring Fees)			\$62,754.00	
Annual Recurring Fees (Year 3)				
<i>Software Support & Maintenance</i>				
myEvolv Support & Maintenance - 25 Named Users			\$10,500.00	
<i>Subscriptions</i>				
Diagnosis Content on Demand - 25 Named Users (Third party subscription)			\$504.00	
CareConnect State Reporting Interface			\$2,700.00	
CareConnect Inbox (Deferred to year 2)			\$2,400.00	
myHealthPointe Consumer Portal (Deferred to year 2)			\$7,200.00	
CarePOV myEvolv Anywhere (Deferred to year 2)			\$2,400.00	
<i>Hosting</i>				
Plexus Cloud Hosting w/Disaster Recovery - myEvolv - 25 Named users			\$9,000.00	
Total Annual Recurring Fees			\$34,704.00	
Total Year 3 All Items (One-Time Fees and Annual Recurring Fees)			\$34,704.00	
				No. of Individuals
				Rate/Individual
				Extended Total
				2100
				\$60.00
				\$126,000.00
				4000
				\$10.00
				\$40,000.00
Total for Year One				\$166,000.00
Total for Year Two**				\$169,170.93
Total for Year Three**				\$172,402.43
TOTALS	\$547,000.00	\$598,276.00	\$355,511.00	\$507,573.36

No Bid	9 to 5 Computer	Accusoft Corp.	Air Capital Media, LLC	Appricity Corporation	Bentley Systems, Inc.	Best Buy	BIS, Inc.	Bradley Software LLC
	Bradshaw Consulting Services	Central Square Technologies, LLC	CI Technologies	Concergent IT	Cybertron International	Eccovia Solutions	Firefold	First National Technology Solutions
	Foothold Technology	HR Focal Point	Image Quest	JCG Technologies, Inc.	Justice Systems, Inc.	KCI Inc.	Laser Equipment	Lexipol LLC
	Main Sail LLC	Mysidewalk, Inc.	Nationwide Telephone Contractors	Optum	Oxen Technology	Point & Pay	Portcullis Systems, Inc.	Professional Video Supply, Inc.
	Questys Solutions	Rydin	Safety Management Systems, Inc.	SCM Products	SDI Solutions	Securus Technologies	Smash Dev Shop, LLC	Solana
	Southern Computer Warehouse, Inc.	Stellar Data, Inc.	Stryker	Summerone	System Tools Software, Inc.	The Echo Group	TPX	Trainingwheel, Inc.
	Two Trees Technologies, LLC	Ultimate Software Group	Vandyke Software, Inc.	Welligent, Inc.	WSU Community Engagement Institute			

On the recommendation of Josh Lauber, on behalf of the Sedgwick County Developmental Disability Organization (SCDDO), Ellen House moved to **accept the proposal from Medisked, LLC for an estimated three (3) year cost of \$598,276.00.** Randy Bargdill seconded the motion. The motion passed unanimously.

A review committee comprised of Dee Nighswonger, Jeannette Livingston, Sherry Arbuckle, and Albert Koenig – SCDDO; Greg Gann and James Arnce – DIT; and Josh Lauber with Purchasing evaluated the proposals based on the criteria set forth in the RFP.

SCDDO oversees the service system for individuals with intellectual/developmental disabilities (IDD) in Sedgwick County. The agency's mission is to assist people with IDD to receive quality services and achieve greater independence. There are approximately 2,500 individuals in Sedgwick County determined eligible for the IDD system and a total of 49 affiliated services providers. The SCDDO is not a direct provider of IDD services but rather is responsible for assessing system eligibility, managing a network of affiliated service providers, and conducting quality assurance functions. Medisked's proposed solution best met the needs of the SCDDO and was a more comprehensive fit with the business that the SCDDO does.

This software solution will provide for population and administrative network management. The system must have the ability to manage and track details of intake, program eligibility determinations, functional assessment, authorization of funding and services, options counseling and referral, contacts with consumers, professionals, and CSPs, document creation and storage, insurance/benefit coverage, Health Care Financing Administration compliant claims processing, accounts receivable and payable functionality, state reporting, and support work flow management. This system must have the ability to be used by up to 22 unique full-time staff and up to three (3) unique part-time staff. Estimated concurrent users are 15-20 full-time and 1-3 part-time.

Notes:

*Netsmart:

- 1.State Reporting Implementation in an estimate based on previous Kansas experience. Further discovery needed to confirm SCDDO's state reporting specifications.
- 2.Implementation travel costs are not included, and will be billed as incurred.
- 3.Recurring fees subject to annual CPI-U increase, not to exceed 3% (Annual increase not reflected in above proposal).
- 4.Clearinghouse - Netsmart's RevConnect clearinghouse solution and services are not included in the above proposal, although it is referenced withing the RFP response. Further discovery/discussion needed to determine pricing.
- 5.Implementation hours and associated costs may decrease with the option of including Netsmart's UPLIFT program upon initial conversion.
6. Year One Fees to be paid based on implementation milestone payment schedule, as defined during contract discussion.

Therap Services LLC:

**Future year pricing based on Consumer Pricing Index (CPI)

Questions and Answers

Russell Leeds: Questions from the Board on item number six?

Ellen House: How is all of this accomplished now?

Jeannette Livingston: Currently we have a software called Site Consult, which was a community health center built medical record. They have discontinued providing that product and after March of next year it will no longer be supported.

Ellen House: Thank you.

Russell Leeds: Of the vendors that were evaluated could you speak to why the selected vendor is the best value selection for Sedgwick County?

Jeannette Livingston: It seems to be fairly common for there to be software for provider organizations, so the organizations that provide the direct services to individuals with disabilities. We don't provide those services, instead we manage the network and the quality assurance which is different. The other two bids were software that specialize in serving provider organizations. Medisked, LLC has developed a system that actually works more comprehensively for what we need.