

**County of San Mateo ~ 3-Yr Waiver Request  
to Contract Compliance Committee**

This request is for a  New contract  Amendment

FROM: Brad Johnson	DATE: <b>5/18/2021</b>
DEPARTMENT: Behavioral Health & Recovery Services	Contractor Number:
Contractor Name: <b>Netsmart Technologies</b>	

What was selection process for the original purchase?

3 written quotes     RFP     Non-competitive     Other (explain below)

Original Contract Start Date <b>7/1/2021</b>	Original Contract End Date <b>6/30/2026</b>	New End Date with Amendment <a href="#">Click here to enter a date.</a>
Amendment Number <a href="#">Click here to enter text.</a>	<b>\$7,266,801</b>	New Contract Value w Amendment <a href="#">Click here to enter a date.</a>

*Explain the funding source below for full term of the contract. Include this amendment if applicable.*

The term of the agreement is July 1, 2021 through June 30, 2026. The amount of the agreement is not to exceed \$7,266,801. The maximum for BHRS is \$5,911,870. The BHRS portion for FY 2021-22 is not to exceed \$1,292,968. Of this amount, it is anticipated that \$633,913 will be funded by Medi-Cal Federal Financial Participation, \$624,055 will be funded by 1991 Realignment, and \$35,000 by the Mental Health Services Act. There is no Net County Cost. This amount has been included in the BHRS Adopted FY 2021-22 Budget. For FY 2022-23 the maximum will be \$1,184,940 which includes \$311,802 in contingency costs. Of that amount, \$578,819 will be funded by Medi-Cal Federal Financial Participation, and \$606,121 will be funded by 1991 Realignment. There is no Net County Cost. Funds for these services are included in the BHRS FY 2022-23 Recommended Budget. Similar funding arrangements will be made for subsequent years.

The maximum for FHS is \$1,104,931. The FHS portion for 2021-22 is not to exceed \$332,170, which includes \$221,972 in contingency costs. Of this amount \$266,051 will be funded by Medi-Cal Administrative Activities (MAA) and Targeted Case Management (TCM) revenue. There is Net County Cost of \$66,119. For FY 2022-23 the maximum will be \$188,375, which includes \$75,973 in contingency costs. Of that amount \$120,933 will be funded by Medi-Cal Administrative Activities (MAA) and Targeted Case Management (TCM) revenue. There is Net County Cost of \$67,441. The revenues and expenses are included in the Recommended Budget for FY 2022-23. Similar funding arrangement will be made for subsequent years.

Why is it in the County's best interest to execute this contract for over three years?

<input type="checkbox"/> Project will not be completed within three years	<input type="checkbox"/> It is a grant, co-operative purchase, or agreement with another public agency
<input type="checkbox"/> Temporary amendment pending new contract	<input checked="" type="checkbox"/> Better price with longer contract term
<input type="checkbox"/> Will become part of County infrastructure	<input checked="" type="checkbox"/> Other

*Explain in more detail below why a contract longer than 3 years is in the County's best interest. If this is an amendment, explain how it was determined that the price is still fair and reasonable.*

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In December 2005, BHRS released a Request for Proposals for the provision of electronic record system (EHR) services. Netsmart Technologies, Inc. (Netsmart) submitted a proposal which was later selected to deliver these services. Sixteen (16) other California Counties also selected Netsmart as the preferred vendor for an EHR system which enabled these counties and BHRS to coordinate care by sharing data as appropriate and allowed under HIPAA regulations, and to meet the requirements for billing for Short-Doyle Medi-Cal reimbursement for mental health services. BHRS also now bills Medi-Cal for substance abuse treatment services through its EHR. BHRS and FHS are requesting a waiver to allow the Netsmart contract to ensure services to care is uninterrupted during the pandemic. The contract will extend beyond three years to June 30, 2026. This will allow BHRS and FHS to continue working with Netsmart to support the current services, software, maintenance, and technical support needed to facilitate the continuum of care for the clients served.

**BELOW THIS LINE FOR CONTRACT COMPLIANCE COMMITTEE ONLY**



**APPROVED**



**NOT APPROVED**



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Jas Sandhar / County Procurement Manager

**DATE:** 5/19/2021