



**COUNTY OF SAN MATEO**  
Inter-Departmental Correspondence  
Health System



**Date:** February 6, 2015  
**Board Meeting Date:** March 17, 2015  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Jean S. Fraser, Chief, Health System  
Susan Ehrlich, MD, MPP, Chief Executive Officer, San Mateo Medical Center

**Subject:** Amendment to the agreement with Optum Clinical Solutions, Inc.

**RECOMMENDATION:**

Adopt a resolution authorizing an amendment to the agreement with Optum Clinical Solutions, Inc. to provide implementation and ongoing support of Optum's Operating Room Manager applications with an option to implement Optum's Anesthesia Information Management System, Monitor Interface, and TouchPoint software, extending the term through June 30, 2018, and increasing the amount by \$1,298,000 to an amount not to exceed \$1,553,000.

**BACKGROUND:**

Since 2005, the Emergency Department (ED) at the San Mateo Medical Center (SMMC) has used the electronic health record (EHR) system called PulseCheck. PulseCheck performs ED patient tracking from admission through discharge, electronic prescribing; automated dose, allergy, and drug interaction checking; charting; and clinical decision support. PulseCheck also integrates with SMMC's other clinical information systems so that patient information captured in the ED is immediately available for other healthcare providers at SMMC. In June 2014, the County entered into a new agreement with the contractor named in this agreement, Optum Clinical Solutions, Inc. (Optum), for PulseCheck.

In July, 2013, SMMC began a request for proposal (RFP) process for the selection of a vendor for an Operating Room (OR) Schedule System and OR-related EHR System to improve the management of OR utilization, and integration into SMMC's other electronic management systems. The process concluded with the selection of Optum's OR Manager application, with the option to implement an Anesthesia Information Management System (AIMS). AIMS will enable anesthesiologists to accurately chart a patient's progress throughout the surgical encounter from pre-op through the Post-

Anesthesia Care Unit, improving the quality of care and supporting regulatory compliance.

**DISCUSSION:**

SMMC is seeking to extend the term for one year for the current agreement with Optum for PulseCheck (\$85,000), to allow all Optum agreements to be combined into a single, all-inclusive contract with the OR Manager application (\$527,000). Finally, license, services, and annual maintenance for the ED interface, as well as costs for the AIMS, total \$686,000 and are included in this amendment.

ISD has reviewed and approved the IT component of this amendment.

The County’s Contract Compliance Committee has approved a waiver request to extend the agreement by a total of one year beyond the originally approved three-year term.

The amendment and Resolution have been reviewed and approved by County Counsel as to form.

Approval of this amendment contributes to the Shared Vision 2025 outcome of a Healthy Community by supporting the provision of safe and efficient surgical services via the use of new OR management software. Specifically, the OR Manager software application schedules the right staff at the right time and with the right equipment to ensure surgical procedures start on time, and automates a pre-op process that currently takes 30 minutes of manual processing. Since the application will also interface with the patient’s EHR, the average time for manual entry of a case record is expected to be reduced to 1 hour per day.

**PERFORMANCE MEASURE(S):**

<b>Measure</b>	<b>FY 2014-15 Projected</b>	<b>FY 2015-16 Projected</b>
Average time for manual entry of case record	2 hours/day	1 hour/day

**FISCAL IMPACT:**

The amended term of the agreement is July 1, 2014 through June 30, 2018. The original not to exceed amount for this agreement was \$255,000. This amendment will increase the not to exceed amount to \$1,553,000. Funds in the amount of \$458,627 are included in the SMMC FY 2014-15 Adopted Budget. Funds in the amount of \$134,593 are included in the SMMC FY 2015-16 Recommended Budget. Similar arrangements will be made for future budget years.

Expenses at SMMC are covered by fees for services or third-party payors whenever possible. The portion of expenses for services provided to the medically indigent or to those covered by programs that do not meet the full costs of care is covered by the County General Fund contribution to SMMC, and are within the existing annual appropriation.