



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: October 26, 2016
Board Meeting Date: December 13, 2016
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise Rogers, Chief, Health System
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

Subject: Amendment to the Agreement with eClinicalWorks, LLC. to Purchase Additional Provider Licenses and Extend the Term of the Agreement

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with eClinicalWorks, LLC to purchase additional provider licenses and extend the agreement term of January 8, 2017 through January 7, 2019, with three optional one-year extensions through January 7, 2022, in an amount not to exceed \$2,348,000.

BACKGROUND:

On January 8, 2008, your Board approved a seven-year agreement with eClinicalWorks, LLC (eCW) for the implementation and ongoing support of eCW's Ambulatory Electronic Medical Record (AEMR) applications, with an amount not to exceed \$1,800,000. On September 22, 2009, your Board approved an amendment for additional services and increased the not-to-exceed amount to \$2,900,000. On January 4, 2013, your Board approved an amendment extending the agreement two years to January 7, 2015, with an option to extend the agreement two additional years to January 7, 2017. On October 8, 2014, the County provided notice to eCW that San Mateo County was electing the extension option.

DISCUSSION:

The eCW system is the AEMR for the San Mateo Medical Center (SMMC). Maintenance and services can only be provided by eCW, who is the proprietary owner of the software. There are several Electronic Medical Record (EMR) systems deployed in the Health System. The long-term goal is to migrate to an enterprise-wide EMR. Extending the term allows SMMC to continue using the eCW AEMR while the enterprise EMR solution for the Health System is determined.

Additionally, due to an increase in the number of SMMC providers, SMMC must now purchase an additional 15 provider licenses, at a total cost of \$212,822.

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 for five years, three of which are three optional one-year extensions that can be exercised at the discretion of the County.

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

The amendment contributes to the Shared Vision 2025 outcome of a Healthy Community by enabling quality care and seamless services through the use of the AEMR system. The AEMR system supports clinical activities that contribute to improving the patient's experience at SMMC. It is anticipated that by the end of FY 2016-17, the likelihood of patients recommending our services to others will increase by three index points.

PERFORMANCE MEASURE(S):

Measure	FY 2015-16 Actual	FY 2016-17 Projected
Likelihood of patients recommending our services to others (on a scale of 0-100)	88	91

FISCAL IMPACT:

The term of the agreement is January 8, 2017 through January 7, 2019, with three optional one-year extensions through January 7, 2022, in an amount not to exceed \$2,348,000. Funds in the amount of \$950,000 are included in SMMC's FY 2016-17 Adopted Budget. Funds in the amount of \$466,000 will be included in SMMC's FY 2017-18 Recommended Budget. Similar arrangements will be made in 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 are covered by the County General Fund contribution to SMMC, and are within the existing annual appropriation.