



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 22-1000

Board Meeting Date: 12/13/2022

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise F. Rogers, Chief, San Mateo County Health
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center
Stephen Dean, Chief Information Officer, San Mateo County Health

Subject: Amendment to the Agreement with Picis Clinical Solutions, Inc. to Provide Emergency Department Software Products, and Operating Room Software Products

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with Picis Clinical Solutions, Inc. to provide Emergency Department Software Products, and Operating Room Software Products, extending the term through December 31, 2025, and increasing the maximum amount by \$725,000 to an amount not to exceed \$3,284,668.

BACKGROUND:

In June 2014, this Board approved an agreement with Optum Clinical Solutions, Inc. (Optum) for PulseCheck, an electronic health record (EHR) software system for San Mateo Medical Center's (SMMC) Emergency Department (ED), for the term of July 1, 2014, through June 30, 2017, in an amount not to exceed \$255,000.

In March 2015, this Board approved an amendment to include the PulseCheck software functionality for the Operating Room (OR), extending the term of the agreement by one year through June 30, 2018, and increasing the contract amount by \$1,298,000 to an amount not to exceed \$1,553,000.

In April 2016, this Board approved an amendment to acknowledge that Optum was sold on June 17, 2015 and continued to be the entity with which County had a contractual agreement; that Optum changed its name to Picis Clinical Solutions, Inc. (Picis) on July 15, 2015; that the new name Picis would be substituted for Optum as the contractor under the agreement; and that Picis was the manufacturer, and/or authorized reseller of Health Information Exchange software programs. In order to facilitate the electronic sharing of clinical information between EHR systems, this Board approved the increase in the contract amount by \$46,668 to an amount not to exceed \$1,599,668.

Since then, this agreement has been amended several more times, with the current agreement expiring on December 31, 2022, for an amount not to exceed \$2,559,668.

DISCUSSION:

The current agreement with Picis expires on December 31, 2022. This amendment will increase the maximum amount by \$725,000 and extend the term of the agreement by three years from July 1, 2014, through December 31, 2022 to July 1, 2014 through December 31, 2025.

Under this amendment, Picis will continue to provide the ED software module and OR Bundle products while San Mateo County Health (SMCH) continues the process of identifying an enterprise EHR solution. In addition, the amendment will extend the functionality of PulseCheck, OR Bundle, and Picis' current modules' software license, support, and maintenance service.

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

The resolution contains the County's standard provisions allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

The Information Services Department has reviewed and approved the IT component of this agreement.

It is anticipated that by continuing to contract with Picis, 100% of patients seen in the ED will experience improved patient safety and clinical outcomes through the PulseCheck system, which provides digital documentation and workflows.

PERFORMANCE MEASURE:

Measure	FY 2021-22 Actual	FY 2022-23 Estimated
Percentage of patients seen in the ED that experience improved patient safety and clinical outcomes through the PulseCheck system, which provides digital documentation and workflows	100%	100%

FISCAL IMPACT:

The term of the amended agreement is July 1, 2014, through December 31, 2025. The amount of the amended agreement is not to exceed \$3,284,668. The amendment increases the amount payable under the agreement by \$725,000. Funds in the amount of \$725,000 are included in the SMMC FY2022-23 Recommended Budget.

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's General Fund contribution to SMMC and is within the existing annual appropriation.