



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 24-011

Board Meeting Date: 1/9/2024

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**Special Notice / Hearing:** None

**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Louise F. Rogers, Chief, San Mateo County Health  
Chester Kunnappilly, Chief Executive Officer, San Mateo Medical Center  
Marc Meulman, Deputy County Health Chief, San Mateo County Health  
Stephen Dean, Chief Information Officer, San Mateo County Health

**Subject:** Agreement with Data Innovations LLC to Provide Their Instrument Manager Software to Integrate Lab Instruments

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Data Innovations LLC to provide their Instrument Manager Software to Integrate Lab Instruments for the new Electronic Health Record Solution for San Mateo County Health for the term of January 9, 2024 through January 8, 2029, in an amount not to exceed \$324,711.

**BACKGROUND:**

Epic, San Mateo County Health's (SMCH) new Electronic Health Record (EHR) solution, requires Lab Instrument Management Software that will integrate into the new EHR. Unfortunately, the existing software is vendor-specific and unable to integrate with Epic.

**DISCUSSION:**

The Data Innovations LLC's Lab Instrument Management Software enables the lab systems instruments to connect to Epic's EHR to share patient specimens, orders, and results electronically. It also allows for the efficient processing of Quality Assurance specimens.

SMCH/Health Information Technology (HIT) requests the Board of Supervisors to approve this agreement without competitive procurement because the software implementation is only available from a single source, Data Innovations LLC. Epic is unaware of its customers using a different Lab Instrument Management Software solution. The agreement would be exempt from competitive procurement requirements under County Administrative Memorandum B-1, Section IV-subsection C.1. with additional unique performance factors under subsection C.4.

The County Attorney's Office has reviewed and approved the resolution and agreement as to form.

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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 with the implementation of Data Innovations LLC’s Instrument Management Software, SMCH will be able to provide intuitive dashboards for lab staff to evaluate and process specimen data 95% of the time.

**PERFORMANCE MEASURE:**

<b>Measure</b>	<b>FY 2023-24 Actual</b>	<b>FY 2024-25 Projected</b>
Percentage of time SMCH can provide intuitive dashboards for lab staff to evaluate and process specimen data	80%	95%

**FISCAL IMPACT:**

The term of this agreement is January 9, 2024, through January 8, 2029. The amount of the agreement is not to exceed \$324,711 for the five-year term.

Funds in the amount of \$132,530 are included in County Health’s FY 2023-24 Adopted Budget. Future year costs will be covered by proportional contributions from those County Health divisions that will be using this Instrument Management Software, namely San Mateo Medical Center and Public Health Policy & Planning divisions. The latter divisions’ proportional contributions may include some existing Net County Cost, depending on the composition of each division’s contribution.