



# MARIPOSA COUNTY

HHS/Behavioral Health & Recovery Services • (209) 9



## **RESOLUTION - ACTION REQUESTED 2019-692**

MEETING: December 10, 2019  
TO: The Board of Supervisors  
FROM: Chevon Kothari, Health and Human Services Director  
RE: InSync Healthcare Solutions, LLC EHR Agreement with Behavioral Health

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### **RECOMMENDATION AND JUSTIFICATION:**

Approve an Agreement with InSync Healthcare Solutions, LLC to Provide Electronic Health Record Information System software, technical support and all pay sources claiming services to Behavioral Health in an Amount Not to Exceed \$190,835 for purchase of Software and Setup plus \$2,746 per month "3rd Party Fees", plus \$1,323 per month "Support, Maintenance, Hosting;" Approve the InSync Terms and Conditions Agreement; and Authorize the Board of Supervisors Chair to Sign the Agreements.

InSync Healthcare Solutions, LLC (InSync) provides extensive support and hosting of their Electronic Health Record Information System that is essential to the operation of Mariposa County Behavioral Health. It is more cost efficient for the County to contract with InSync for their software system and their associated services than attempt to duplicate their services. The costs for additional qualified Information Technology (IT) personnel, information security, client insurance eligibility updates, and electronic prescribing of medications would exceed the costs of this contract.

### **BACKGROUND AND HISTORY OF BOARD ACTIONS:**

This is a new agreement with InSync. InSync will replace our previous EHR vendor, Kings View. These services are necessary to efficiently manage our client records and claiming processes.

### **ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:**

If this Agreement is not approved, Behavioral Health would be without vital support for its claiming and clinical documentation software. An alternate contractor could be sought, or Behavioral Health could attempt to provide qualified IT and other staff to duplicate InSync's services. Behavioral Health would be at a loss to provide such technical services for the near term, and costs would likely exceed the InSync agreement costs.

### **FINANCIAL IMPACT:**

**The cost of this agreement will be spread over several budget units (Behavioral Health, Alcohol & Drug, Whole Person Care, Health, and Mental Health Services**

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Act) based on number of staff assigned to each unit and is incorporated in the FY19-20 budget. There is no impact to the General Fund.

**ATTACHMENTS:**

**InSync Proposal - Purchase - Mariposa County 11.22 - Upfront - Comments Added(PDF)**

**InSync Terms and Conditions Signed (PDF)**

**RESULT: ADOPTED BY CONSENT VOTE [UNANIMOUS]**

**MOVER:** Merlin Jones, District II Supervisor

**SECONDER:** Marshall Long, District III Supervisor

**AYES:** Smallcombe, Jones, Long, Cann, Menetrey