



Monterey County

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Board Report

Legistar File Number: A 17-312

July 25, 2017

Introduced: 7/6/2017

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A 14-008) with McKesson Technologies LLC for Relay Health Software services adding \$142,250 for a revised total agreement amount not to exceed \$1,345,833 with no change to the term of the agreement of January 28, 2014 through June 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,035) of the original cost of the agreement per each amendment.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A 14-008) with McKesson Technologies LLC for Relay Health Software services adding \$142,250 for a revised total agreement amount not to exceed \$1,345,833 with no change to the term of the agreement of January 28, 2014 through June 30, 2019.
- d. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,035) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

RelayHealth's SAAS (Software as a Service) cloud-based Enterprise HIE (Health Information Exchange) provides separate healthcare systems throughout the community the ability to securely access and share patient information. NMC participates in this HIE with Community Hospital of Monterey Peninsula (CHOMP), through its subsidiary Community Health Innovations (CHI) and Salinas Valley Memorial Hospital (SVMH) by using this same Relay Health Software Platform.

This HIE helps establish a Longitudinal Patient Record (LPR) across the Monterey Healthcare community by providing secure health information exchange and enhance care coordination to the population of Monterey County. This HIE will benefit patient care, hospital operation and physician practices while helping the hospital meet Meaningful Use requirements with the use of a Patient Portal.

As the HIE evolves, Natividad Medical Center is adding features and functionality which needs support from Relay Health Resources. It is estimated the NMC will need approximately 900 hours of support and expertise through the remainder of the existing Relay Health Agreement which ends June 30, 2019. NMC will be billed hourly only for the support actually used. There are several new interfaces to the HIE and to other EMRs that are planned, as well as, some optimization and improvement of existing items. The additional Relay Health Hours requested fall into these categories:

- 1) **NMC's Central Coast Health Connect (CCHC) participation** - all field service hours related to NMCs participation and connection with CCHC
- 2) **Deployment Work-** Workflow analysis and consultation, module & user configuration, service demonstrations, client, user and trainer training, issue management, status reporting, utilization analysis and reporting
- 3) **Interoperability Consulting & Implementation Support Services:** client architecture and consulting, project discovery, interface requirements, testing support, issue resolution, project team meetings, configuration, client training, production readiness, promotion, and transition
- 4) **Client Management and Project Management tasks (as needed)**

This request is to add a budget for up to 900 consulting hours of Relay Health support and some travel expenses. NMC will only be billed and pay for the hours actually used. These hours will be utilized through the end of the agreement June 30, 2019.

It is the policy of McKesson Technologies LLC to sign last.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on by its Board of Trustees on May 5, 2017.

FINANCING:

The cost for this amendment No. 1 is \$142,250 which is included in the Fiscal Year 2017-18 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

- Economic Development
- Administration
- Health and Human Services
- Infrastructure

This agreement advances technical communications, functionality and interfacing capabilities between NMC, patients and providers via the third party Relay Health Software product. This product interfaces with NMC's technological infrastructure, which fosters a sound, secure, and

sustainable access to data and information.

__ Public Safety

Prepared by: Charles Harris, MD, Medical Staff, 783-2785

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

McKesson Relay Health Amendment No. 1

McKesson Relay Health Agreement

McKesson Relay Health Spend Sheet

Attachments on file with the Clerk of the Board