



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legislation Details (With Board Report)

File #:	A 21-137	Name:	eSolutions Ratification Agreement
Type:	BoS Agreement	Status:	Passed - Health Department
File created:	4/8/2021	In control:	Board of Supervisors
On agenda:	5/4/2021	Final action:	5/4/2021

Title: a. Ratify exercise by Director of Health or Assistant Director of Health of one-year automatic renewal clause in eSolutions Services Agreement (Agreement A-14204”), with eSolutions, Inc., for the provision of Medicare claims clearinghouse services, extending agreement by one year (January 15, 2021 through January 14, 2022) for a revised full term of January 15, 2019 to January 14, 2022, and adding \$3,000 for a total contract amount of \$5,580; and
b. Authorize exercise by Director of Health or Assistant Director of Health of one-year automatic renewal clause in Agreement A-14204 for up to two additional one-year extensions and adding \$3,000 per one-year extension.

Sponsors:

Indexes:

Code sections:

Attachments: 1. Board Report, 2. Agreement, 3. Completed Board Order IItem No. 26

Date	Ver.	Action By	Action	Result
5/4/2021	1	Board of Supervisors	approved - health department	Pass

a. Ratify exercise by Director of Health or Assistant Director of Health of one-year automatic renewal clause in eSolutions Services Agreement (Agreement A-14204”), with eSolutions, Inc., for the provision of Medicare claims clearinghouse services, extending agreement by one year (January 15, 2021 through January 14, 2022) for a revised full term of January 15, 2019 to January 14, 2022, and adding \$3,000 for a total contract amount of \$5,580; and

b. Authorize exercise by Director of Health or Assistant Director of Health of one-year automatic renewal clause in Agreement A-14204 for up to two additional one-year extensions and adding \$3,000 per one-year extension.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

a. Ratify exercise by Director of Health or Assistant Director of Health of one-year automatic renewal clause in eSolutions Services Agreement (Agreement A-14204”), with eSolutions, Inc., for the provision of Medicare claims clearinghouse services, extending agreement by one year (January 15, 2021 through January 14, 2022) for a revised full term of January 15, 2019 to January 14, 2022, and adding \$3,000 for a total contract amount of \$5,580; and

b. Authorize exercise by Director of Health or Assistant Director of Health of one-year automatic renewal clause in Agreement A-14204 for up to two additional one-year extensions and adding \$3,000 per one-year extension.

SUMMARY/DISCUSSION:

eSolutions, Inc. is a Network Service Vendor authorized to be a clearinghouse for Providers to submit Medicare claims for review and to receive reports on those claims approved and rejected. This service enables the Health Department-Behavioral Health Bureau to continue the Medicare claims process and access revenues to support the Adult System of Care.

On December 11, 2018, the Board approved and authorized the Director of Health to sign Agreement A-14204 for an initial two-year term for a total Agreement amount not to exceed \$2,580. The Agreement contains non-standard insurance provisions and therefore required Board approval.

Under Section 1 of the Agreement, upon completion of the initial term, the Agreement automatically renews for consecutive terms of one-year each unless either party gives written notice of non-renewal at least ninety (90) days prior to the end of the initial term or renewal term.

Ratification by the Board will acknowledge the automatic renewal terms of this Agreement, as well as provide authorization for payments to eSolutions, Inc. in an amount not to exceed \$2,900 for each one-year extension of the Agreement, effective January 15, 2021.

While this work is not directly in support of a Health Department Strategic Initiative, it is in support of one or more of the ten essential public health services, specifically: 6. Enforce laws and regulations that protect health and ensure safety.

OTHER AGENCY INVOLVEMENT:

Office of the County Counsel-Risk Management and the Auditor-Controller have reviewed and concur with the Health Department's recommendation.

FINANCING:

This Agreement is funded by Federal Funding Participation (FFP) and Realignment funds. The funds are included in the Health Department's Behavioral Health Bureau (HEA012, Unit 8410) FY 2020-21 Adopted Budget. The funds for FY 2021-22 are included in the Health Department's Behavioral Health Bureau (HEA012, Unit 8410) FY 2021-22 Requested Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

☐ Economic Development:

- Through collaboration, strengthen economic development to ensure a diversified and healthy economy.

☒ Administration:

- Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

☐ Health & Human Services:

- Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for healthy choices and healthy environments in collaboration with communities.

☐ Infrastructure:

- Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

☐ Public Safety:

- Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared by: Alica Hendricks, Management Analyst III, 796-1295

Approved by:

Date: _____
Elsa Mendoza Jimenez, Director of Health, 755-4526

Attachment:
Agreement is on file with the Clerk of the Board