



County of Monterey

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

Board Report

File #: A 13-295, **Version:** 1

Approve and authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an Agreement with Intelligent Medical Objects, Inc. (IMO) for Software Subscription, Software Implementation, Migration and Software Maintenance Services at NMC in an amount not to exceed \$109,800 for the period January 28, 2014 to January 6, 2017.

RECOMMENDATION:

It is recommended the Board of Supervisors approve and authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an Agreement with Intelligent Medical Objects, Inc. (IMO) for Software Subscription, Software Implementation, Migration and Software Maintenance Services at NMC in an amount not to exceed \$109,800 for the period January 28, 2014 to January 6, 2017.

SUMMARY/DISCUSSION:

Intelligent Medical Object's (IMO)'s Clinical Interface Terminology is a software suite of vocabulary products that provide electronic mapping and standard nomenclature to help NMC manage the complexities of searching and obtaining the myriad of codes from most code standards. Using standard nomenclature is necessary to effectively build reports and meet the requirements of Meaningful Use Stage 2 by October 2014, as dictated by Centers of Medicare and Medicaid Services (CMS) and the Health Information and Technology for Economic Health Act (HITECH; See attachment *Explanation of Meaningful Use*). Using electronic mapping and standard nomenclature is also critical for revenue recoupment with the required implementation of International Statistical Classification of Diseases and Related Health Problems (ICD-10) in October 2014.

MEDITECH, NMC's Electronic Health Record, has collaborated with IMO to incorporate IMO's mapping software into NMC's new Client/Server version 5.66 upgrade. MEDITECH subsequently has required all Client/Server facilities, including NMC, to purchase IMO. MEDITECH is not accommodating other mapping and standard nomenclature vendors and IMO is the required vendor pursuant to MEDITECH's contracts and rules.

IMO provides mapping dictionaries that allow for user-friendly vocabularies that contain user-specific and familiar words and phrases, enabling clinicians and information management professionals to find and record the terms they need quickly and easily. IMO then crosslinks to required standardized vocabularies such as Systematized Nomenclature of Medicine (SNOMED) and ICD-9 and 10 codes that help to connect to the patient record, administrative information, academic references, and consumer information. IMO then allows for appropriate electronic mapping for decision support, billing and information for providers and patients.

The project is proposed to begin in January 2014. There will be significant MEDITECH software dictionary clean-up and mapping in all MEDITECH modules to be completed during a 6 month period from January 2014 - June 2014. The Go Live date is targeted for July 1, 2014. Year One, IMO software and implementation fees are approximately \$46,600 which includes the initial implementation and subscription fees. There will subsequently be subscription and maintenance fees annually for the term of the agreement in the amount of

\$31,600. Subject Matter Expert (SME) support for dictionary clean up and mapping will be resourced by Beacon Partners. Please see Beacon Partners Amendment No. 7, Agreement A-11879 passed and adopted October 1, 2013. SME support is estimated at \$163,200 for the period between January and June 2014.

Business Automobile Insurance Exemption

Business Automobile Liability Insurance requirements are waived for this vendor under this Agreement. There is no risk or exposure regarding vehicles. The Contractor does not travel onto County property with vehicles.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The cost for this Agreement is \$109,800 over three years. \$46,600 is included in the Fiscal Year 2013/2014 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

NMC's annual IMO subscription fee during the term of the Agreement is based on NMCs published Net Patient Revenue (NPR) volume as specified by the American Hospital Directory. If NMCs NPR patient volume changes more than 5% annually, IMO has the right to adjust the annual subscription fee on the anniversary of the Effective Date of the Agreement. This type of increase is limited to 5% or the percentage increase provided by the Medical Services Index of the Consumer Price Index, whichever is greater; IMO must provide 90 days prior written notice to NMC/County of Monterey for this type of increase. IMO additionally has the right to adjust the annual subscription fee if there is a change in the number of facilities that utilize IMO. If the subscription fee is adjusted NMC will return to the Board of Supervisors.

Prepared by: Charles Harris, MD, 783-2785

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Agreement and Explanation of Meaningful Use.

Attachments on file with the Clerk to the Board's Office