



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 25-262

June 24, 2025

Introduced: 6/9/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Approve and authorize the Director or designee of the Department of Social Services to sign an agreement with Excel eSoft Partners, LLC for Registration Enrollment Video Appointment (REVA) software for prospective Monterey County In-Home Supportive Services providers for the period of July 1, 2025 through June 30, 2028 in the amount of \$32,656 including nonstandard indemnification and liability provisions; and
- b. Authorize the Director or designee of the Department of Social Services to sign up to three amendments to this Agreement where the total amendments do not exceed 10% (\$3,266) of the amended contract amount, do not significantly change the scope of work, and do not exceed the maximum aggregate amount of \$35,922.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Director or designee of the Department of Social Services to sign an agreement with Excel eSoft Partners, LLC for Registration Enrollment Video Appointment (REVA) software for prospective Monterey County In-Home Supportive Services providers for the period of July 1, 2025 through June 30, 2028 in the amount of \$32,656 including nonstandard indemnification and liability provisions; and
- b. Authorize the Director or designee of the Department of Social Services to sign up to three amendments to this Agreement where the total amendments do not exceed 10% (\$3,266) of the amended contract amount, do not significantly change the scope of work, and do not exceed the maximum aggregate amount of \$35,922.

SUMMARY/DISCUSSION:

Contractor provides Registration Enrollment Video Appointment (REVA) software, a system for enrolling and processing new In-Home Supportive Services (IHSS) Independent Providers (IPs). REVA gives new IPs an easy way to enroll on-line. Through this on-line system, providers' enrollment information is maintained electronically. The providers are able to watch orientation videos from their home, or wherever they have access to a computer. After viewing the videos, the providers are able to schedule their own office visit. The REVA online enrollment process is accessible through the internet and is available in both English and Spanish. This allows prospective IHSS providers more flexibility in completing the required provider orientation and registration, and to schedule an in-person registration where they bring required documents to enroll.

The Department recommends approval of the agreement with the nonstandard indemnification and liability terms as, while they are not standard to the county, they are standard to the software industry.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved the Agreements as to form, as has the Auditor-Controller's Office as to financial provisions.

FINANCING:

This agreement is funded with Social Services Federal, State, and Realignment funds. Sufficient appropriations and estimated revenues for SOC005 are included in the FY 2025-26 Adopted Budget and future years' appropriation will be included in the future budget submissions.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement correlates to the Health & Human Services Strategic Initiative adopted by the Board of Supervisors by supporting the ability of low-income seniors and persons with disabilities who need personal care assistance to remain in their homes.

Check the related Board of Supervisors Strategic Initiatives:

☐ Economic Development

☐ Administration

☒ Health & Human Services

☐ Infrastructure

☐ Public Safety

Prepared by: Nicholas Ledo, Management Analyst II, x4904

Approved by: Roderick W. Franks, Director, x4430

Attachments: Agreement

The proposed agreement is on file with Clerk of the Board as an attachment to this Board Report.