

**RESOLUTION
ROCK COUNTY BOARD OF SUPERVISORS**

Diana Arneson, Asst. to IT Dir.
INITIATED BY



Diana Arneson, Asst. to IT Dir.
DRAFTED BY

Finance Committee
SUBMITTED BY

August 9, 2017
DATE DRAFTED

**Authorizing Purchase of 2017 Avatar Netsmart licenses for the Rock County
Human Services Department**

1 **WHEREAS**, the Rock County Information Technology Department is authorized to purchase
2 computer software on behalf of the County; and,
3
4 **WHEREAS**, the Information Technology and Human Services departments procured a new Electronic
5 Health Record system, Avatar by Netsmart Technologies Inc., in June of 2012; and,
6
7 **WHEREAS**, the number of Human Services staff that needs to use the Avatar system on a daily basis
8 to do their jobs has increased since the initial software installation; and,
9
10 **WHEREAS**, the 2017 Budget did designate funds for the purchase of this computer software.
11
12 **NOW, THEREFORE, BE IT RESOLVED** that the Rock County Board of Supervisors duly assembled
13 this 14th day of September, 2017 authorizes a Purchase Order for 10 Avatar RADplus and
14 10 Cache Elite Multi-Server concurrent use licenses, a 1 year subscription for the Diagnosis Content on
15 Demand module, and 10 concurrent use maintenance support agreements for Avatar RADplus and
16 Cache Elite be issued to NetSmart Technologies in Philadelphia, PA in the amount of \$39,778.40.

Respectfully submitted,

FINANCE COMMITTEE

FISCAL NOTE:

Mary Mawhinney
Mary Mawhinney, Chair

Sufficient funds are available in the 2017 budget for the cost of these licenses and maintenance agreements.

Sandra Kraft
Sandra Kraft, Vice Chair

Mary Beaver
Mary Beaver

Sherry Oja
Finance Director

Brent Fox
Brent Fox

LEGAL NOTE:

The County Board is authorized to take this action pursuant to secs. 59.01 and 59.51, Wis. Stats. Pursuant to sec. 59.52(29), Netsmart Technologies was the lowest responsible bidder in 2012 for the creation of the Avatar Health Record System. Netsmart Technologies is the sole source provider of the additional licenses, subscription, and maintenance agreements necessary to meet staff need for use of this program.

J. Russell Podzilni
J. Russell Podzilni

ADMINISTRATIVE NOTE:

Recommended.

Josh Smith
Josh Smith
County Administrator

Jodi Timmerman
Jodi Timmerman
Interim Corporation Counsel

17-9A-342

Netsmart Avatar Licenses Purchase Summary

The Rock County Human Services Department (HSD) procured a new Electronic Health Record (EHR) solution, Avatar, provided by Netsmart Technologies in June 2012. This solution was selected after an extensive internal review and RFP process to replace the department's obsolete legacy system, MedSys.

Due to the additions of the Childrens Long Term Support and Comprehensive Community Services programs in the Human Services department, there has been an increase in the number of licenses required by staff that use the Avatar software. Human Services staff are regularly reaching the license number limit of this system, which results in denials of service for additional logons until license resources are freed from the active pool.

The purchase of an additional 10 Avatar concurrent use license would meet the needs of current staff and allow all HSD staff members who need to use the system to do their jobs. The quote for the licenses and license support is attached to this summary.



12.B.3.(3)

Client No: 0004604
Quote #: 00082126
Quote Date: 07/17/2017
Quote Expiration: 08/20/2017

www.NTST.com

Presented to:
Rock County
3530 N County Road F
Janesville, WI 53545

Netsmart Contact: Scott Miller (smiller@ntst.com)
+1 913-272-2296
Remit to: Netsmart Technologies, Inc.
PO Box 823519
Philadelphia, PA 19182-3519

Quote Summary - Rock County 10 licenses

Non-Recurring Fees		Recurring Fees (First Year)	
Software	\$32,540.00	Software	\$278.40
		Support Services	\$6,960.00
Total Non-Recurring Fees	\$32,540.00	Total Recurring Fees	\$7,238.40
		Total Fees	\$39,778.40

Solution Summary

***myAvatar 2014 ONC Certified EHR (CEHRT) Edition**

myAvatar 2014 ONC CEHRT Edition is a comprehensive electronic health record and practice management solution that meets all requirements for Meaningful Use. The certified edition includes all components to meet the criteria specified for both Stage 1 and Stage 2 reporting, including ePrescribing, consumer portal, transitions of care and immunizations reporting. The complete certified edition includes the following OrderConnect, CareConnect, myHealthPointe and CareGuidance.

***Diagnosis Content on Demand (ICD-10 and DSM-5)**

On October 1, 2015, the industry will be moving to ICD-10 codes for diagnosis and inpatient procedures. In addition, the American Psychiatric Association has recently released DSM-5 as a replacement to the current industry standard DSM-IV. The content included in this subscription will provide the necessary cross-mappings, updates and clinician friendly terms to manage the transition across the different diagnosis vocabularies.

The Diagnosis Content on Demand subscription service includes access to copyrighted DSM content for diagnosis entry. This quote assumes that a specified number of users (identified herein) from your total end user license count access DSM content for recording diagnosis. If more than the specified number of your total users will require access, an additional DSM surcharge will apply. A quote will be supplied under separate cover upon request.

One of the following Netsmart Enterprise Solution Software, System versions are required for the ICD-10 Upgrade:

- myAvatar
- TIER WFS Platform
- myEvolv version 9.0.612
- INSIGHT version 7.1.6

Non-Recurring Fees Detail

	Qty	Unit	Price	Total
Software				
Avatar RADplus (Lic)	10	CONCURRENT USER	\$2,400.00	\$24,000.00
Caché Elite Multi-Server, Platform Spec (Lic)	10	CONCURRENT USER	\$854.00	\$8,540.00
Total Fees				\$32,540.00

Recurring Fees Detail

	Qty	Unit	Price	Term (mo)	Total (First Year)
Software					
Diagnosis Content on Demand Add-On (Sub) -- **To be used for add-on users only**	1	EACH/MO	\$23.20	12	\$278.40
Support Services					
Avatar RADplus (Mnt)	10	CONCURRENT USER/MO	\$42.00	12	\$5,040.00
Caché Elite Multi-Server, Platform Spec (Mnt)	10	CONCURRENT USER/MO	\$16.00	12	\$1,920.00
Total Fees					\$7,238.40



12.B.31(5)

Client No: 0004604
Quote #: 00082126
Quote Date: 07/17/2017
Quote Expiration: 08/20/2017

www.NTST.com

Terms and Conditions

Netsmart Pricing and Payment Policies

All fees set forth in this quote are due net 30 days, unless otherwise set forth in the master agreement that is identified at the end of this quote. Delinquent accounts will be subject to Netsmart's Delinquent Account Escalation Policy set forth at <http://www.ntst.com/ARpolicy>

The following terms apply to this quote:

- Valid until the expiration date shown above.
- Subject to and incorporates the terms and conditions of the master agreement.
- Unless identified separately below, does not include on site services or assistance, or charges for travel, living expense or travel time.
- 100% of the license, hardware, hosting set-up fees and 1st year of support and maintenance charges (pro-rated) are due on the date a legally binding commitment is executed by you and Netsmart ("Effective Date").
- The initial term for support and maintenance begins on the Effective Date and continues through December 31 of the then-current year, with the following January 1 being the "Support Anniversary Date". Support and maintenance automatically renews on an annual basis on the Support Anniversary Date unless Client gives Netsmart written notice of termination not less than ninety (90) days prior to the next Support Anniversary Date, or in accordance with other provisions of the master agreement.
- Charges for Hosting, PaaS, SaaS and subscription services are payable on the Execution Date.
- FOB Origin. Shipping and taxes will be separately charged and added to the invoice with other charges quoted above.
- Netsmart has no obligation with respect to the software, hardware and/or services described in this quote until a binding agreement incorporating the terms of this proposal is executed between you and Netsmart.
- If certain Third Party Products are being licensed under this quote, Client agrees to the pass through terms that apply to those Third Party Products at <http://www.ntst.com/passthroughterms/index.aspx>. Notwithstanding the foregoing, nothing contained in the third party pass through terms will diminish Netsmart's obligations under this quote or the underlying agreement between the parties and as between Netsmart and Client, in the event of a conflict of terms, the terms of this Quote shall prevail.

CONTRACT TO BE APPLIED TO THIS QUOTE BY
REFERENCE

Rock County Avatar License and Service
Agreement 06292012

[Leave blank if this is a Quote subject to a new
agreement]

QUOTE ACCEPTED AND INCLUDED UNDER THE REFERENCED
AGREEMENT

Signature: _____

Name and
Title: _____

Date: _____