



Sole Source Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.
Manifest MedEx (MX) to provide the technology to support Fresno County's Community Information Exchange (CIE). A flexible platform designed to foster interoperability and seamless data exchange among data systems to facilitate the coordination and provision of essential community resources, a tool for analyzing health-related services and ensure coordination of care.
 2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Manifest MedEx
6001 Shellmound St. Suite 500
Emeryville, CA 94608
Contact: Mimi Hall E-mail:mimi.hall@manifestmedex.org
Phone: (530) 545-3004
 3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
ARPA American Rescue Plan Act - State Local Fiscal Recovery Funds (ARPA-SLFRF) funding was allocated at \$5 million. The goal is to have a contract in place by December 2024. Contract finalization is pending. The agreement will have an initial term of 5 years, with the option for a second 5-year term subject to approval by the Board of Supervisors.
 4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.
Manifest MedEx is the Department of Public Health's, contractor for Health Information Exchange (HIE) services and they are also the provider of HIE services for all hospitals in the Central Valley (e.g. Kings, Tulare, Fresno, previously Madera). Their information technology framework meets the privacy and security requirements for HIPAA & HITECH and is deemed essential for the establishment of Fresno County's CIE. Fresno County would need to build a system that meets these same requirements and MX has the technology and population already in an existing system. The CIE will expedite data sharing across sectors to allow for improved communication and coordinated services for the Fresno County population. No other Information Exchange company in the United States has direct access to the health data of Fresno County's population like MX.
 5. Explain why the unique qualities and/or capabilities described above are essential to your department.
Its centralized and scalable system architecture will allow for the integration and transformation of records-level data, all while upholding role-based access and field-level governance controls to safeguard the privacy and security of partners and their data. The move towards modern data sharing methods highlights the importance of seamless data exchange across different systems. Considering Fresno County's need to develop a system that aligns with these same requirements, the existing technology and population within MX system presents a prime opportunity. The presence of Fresno County's population in their datasets facilitates highly efficient matching algorithms, expediting care coordination with local providers. Furthermore, the establishment of data feeds has already minimized implementation costs.
 6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.
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We contacted Electronic Health Network (EHN), whose focus is primarily on securing the exchange of health information between healthcare entities. They facilitate the electronic sharing of patient data between different healthcare entities, such as hospitals, clinics, and insurance companies. EHN currently has a technology which is used for sharing behavioral health and substance use information among diverse health care entities. Another company we contacted was Care Coordination Systems (CCS) Health. CCS Health specializes in integrating healthcare and social services to improve community health outcomes. They offer solutions to help organizations manage patient data, track progress, and support care transition. They work with various entities, including Federally Qualified Health Centers (FQHCs). Nevertheless, both CCS and EHN lack the direct access to health data of Fresno County population as well as a lack in broader community focus as compared to MX. EHN and CCS may have significant patient data, but they are not as extensive as MX in terms of coverage and the breadth of data provided. MX is the largest nonprofit health data network in California. MX provides real-time access to comprehensive health data, which is crucial for timely decision-making for patients especially in case of an emergency. MX is the only data aggregator in California with National Committee for Quality Assurance (NCQA) validated data which simplifies reporting and improves data accuracy. MX is the provider of HIE services for all hospitals in the Central Valley, specifically Kings, Tulare, Fresno and previously Madera. The Department has a current agreement with MX for Health Information Exchange (HIE), Agreement 22-011. As Fresno County's current HIE, MX already has an established network and infrastructure in place. Consequently, the prospect of leveraging existing infrastructure for the CIE, as opposed to constructing an entirely new system represents a substantial cost saving for Fresno County. Notably, no other Information Exchange company in the United States has direct access to the health data of Fresno County's population like MX.

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Requested By:

Title

[\[✕ Sign\]](#) Double click!

I approve this request to sole source for the service(s) and/or product(s) identified herein.

dluchini 11/5/2024 11:12:16 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

rblackburn 11/5/2024 11:50:42 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!