



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
A complete ARRA-certified electronic health record, with a full suite of practice management and medication management solutions, including various optional modules including eprescribing, treatment planning, reporting and record keeping, order entry, chart tracking, incident tracking and electronic signature components.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Netsmart Technologies, Inc.
4950 College Boulevard
Overland Park, KS 66211
Joseph McGovern, Executive Vice President
(800) 842-1973
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.
Total maximum compensation: \$7,736,535
Fiscal Year (FY) 2017-18: \$1,866,234; FY 2018-19: \$1,451,171; FY 2019-20: \$1,461,891; FY 2020-21: \$1,472,933;
FY 2021-22: \$1,484,306
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
Netsmart has provided the Avatar integrated mental health electronic information system and continued support and maintenance of the system for DBH since 2008, and the transition that took place in 2008 from the previous mental health information system (Creative Socio-Medics) to the Avatar system required significant investment in terms of staff training and development of protocols necessary to ensure the DBH business practices comply with the Avatar system. The Avatar system was specifically designed by Netsmart to meet the Department's reporting and billing requirements with the State Department of Health Care Services.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
☐ When the contract is with a federal, state, or local governmental agency.
☐ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$1,000 whichever is more.
☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
If the Department were to change to another system, the conversion process would be costly and time consuming as the County has invested a significant amount of funding to implement and utilize the Avatar system for reporting and billing for all mental health and substance use disorder services for all programs administered by the Department as well as its contracted providers of services. In addition, the Avatar system is the only mental health information system that has the Reaching Recovery client assessment instrument fully integrated within the system.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
The current agreement with Netsmart was executed in March 2008 to replace the mental health information system, which had been in place since 1987. The current agreement with Netsmart was established after the completion of a selection process that included ranking of written proposals, product demonstrations, staff site visits to three California counties, as well as focus groups that were formed to review the components of the new integrated mental health information system.

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Requested By:

Title

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

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Department Head Signature

[\[✕ Sign\]](#) Double click!

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Purchasing Manager Signature

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