



Suspension of Competition Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.

The Department of Public Health (DPH) utilizes the Avatar system for client registration, referral and client service tracking, quality assurance, scheduling, billing, and reporting in Public Health Nursing programs and in Community Health clinics. Avatar also integrates with the Orchard Laboratory Information Management System (LIMS) to track and record lab testing and results that will be utilized by the Public Health Laboratory.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Netsmart Technologies
500 Sunrise Highway, Suite D122
Great River, NY 11739
Contact: Joseph McGovern 631-968-2912, jmcgovern@ntst.com

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.

The term of the proposed agreement is a three year agreement with an option of two one-year extensions. The cost of the current Avatar annual maintenance over the three-year term is \$346,913.64, and \$365,370.01 for the remaining Orchard LIMS implementation and three years annual maintenance fees. The total contract fees are not to exceed \$1,628,230.00 over the possible five-year term with contingencies.

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.

The Avatar system has been in use by Fresno County DPH for over 12 years and used on a daily basis to triage clients to determine and track services and assign referrals, manage program wait lists and caseloads, manage perinatal outreach services, record, track, and monitor clinic services, and bill electronically to major providers. The Orchard LIMS is an add-on module that fully integrates with Avatar. Avatar provides a unique export data file that imports to the Persimmony system, thereby reducing dual data entry into Persimmony, as use of the Persimmony system is required by the funder.

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 \$2,500 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.

Avatar currently provides a full electronic medical health records system to the Public Health Nursing (PHN) Division, supports demographic and service information, and is a complete medical billing component for both electronic and paper submission in the Department's TB Clinic, Immunization Clinic, and Laboratory. Avatar also fully integrates with the Orchard LIMS to seamlessly reduce existing dual data entry to achieve timely billing and recording lab results, as well as provides a unique file extract the imports into the Persimmony system, also reducing dual data entry into the required 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 Avatar system has been in use by DPH for over 12 years. There are no other entities that provide support and maintenance of Avatar, its integration with Orchard, and its unique file extract for Persimmony.

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Requested By:

Sr BSA

Title

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

dpomaville 3/11/2019 2:56:37 PM

Department Head Signature

gcornuelle 3/12/2019 11:37:36 AM

Purchasing Manager Signature
