



# County of Fresno

Hall of Records, Rm. 301  
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Fresno, California  
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## Legislation Text

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**File #:** 19-1721, **Version:** 1

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**DATE:** February 4, 2020

**TO:** Board of Supervisors

**SUBMITTED BY:** Robert W. Bash, Director of Internal Services/Chief Information Officer  
David Pomaville, Director, Department of Public Health

**SUBJECT:** Agreement with ElanTech, Inc., dba DataTech911, for maintenance and support of the StatusNet911 WEB (SN911 WEB) hospital status reporting system.

### RECOMMENDED ACTION(S):

- 1. Make a finding that it is in the best interest of the County to waive the competitive bidding process consistent with Administrative Policy No. 34 for unusual or extraordinary circumstances in order to maintain the maintenance, support, and software hosting services for the StatusNet911 WEB hospital status reporting and communications system; and**
- 2. Approve and authorize the Chairman to execute an Agreement with ElanTech, Inc., dba DataTech911, for continued maintenance and support of the StatusNet911 WEB system, effective February 24, 2020, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed \$166,066.**

Approval of the recommended actions will allow for the continued maintenance and support of the Status Net 911 WEB, hospital-to-hospital communications system used by the Department of Public Health (DPH) - Emergency Medical Services (EMS) Division, to coordinate hospital resources. This item is countywide.

### ALTERNATIVE ACTION(S):

There is no viable alternative action. If the recommended actions are not approved, the EMS Division would need to find other communication methods to coordinate hospitals throughout the EMS region during disaster events and day-to day operations.

### SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

The Department of Public Health - EMS Division is requesting that your Board waive the competitive bidding process, consistent with Administrative Policy No. 34, under the unusual or extraordinary circumstances exception, in order to provide continued maintenance and support for the SN911 WEB system, which can only be supported by ElanTech Inc., dba DataTech911. The SN911 WEB system is currently used by hospitals and EMS dispatch centers throughout Fresno, Kings, Madera, and Tulare counties. The consistency and interoperability across neighboring agency systems is critical to EMS operations. The Internal Services Department - Purchasing Division concurs with the Department's request to waive the competitive bidding process.

### FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The proposed Agreement includes an annual maintenance and support fee of \$29,100 for the first year, and stipulates that the vendor may increase annual fees, not more than once per year, upon thirty (30) days' written notice, which will not exceed the previous year's fees by the lesser of (i) three percent (3%) per year or (ii) the cumulative percentage increase in the Consumer Price Index, All Urban Consumers for the U.S. during the previous year. The first year of annual support and maintenance is prorated, and will be \$15,670. For the purposes of estimating the cost of the proposed Agreement, the Department estimated a three percent (3%) annual increase in maintenance and support fees. The recommended agreement includes an additional \$5,000 per year for additional services. The maximum payment limit for the recommended agreement through the possible five (5) year term is \$166,066. Sufficient appropriations and estimated revenues are included in the FY 2019-20 Department of Public Health Org 5620 Adopted Budget and will be included in future budget requests.

**DISCUSSION:**

The SN911 WEB system is a real-time status reporting and communications system that is used by hospitals and EMS dispatch center throughout Fresno, Kings, Madera, and Tulare counties. Communication between hospitals is critical during day-to-day operations and multi-casualty events. SN911 WEB is used to alert hospitals of incidents, assign patients to the various hospitals, maintain current status and bed availability at each hospital, advise other hospitals of changes in hospital status, and to issue emergency alerts.

Approval of the recommended actions will provide for the continued maintenance and support of the SN911 WEB system, by ElanTech Inc., dba DataTech911, for a three-year term with two optional one-year extensions, total not to exceed \$166,066 during the potential five-year term of this Agreement.

The proposed agreement contains non-standard Technology Professional Liability and Cyber Liability insurance requirement amounts. Risk Management recommends the utilization of County standard amounts but staff believe the benefits of entering into this agreement outweigh any associated risks.

**ATTACHMENTS INCLUDED AND/OR ON FILE:**

Suspension of Competition Acquisition Request  
On file with Clerk - Agreement

**CAO ANALYST:**

Yussel Zalapa