

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Department of Public Health

AGENDA DATE: August 18, 2009

CONTACT PERSON/PHONE: Carlos Campos, Administrative Services Manager, 915-771-5707

DISTRICT (S) AFFECTED: All Terrence Freiburg, Purchasing Manager, 541-4313

SUBJECT:

APPROVE a resolution / ordinance / lease to do what? OR AUTHORIZE the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

Award bid 2009-052R to Advanced Business Software, Inc. for a Health Information System - Department of Public Health. Estimated annual expenditures for year one are \$188,750.00 and \$310,300.00 for an additional four years of support, maintenance, and licensing. Total amount of contract for five years is \$499,050.00.

BACKGROUND / DISCUSSION:

Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

Advanced Business Software, LLC is the highest scoring bidder based on a two-Phased RFP procurement process that included written proposals, vendor presentations, and committee evaluation of software specifications. Advanced Business Software, LLC was deemed to have excellent experience with these types of projects, had excellent references, and is able to provide the Department of Health with the best Software Management System.

The purchase of this software will allow for the Department of Health to automate medical billing thus increasing revenues, it will allow for better reporting tools which will enhance service to the city and the municipalities.

PRIOR COUNCIL ACTION:

Has the Council previously considered this item or a closely related one?

No

AMOUNT AND SOURCE OF FUNDING:

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

41010162-502215-01101, Department of Public Health, Outside Contracts

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

N/A

*****REQUIRED AUTHORIZATION*****

LEGAL: _____

(If required)

FINANCE: _____

(If required)

DEPARTMENT HEAD: _____

Name

Signature

Date

(Example: if RCA is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA:

CITY MANAGER: _____

DATE: _____

PROJECT FORM

DATE: August 5, 2009

PROJECT: Health Information Management System- Department of Public Health
DEPARTMENT: Health Department
SOLICITATION NO: 2009-052R
BUDGET NO: 41010162-502215-01101
FUNDING SOURCE: Department of Public Health, Outside Contracts
REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION: Vendor: Advanced Business Software, LLC
Lakeside, California
Item: All
Amount: \$499,050.00 estimated annual expenditures

The Department of Public Health and Financial Services Department recommend award to the Bidder offering the best value to the City.

Eclipsys Corporation, as determined following their presentation, did not meet a majority of the software requirements as specified in the RFP and were scored accordingly.

This is a five (5) year contract for a Health Information Management System. Vendor offers the City the option to extend the term of the contract for an additional five (5) years (amount to be negotiated) if the option is exercised prior to the expiration of original term of the contract. A 2%10N30 and 1%20N30 payment discount is offered.

RFPs SOLICITED- 3
RFPs RECEIVED- 5

TOTAL RECOMMENDED AWARD: \$499,050.00

COUNCIL APPROVED [] REJECTED [] MUNICIPAL CLERK _____

COUNCIL MEETING DATE: August 18, 2009

APPROVED: Terrence Freiburg
Purchasing Manager
Financial Services, Purchasing Division

[Handwritten signature]

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SERVICE SOLUTIONS SUCCESS



Date: August 13, 2009

To: Terry Freiburge, Purchasing Director

From: Carlos Campos, Administrative Services Manager Department of Health

Subject: Cost/Benefit Analysis for Department of Health Software System

ccj

The purpose of this memo is to provide information as to why it's important for the Department of Public Health to purchase an integrated Health Care Software System.

The Department of Public Health has a contract for \$2,371,318.00 with County of El Paso and the five municipalities of (Anthony, Clint, Horizon, Socorro and Vinton) to provide Public Health services. It is the Department's responsibility to track and monitor all of the services provided in these areas and report back to them the activity to justify the cost of the contract. Currently the Department has been tracking the necessary information through different systems used by different Health Programs. Some of which are manual, others in Excel and some in Access.

The software we are hoping to acquire will allow the Department to better track the necessary information needed for the contract and will also allow for all programs to utilize the same software and integrate information. The Department will be able to better track information and thus may be able to better allocate costs of the services provided and thus increase the amount of the contract with the County and municipalities. Failure to purchase Software will mean that the Department of Public Health and the City of El Paso could lose out on potential revenue.

Currently the Department of Public Health bills Medicare, Medicaid and third party payers through a manual billing system. Billing in this manner slows down reimbursement from the payer and also leaves the Department vulnerable to billing errors. Another draw back to billing manually is that the Department cannot track payment denials efficiently. The software we are

Mayor
John F. Cook

City Council

District 1
Ann Morgan Lilly

District 2
Susie Byrd

District 3
Emma Acosta

District 4
Carl L. Robinson

District 5
Rachel Quintana

District 6
Eddie Holguin Jr

District 7
Steve Ortega

District 8
Beto O'Rourke

City Manager
Joyce A. Wilson



hoping to acquire will allow for the Department to bill claims electronically thus speeding up the amount of time it takes to receive payment and will increase cash flow to the City of El Paso. The Department will also be able to track denials in a manner that will allow the Department to be proactive and educate Physicians as to what is necessary to document so claims can get paid. The software program should increase billing efficiency to the point where they will be able to collect 3% more revenue from medical billing in the first year.

Finally, the Department of Public Health would like to try to obtain new Grants in an effort to increase or enhance the current services provided to the City of El Paso citizens. In order for the Department to achieve this task there needs to be a much better system in place to track the current amount of activity and services that are provided. Most if not all of the major grantors require comprehensive activity monitoring and reporting. Currently the Department does not have that capability. The new software program will allow the Department to better track and report all activities and services which will in turn lead to new grants for the Department.



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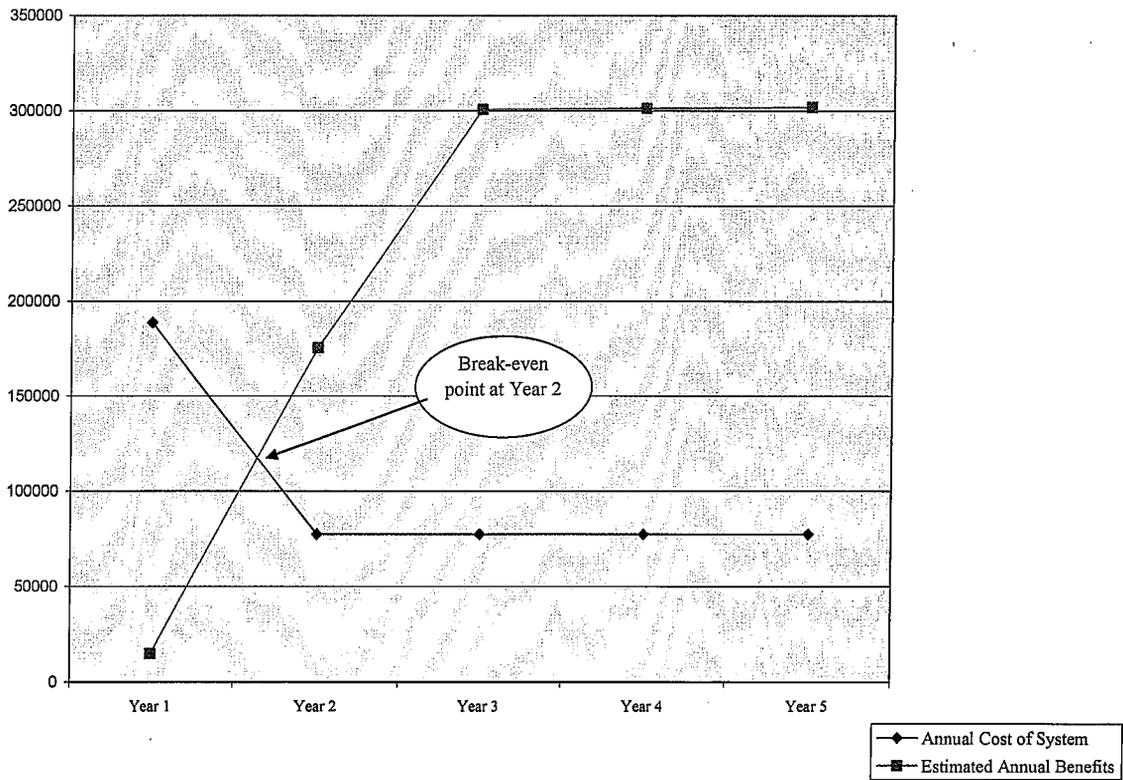
City Manager
Joyce A. Wilson



City of El Paso
 Cost/Benefit Analysis
 For proposal on Agenda for August 18th
 Advanced Business Solutions

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Cost of System	\$ 188,750	\$ 77,575	\$ 77,575	\$ 77,575	\$ 77,575	\$ 499,050
Additional Revenue to be billed	15,000	15,450	15,914	16,391	16,883	79,637
County/Municipality Revenue Recovery	-	125,000	250,000	250,000	250,000	875,000
Elimination of staff	-	35,000	35,000	35,000	35,000	140,000
Estimated Benefits	15,000	175,450	300,914	301,391	301,883	1,094,637
Cost/(Benefit) Analysis	\$ 173,750	\$ (97,875)	\$ (223,339)	\$ (223,816)	\$ (224,308)	\$ (595,587)

City of El Paso
 Cost/Benefit Analysis
 For proposal on Agenda for August 18th
 Advanced Business Solutions



PHASE II EVALUATION SHEET

SOLICITATION NO: 2009-052R

SOLICITATION TITLE: HEALTH INFORMATION MANAGEMENT SYSTEM
HEALTH DEPARTMENT

	ADVANCED BUSINESS SOFTWARE, INC. Lakeside, CA	ECLIPSYS CORPORATION Atlanta, GA	NETSMART TECHNOLOGIES, INC. Great River, NY
Cost (includes software licensing, implementation, training, customization, and five years of support/maintenance)	\$499,050	\$211,197	\$966,318
35 points	14.81	35.00	7.65
Software Specifications Requirements			
25 points	25	5	20
Experience with projects similar in scope and size			
15 points	15	6	9
Reputation & Quality of the Bidder's Service			
10 points	10	10	10
Other Information (Training, Support, Implementation Plan)			
10 points	10	6	10
Oral Presentation			
5 points	5	2	4
GRAND TOTAL	100	79.81	60.65

Netsmart Technologies
Corporate Headquarters
3500 Sunrise Highway, Suite D122
Great River, New York 11739

Customer Data Processing (CDPEHS)
Corporate Headquarters
1 West Harris Avenue
LaGrange, IL 60525

Advanced Business Software
P.O.Box 102
Lakeside, CA 92040