



Tehama County

Minutes Certification

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<http://www.tehama.gov>

File Number: 24-1545

Enactment Number: MISC. AGR 2024-305

HEALTH SERVICES AGENCY - Executive Director Jayme Bottke

a) AGREEMENT - Approval and authorization for the Executive Director to sign the Amendment #1 to the agreement with Netsmart Technologies, Inc. (Misc. Agreement #2023-205) for the provision of electronic health record software licenses, maintenance, and mandatory implementation of new state requirements for CalAIM, thereby adding RevConnect Clearinghouse Services to the master agreement, and increasing the maximum compensation to \$849,531.12, effective 7/1/22 and shall terminate 6/30/25.

RESULT: APPROVED

MOVER: Pati Nolen

SECONDER: Candy Carlson

AYES: Supervisor Moule, Supervisor Carlson, Supervisor Nolen, Vice Chair Hansen, and Chairperson Leach
Enactment No: MISC. AGR 2024-305

I, JENNIFER VISE, County Clerk and ex-officio Clerk of the Board of Supervisors of the County of Tehama, State of California, hereby certify the above and foregoing to be a full, true and correct copy of an order adopted by said Board of Supervisors on 9/24/2024.

Attest: *Jennifer Vise*

October 01, 2024
Date Certified

**AMENDMENT #1
TO THE AGREEMENT
BETWEEN
THE COUNTY OF TEHAMA
AND
NETSMART TECHNOLOGIES, INC.**

This Amendment to Agreement #2023-205, dated June 27, 2023, by and between the County of Tehama, through its Health Services Agency (County) and Netsmart Technologies, Inc. (Contractor) for the provision of purchasing licenses, solutions, hardware, services, and training, shall be amended as follows:

Exhibit C-1 shall be added to the agreement, as set forth on pages 3-4 of this amendment.

Exhibit D will be replaced in its entirety, as set forth on pages 5-7 of this amendment.

3. COMPENSATION

Contractor shall be paid in accordance with the rates set forth in the Fee Schedule, attached hereto as Exhibit D, after satisfactorily completing the duties described in this Agreement in accordance with its terms. The Maximum Compensation payable under this Agreement shall not exceed \$849,531.12. Contractor shall not be entitled to payment or reimbursement for any tasks or services performed except as specified herein. Contractor shall have no claim against County for payment of any compensation or reimbursement, of any kind whatsoever, for any service provided by Contractor after the expiration or other termination of this Agreement. Contractor shall not be paid any amount in excess of the Maximum Compensation amount set forth above, and Contractor agrees that County has no obligation, whatsoever, to compensate or reimburse Contractor for any expenses, direct or indirect costs, expenditures, or charges of any nature by Contractor that exceed the Maximum Compensation amount set forth above. Should Contractor receive any such payment it shall immediately notify County and shall immediately repay all such funds to County. This provision shall survive the expiration or other termination of this Agreement.

28. EXHIBITS

The following is a list of all the Exhibits to this Agreement which are hereby incorporated by reference:

Exhibit A – Insurance

Exhibit B – Master Agreement (inclusive all its Schedules) and Business Associate Agreement

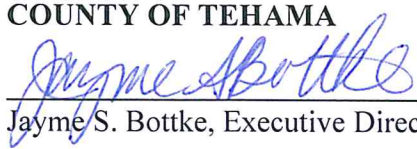
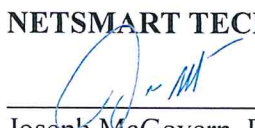
Exhibit C – RCM Addendum

Exhibit C-1 – RevConnect Clearinghouse Services

Exhibit D – Pricing/Payment Terms

It is mutually agreed that all other terms and conditions of Agreement #2023-205 shall remain in full force and effect.

IN WITNESS WHEREOF, County and Contractor have executed this agreement on the day and year set forth below.

Date: <u>9-12-24</u>	COUNTY OF TEHAMA  _____ Jayme S. Bottke, Executive Director
Date: <u>9/12/2024</u>	NETSMART TECHNOLOGIES, INC.  _____ Joseph McGovern, Executive Vice President

**EXHIBIT C-1
TO THE AGREEMENT BETWEEN
THE COUNTY OF TEHAMA AND NETSMART TECHNOLOGIES, INC.**

This Exhibit C-1 shall be added to Agreement Number 2023-205 dated June 27, 2023, for the purpose of adding RevConnect Clearinghouse Services to Exhibit C, Netsmart Revenue Cycle Management Addendum. The parties agree to the following terms:

RCM Service	Quantity	Fees	Payment Term
RevConnect Implementation -as defined in the Scope of Services	NA	\$1,500.00 One-Time	Due upon contract execution
RevConnect Clearinghouse Subscription for Human Services	9 NPIs	\$3,240.00 Per Month	Billed monthly in advance beginning October 1, 2024

Pricing includes 9 NPIs, If additional billable NPIs are needed, the monthly fees would increase per Month/NPI. The County will notify Netsmart of any additional NPIs and Netsmart will provide the proposed cost.

Scope of Services

RevConnect Clearinghouse Subscription for Human Services

RevConnect SOW Workflow	EDI/RevConnect	Client
837/835 Claims Processing		
Establish weekly onboarding calls	X	X
Provide active payer list		X
Provide billing NPI, Tax ID, Medicaid Provider ID and PTAN		X
Identify administrative user(s) for RevConnect portal management		X
Create client profiles for all billable providers and billing locations	X	
Set-up and provide a RevConnect sFTP site and access for secure file transfers	X	
Prepare 837 payer enrollment agreements	X	
Prepare 835 payer enrollment agreements	X	
Assist client in the completion of payer enrollment agreements <ul style="list-style-type: none"> Client will be required to sign enrollment forms (Signee must be registered with the payer) Client may be required to enroll through the payer portal – client login credentials may be required 	X	X
Submit enrollment agreements to payers	X	X
Track the Payer agreements for approval	X	X
Provide Payer IDs and Companion Guides needed for CareRecord configuration	X	
Make necessary configurations changes to CareRecord if required		X
Generate 837 files for testing		X
Create a claim testing environment for go-live preparation	X	
Assist Client in the Claims Testing Process	X	X
Identify clearinghouse edits / rejections <ul style="list-style-type: none"> Client is responsible for configuring CareRecord to accommodate edits 	X	X
Set-up production environment for LIVE claims processing	X	
Assist with the RevConnect submission of the first LIVE billable claim per payer	X	X
Track the first LIVE billable claim per payer for claim status	X	X
Conduct remote RevConnect user training	X	
Provide ongoing EDI / RevConnect client support	X	
RevConnect SOW Workflow	EDI/RevConnect	Client
270/271 Batch Eligibility		
Provide active payer list		X

Provide billing NPI, Tax ID, Medicaid Provider ID and PTAN		X
Identify administrative user(s) for RevConnect management		X
Create client profiles for all billable providers and billing locations	X	
Set-up and provide a RevConnect sFTP site access for secure file transfers	X	
Prepare 270 payer enrollment agreements	X	
Assist client in the completion of payer enrollment agreements <ul style="list-style-type: none"> Client will be required to sign enrollment forms (Signee must be registered with the payer) Client may be required to enroll through the payer portal – client login credentials may be required 	X	X
Submit enrollment agreements to payers	X	X
Track the payer agreements for approval	X	X
Provide Payer IDs and Companion Guide needed for CareRecord configuration	X	
Make necessary configurations to CareRecord if required		X
Generate 270 files for testing		X
Set-up production environment for LIVE eligibility file processing	X	
Test 270 file through the RevConnect sFTP	X	
Identify any 270 processing errors	X	X
Client is responsible for configuring CareRecord to resolve errors		
Conduct remote RevConnect user training	X	
Provide ongoing EDI / RevConnect client support	X	

Exhibit D

Exhibit D - Pricing and Payment Terms, Tehama County					
			7/1/23 thru 6/30/24	7/1/24 thru 6/30/25	
	Co-Term Period		Period Fees	Period Fees	Payment Terms
Subscription and Maintenance Fees					
Avatar CWS Maintenance	10/1/22 - 6/30/23	\$ 4,054.32	\$ 5,676.05	\$ 5,959.85	Billed Annually
Diagnosis Content on Demand Subscription - DSM	11/1/22 - 6/30/2023	\$ 10.56	\$ 16.63	\$ 17.46	Billed Annually
AMA CPT Code Subscription	1/1/23 - 6/30/23	\$ 1,031.08	\$ 2,165.27	\$ 2,273.53	Billed Annually
Speech Recognition Powered by M*Modal Concurrent Users	2/1/23 - 6/30/23	\$ 2,875.00	\$ 6,900.00	\$ 7,245.00	Billed Annually
Avatar CalPM Maintenance	1/1/23 - 6/30/23	\$ 2,838.02	\$ 5,959.84	\$ 6,257.83	Billed Annually
Avatar Cache Elite Maintenance, Multi- Server, Platform Specific	1/1/23 - 6/30/23	\$ 9,288.78	\$ 19,506.44	\$ 20,481.76	Billed Annually
Avatar MSO Maintenance	1/1/23 - 6/30/23	\$ 1,710.45	\$ 3,591.95	\$ 3,771.54	Billed Annually
Avatar General Ledger Interface (GLI) Maintenance	1/1/23 - 6/30/23	\$ 2,838.02	\$ 5,959.84	\$ 6,257.83	Billed Annually
Avatar RADplus Named User Maintenance	1/1/23 - 6/30/23	\$ 21,794.98	\$ 45,769.46	\$ 48,057.93	Billed Annually
Diagnosis Content on Demand Subscription - Not Utilizing DSM	1/1/23 - 6/30/23	\$ 1,505.83	\$ 3,162.24	\$ 3,320.36	Billed Annually
Revenue Cycle Management		*****	*****	*****	*Transactional - See Exhibit C \$3500 a month or 3.088% Net Collections
RevConnect Clearinghouse Services	10/1/24 - 6/30/25	\$1,500 one-time implementation fee - Due upon contract execution.		\$3,240 per month (\$29,160 for period 10/1/24 - 6/30/25.)	Billed Monthly
Total		\$ 49,447.04	\$ 98,707.72	\$ 132,803.09	Fee

New Purchases					
AMS					
Application Managed Services - Consulting Engagment (resource for CalAIM)			\$ 300,000.00	Unused Funds from FY 23-24 rollover to FY 24-25	125 Hours a Month - Billed Montly in Arrears *Statement of Work and Additional Details are to be defined
MyHealthPointe 2.0 (CalAIM)					
MyHealthPointe Professional Services (Implementation Fee)			\$ 2,600.00		One-Time Fee - Due on Execution
MHP - 2.0 Essentials Subscription Fee			\$ 13,579.90	\$ 13,579.90	Billed upon project Go-Live and annually thereafter
CareConnect Inbox (CalAIM)					
CareConnect Inbox Professional Services(Implementation Fee) (CalAIM)			\$ 2,000.00		One-Time Fee - Due on Execution
CareConnect Subscription Fee - Named User			\$ 8,396.65	\$ 8,396.65	Billed upon project Go-Live and annually thereafter
FHIR Integration (CalAIM)					
FHIR Implementation Fee			\$ 6,800.00		One-Time Fee Due on Execution
FHIR Interface Subscription Fee			\$ 5,700.00	\$ 5,700.00	Billed Annually
JBOSS Upgrade					
Hosting Setup Fee			\$ 4,000.00		One-Time Fee Due on Execution
JBOSS Subscription Fee			\$ 19,000.00	\$ 19,000.00	Billed Annually
ASAM Integration (CalAIM)					
ASAM Professional Services (implementation fee)			\$ 1,000.00		One-Time Fee Due on Execution
ASAM Continuum Integration Subscription			\$ 4,766.78	\$ 4,766.78	Billed upon project Go-Live and annually thereafter **County is required to purchase licenses from ASAM prior to Project Kickoff

CareConnect HIE					
CareConnect Professional Services (Implementation Fee)			\$ 8,200.00		One Time Fee
CareConnect HIE Subscription Fee			\$ 8,543.30	\$ 8,543.30	Billed upon project Go-Live and annually thereafter
Reserved Services					
Professional services, consulting, or additional licensing and optional services needed during contract term per fiscal year			\$ 20,000.00	\$ 20,000.00	Billed upon execution of a purchase order/quote
Total			\$ 404,586.63	\$ 79,986.63	
Grand Total		\$ 49,447.04	\$ 503,294.35	\$ 212,789.72	\$ 765,531.11

E-Contract Review
Approval as to Form

Department Name: Health Services Agency

Vendor Name: Netsmart

Contract Description: For the purpose of amendment to maximum compensation
and add RevConnect services

APPROVED AS TO FORM:



Office of the Tehama County Counsel
Margaret E. Long, Interim County Counsel

Date: 09/11/2024