



PROFESSIONAL SERVICES – REQUEST FOR APPROVAL

Approved by Consent Agenda: TO BE COMPLETED BY COUNCIL STAFF ONLY

Title: Electronic Medical Records Software RFQ [] RFP [x] RFQ/RFP #: RFP 22-050
Dept: Information Systems Contact Person: Matthew Seeds Ext.: 7472

Description (service, justification and use):

The Information Systems Department solicited a Request for Proposal for an Electronic Medical Records (EMR) software solution and received three responses. After review and evaluation, each of the vendors' response was given a score based on the RFP criteria. The vendor that received the highest score was Patagonia. This new system will combine the current medical record system and the County's custom application; eRadicare, reporting software into one system thus eliminating the need to have two applications.

The Patagonia system is a Software as a Service (SaaS) application which includes a complete end-to-end solution allowing data to auto populate throughout the application. It includes a billing module, an appointment scheduling system, an immunization inventory management system, scanning capabilities, reporting, a patient portal and has the ability to provide reporting to the State of Missouri, Quest, LabCorp and Epitrax.

The current EMR vendor did not complete a response and therefore the County must move forward with a new vendor to continue providing services to the public when the current contract expires in spring of 2023.

Initial startup costs: \$113,297.80 (application installation, data conversion, testing and training)
Year 2 Renewal: \$45,364.80
Year 3 Renewal: \$47,179.39
Year 4 Renewal: \$49,066.57
Year 5 Renewal: \$52,029.23
Total contract price: \$305,937.79

The initial startup costs and year 2 and 3 costs will be paid for by a current grant.

Award to: Patagonia Health Location: 15100 Eston Parkway, Suite 204, Cary, NC 27513

Was the vendor pre-qualified? Yes [] No [x]

Total negotiated price: \$ 305,937.79 Contract term: Yearly with four (4) renewals.

Price break-down (if applicable): Price breakdown above

Proposal opening held on: 3/4/2022 @ 12:40 PM Opened by:

Account number to be charged for purchase: 0019800-413-4850 Emergency Reserves

If paying for with grant funds, please indicate (1) grant name, (2) total grant amount, (3) what portion of purchase is being paid for by a grant, and (4) when grant period ends as applicable:

- 1. Epidemiology and Laboratory Capacity (ELC) Enhancing Detection (ED) Expansion (ELC-ED)
2. \$1,835,151.00
3. Start up cost and annual fees until grant expires
4. 7/1/2021 - 6/30/2023

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Additional RFQs/RFPs Received

The following additional responses were received:

Vendor: CureMD Location: 120 Broadway, New York, NY 10271

Vendor: Medicalistics Location: 14850 Montfort Dr. Suite 295, Dallas, TX 75254

Vendor: _____ Location: _____

Vendor: _____ Location: _____


Vendor: _____ Location: _____

Vendor: _____ Location: _____

Vendor: _____ Location: _____

Sole source justification memos from (1) dept. and (2) vendor attached.

Department Director/Elected Official must sign the request prior to routing to the Purchasing Manager.



Department Director/Elected Official Signature

8-24-22

Date

Tracy A. Bayne

Approval or Concurrence of Director of Finance

8/25/22

Date

BELOW ONLY TO BE COMPLETED FOR PROPOSALS AT LEAST \$15,000 AND LESS THAN \$50,000. See instructions at the top of pg. 1.

Director of Administration Signature

Date