



**Health & Human Services
Agency
COUNTY OF TULARE
AGENDA ITEM**

BOARD OF SUPERVISORS

KUYLER CROCKER
District One
PETE VANDER POEL
District Two
AMY SHUKLIAN
District Three
J. STEVEN WORTHLEY
District Four
MIKE ENNIS
District Five

AGENDA DATE: April 18, 2017

Public Hearing Required	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Scheduled Public Hearing w/Clerk	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Published Notice Required	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Advertised Published Notice	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Meet & Confer Required	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Electronic file(s) has been sent	Yes <input checked="" type="checkbox"/>	N/A <input type="checkbox"/>
Budget Transfer (Aud 308) attached	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Personnel Resolution attached	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Agreements are attached and signature line for Chairman is marked with tab(s)/flag(s)	Yes <input checked="" type="checkbox"/>	N/A <input type="checkbox"/>
CONTACT PERSON: Robert Stewart PHONE: (559) 624-8000		

SUBJECT: Approve an agreement with Upp Technology, Inc

REQUEST(S):

That the Board of Supervisors:

1. Approve an agreement with Upp Technology, Inc., from April 18, 2017 through June 30, 2020 for the provision of public health billing cloud technology, third-party billing and consulting services in an amount not to exceed \$195,995; and
2. Authorize the Chairman of the Board to sign three (3) copies each of the Master Services Agreement, Subscriber Agreement, and Addendum to Subscriber Agreement.

SUMMARY:

Upp Technology, Inc., provides public health billing cloud technology, third-party billing and consulting services for public health departments. Upp Technology, Inc., specializes in working with public health departments and will provide technical expertise and technology to allow the Health and Human Services Agency to bill more effectively for services covered by insurance plans.

Upp Technology, Inc., will also provide both support and technical assistance during and following the development and implementation of revenue collection and reconciliation processes and procedures for maximum recovery from insurance plans throughout the entire contract. This agreement will allow the Agency to bill more effectively for services and improve cost recovery for public health services. There are two distinct cost structures under this agreement: 1) Initial implementation costs to use the billing cloud technology, third-party billing and consulting services, estimated at \$5,995; and 2) A payment to Upp Technology,

SUBJECT: Approve an agreement with Upp Technology, Inc

DATE: April 18, 2017

Inc., of a minimum \$125 per month, or 8% of the monthly revenues generated through this service. The estimated number of clients to be served with this agreement is 4,000.

This agreement has been approved as to form by County Counsel. The following term deviates substantively from the standard County boilerplate: The agreement is for multiple years.

FISCAL IMPACT/FINANCING:

This agreement provides support and technical assistance to implement a revenue collection plan. Based on the Fiscal Year 2016/2017 client service projections, the anticipated amount to be paid to Upp Technology, Inc., is \$195,995 for the term of this agreement from April 18, 2017 through June 30, 2020. The estimated payment to Upp Technology, Inc., for Fiscal Year 2016-2017 is \$15,995. The additional \$180,000 will be budgeted in each corresponding Fiscal Year: \$60,000 in 2017/2018, \$60,000 in FY 2018/2019, and \$60,000 in FY 2019/2020. The costs of this agreement will be paid using ongoing revenues generated from program services. There is no additional net County cost to the General funds.

LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:

This request addresses the Organizational Performance Initiative of the County's Strategic Plan by implementing current technology to improve efficiency and service delivery to the residents of Tulare County.

ADMINISTRATIVE SIGN-OFF:



Jason T. Blitt
Agency Director

Cc: Auditor-Controller
County Counsel
County Administrative Office (2)

Attachment(s) Master Services Agreement
Subscriber Agreement
Addendum to Subscriber Agreement

**BEFORE THE BOARD OF SUPERVISORS
COUNTY OF TULARE, STATE OF CALIFORNIA**

IN THE MATTER OF APPROVE AN) Resolution No. _____
AGREEMENT WITH UPP TECHNOLOGY,) Agreement No. _____
INC)

UPON MOTION OF SUPERVISOR _____, SECONDED BY
SUPERVISOR _____, THE FOLLOWING WAS ADOPTED BY THE
BOARD OF SUPERVISORS, AT AN OFFICIAL MEETING HELD _____
_____, BY THE FOLLOWING VOTE:

AYES:
NOES:
ABSTAIN:
ABSENT:

ATTEST: MICHAEL C. SPATA
COUNTY ADMINISTRATIVE OFFICER/
CLERK, BOARD OF SUPERVISORS

BY: _____
Deputy Clerk

* * * * *

1. Approved an agreement with Upp Technology, Inc., from April 18, 2017 through June 30, 2020 for the provision of public health billing cloud technology, third-party billing and consulting services in an amount not to exceed \$195,995; and
2. Authorized the Chairman of the Board to sign three (3) copies each of the Master Services Agreement, Subscriber Agreement, and Addendum to Subscriber Agreement.