



**Health & Human Services
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: May 22, 2018

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 Hernandez PHONE: 624-8000				

SUBJECT: Approve an agreement with Visualutions, Inc.

REQUEST(S):

That the Board of Supervisors:

1. Approve an agreement with Visualutions, Inc. retroactive to July 1, 2017 through June 30, 2020 in the amount of \$430,183. This agreement is retroactive due to inadvertent delays in obtaining the insurance documents and signatures. It was impracticable for the Board to take action prior to July 1, 2017 due to the time needed to process, prepare, and submit the agenda item;
2. Find that the Board had authority to enter into the proposed agreement as of July 1, 2017 and that it was in the County's best interest to enter into the agreement on that date; and
3. Authorize the Chairman of the Board to sign three (3) copies of the agreement.

SUMMARY:

The Tulare County Public Health Branch would like to renew its contract with Visualutions, Inc. to provide maintenance and support of the Electronic Health Records (EHR) system for the Health Care Centers for a term beginning July 1, 2017 through June 30, 2020. Visualutions, Inc. has assisted the Health Care Centers since the implementation of the EHR to comply with state and federal government mandates by implementing system upgrades and, providing training and support. Visualutions, Inc. has been instrumental in enhancing patient registration, billing and document management and has assisted with system

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integration and the development of an interface with Laboratory systems.

Notably, the Public Health Branch is working towards achieving Public Health Accreditation; one of the many requirements of accreditation includes the capability of Health Information Exchange (HIE). The Health Care Centers will be the first health centers in the community to interface the electronic health records system for the purpose of assessing population health and for planning of services. Visualutions, Inc., as the Health Care Centers' EHR vendor, will provide technical assistance to complete the system interface. The continuation of this agreement will serve a client population of over 7,000, with a total encounter visit of 44,000 per year.

This agreement is viable given that the Health Care Centers have invested great effort, time, and partnership in the implementation and stabilization of the EHR system through Visualutions, Inc. As the Health Care Centers move forward with Meaningful Use, services by Visualutions, Inc. will become an even more critical component of health operations. The different stages of Meaningful Use will require system upgrades and thorough training on system utilization in order to meet the requirements of each stage. A failed reporting and/or not meeting the minimum Meaningful Use standards for an EHR system could result in medical reimbursement penalties from the Medicare program.

The Health Care Centers have worked vigorously toward meeting these Meaningful Use standards and have implemented system upgrades and integrations with other electronic systems. The Health Care Centers will be required to automate their manual processes as a result of the Affordable Care Act, and Visualutions, Inc. will be looked upon to provide the necessary guidance and support as they identify additional requirements and implement technical enhancements.

This agreement did not include a Request for Proposal process because this is an ongoing contractual agreement with Visualutions, Inc. that started in 2004. The vendor has continued to provide electronic health records system maintenance and support by ensuring the system meets the requirements as mandated by the Health Information Technology for Economic and Clinical Health (HITECH) Act. This vendor supplies specialized services that are unique to the electronic health records system that is used by the county clinics and billing department.

This agreement has been approved as to form by County Counsel. The following terms deviate substantively from standard County boilerplate: 1) This is a multi-year agreement.

FISCAL IMPACT/FINANCING:

The Visualutions, Inc. agreement reflects a contract amount of \$430,183 for the three (3) year term; \$143,395 will be included in the Fiscal Year 2017/18 proposed budget, \$143,395 will be included in the Fiscal Year 2018/19 proposed budget, and \$143,393 will be included in the Fiscal Year 2019/20 proposed budget. There is no

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net County Cost to the County General Fund.

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. The continuation of this contractual agreement with Visualutions, Inc. will provide the ability to enhance technical capacity, improve efficiency among care providers, and assist in the Branch's efforts toward Public Health Accreditation.

ADMINISTRATIVE SIGN-OFF:



Karen Elliott
Public Health Director

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

Attachment(s) Agreement

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

IN THE MATTER OF APPROVE AN
AGREEMENT WITH
VISUALUTIONS, INC.

)
) Resolution No. _____
) Agreement No. _____
)

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

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