

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF THE COUNTY OF SAN BERNARDINO  
AND RECORD OF ACTION**

February 11, 2020

**FROM**

**WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center**

**SUBJECT**

Amendment No. 2 to Agreement for Services with Forward Health Group, Inc. for Population Health Management Software Subscription Services

**RECOMMENDATION(S)**

1. Approve **Amendment No. 2** to **Agreement No. 17-90** for Services with Forward Health Group, Inc. for Population Health Management Software Subscription Services to add an additional Scope of Work No. 3 increasing the amount of the contract by \$625,583.33 from \$2,230,104 to \$2,855,687.33, and extend the term of the Agreement for the period of February 28, 2017 through March 31, 2021 for population health management software subscription services.
2. Authorize the Director of Arrowhead Regional Medical Center to approve Project Change Requests to the Scope of Work, subject to review and approval by County Counsel, provided the Project Change Requests do not result in additional costs to be incurred by the County nor extend the duration of the Scope of Work.
3. Direct the Director of Arrowhead Regional Medical Center to transmit all documents and amendments in relation to Scope of Work changes for Agreement No. 17-90 to the Clerk of the Board within 30 days of execution.

(Presenter: William L. Gilbert, Director, 580-6150)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Provide for the Safety, Health and Social Service Needs of County Residents.**

**FINANCIAL IMPACT**

Approval of these recommendations will not result in the use of Discretionary General Funding (Net County Cost) as the additional cost of \$625,583.33 is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2019-20 budget and will be included in future recommended budgets.

**BACKGROUND INFORMATION**

Approval of Amendment No. 2 to the Agreement for Services will allow ARMC to continue to advance healthcare initiatives including Whole Person Care (WPC) and California Public Hospital Redesign and Incentives in Medi-Cal (PRIME). WPC seeks the best way to care for people through consideration of their full spectrum of needs: medical, behavioral and socioeconomic. PRIME is a pay-for-performance program in which California's public healthcare

**Amendment No. 2 to Agreement for Services with Forward Health Group, Inc. for Population Health Management Software Subscription Services  
February 11, 2020**

systems use evidence-based quality improvement methods to improve healthcare outcomes for patients. These programs shift reimbursement for healthcare services to a performance-based metrics, and requires the demonstration of improvement from previously submitted program reports.

In order to meet the mandated reporting requirements, Forward Health Group (FHG) will provide software subscriptions for data gathering and analysis at ARMC, which will be utilized to produce program reports. The FHG software subscriptions include: PopulationCoordinator™, PopulationAbstractor™, and PopulationManager™ that supports ARMC in efforts to identify high-priority patient populations, document and communicate coordinated plans to provide healthcare services to those populations, reduce readmission of patients, and determine transitions of care.

ARMC recommends approval of Amendment No .2 to the Agreement for Services as approval of the contract will allow ARMC to continue providing for the safety, health and social service needs of county residents through improved coordination of patient care across ARMC departments.

**PROCUREMENT**

Procurement of population health management software subscription services from FHG is non-competitive based on specialized credentials and functional specifications. FHG has the ForwardHealth Portal that serves as a Medicaid Management Information System. Through this portal, ARMC can electronically and securely submit, manage and share patient records to coordinate patient care as required in the Whole Person Care Program. The software is also a key component to tracking metrics of performance that is required for program initiative reimbursement.

On February 14, 2017 (Item No. 15), the Board approved Agreement No. 17-90, including Scope of Work documents, with Forward Health Group, Inc. in the amount of \$2,090,104 for the period of February 28, 2017 through February 17, 2020, with one two-year extension option, for population health management software subscription services.

On June 26, 2018 (Item No. 8), the Board approved Amendment No. 1 to Agreement No. 17-90 increasing the agreement by \$140,000 from \$2,090,104 to \$2,230,104 with no change to the expiration date of February 17, 2020. The amendment added an additional Scope of Work to the agreement to improve the data access for clinical staff and prepare for the upcoming Medi-Cal based performance improvement funding resources to ensure mandated reporting requirements are met.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Bonnie Uphold, County Counsel, 387-5487) on January 27, 2020; Purchasing Department (Jackie Ambrose, Buyer III, 777-0722) on January 24, 2020; Finance (Amanda Trussell, Principal Administrative Analyst, 387-4773) on January 24, 2020; and County Finance (Matthew Erickson, County Chief Financial Officer, 387-5423) on January 27, 2020.


**Amendment No. 2 to Agreement for Services with Forward Health Group, Inc. for Population Health Management Software Subscription Services**  
**February 11, 2020**

Record of Action of the Board of Supervisors  
County of San Bernardino

**APPROVED (CONSENT CALENDAR)**

Moved: Robert A. Lovingood Seconded: Josie Gonzales  
Ayes: Robert A. Lovingood, Janice Rutherford, Dawn Rowe, Curt Hagman, Josie Gonzales

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: February 11, 2020



cc: ARMC- Gilbert w/agree  
Contractor- C/O ARMC w/agree  
File- w/agree  
la 02/13/2020