

**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**

Agreement with Safety Net Connect, Inc. for eCRM Software and support

**RECOMMENDATION(S)**

Approve a Professional **Services Agreement No. 20-67** with Safety Net Connect, Inc. for eConsult and Referral Management Software license and professional service fees for integration and maintenance support in the amount of \$1,570,000 from March 1, 2020 through February 28, 2025.

(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.  
Pursue County Goals and Objectives by Working with Other Agencies.**

**FINANCIAL IMPACT**

Approval of the recommendation Safety Net Connect, Inc. (SNC) will not result in the use of Discretionary General Funding (Net County Cost) as the total cost of \$1,570,000 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. Sufficient appropriation and revenue are included in the Arrowhead Regional Medical Center (ARMC) 2019-20 budget and will be included in future recommended budgets.

**BACKGROUND INFORMATION**

The Board of Supervisors (Board) on March 20, 2018 (Item No. 11) approved Agreement 18-135 to participate in a Multi-County eConsult Initiative with Riverside University Health System (RUHS) and Inland Empire Health Plan (IEHP) in which IEHP would pick up the cost of development for the first two years and each entity would pick up the on-going and development costs for the system thereafter. Approval of this item will allow the County to fulfill its obligations in regards to participation in Multi-County eConsult Initiative. The eConsult and Referral Management (eCRM) Software is required in order to receive funding from IEHP for the care of their members.

The eCRM software allows ARMC and providers to initiate and process specialized referrals and approvals for payment electronically between ARMC, providers and IEHP. This agreement will provide for the safety, health and social service needs of county residents, and allow ARMC to continue to pursue County goals and objective by working with other agencies.

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**PROCUREMENT**

The purchase of the eCRM Software and support is a non-competitive procurement as it is only available from SNC. The software and support is required in order to receive funding from IEHP for the care of their members. County Purchasing recognizes an existing agreement and specialized credentials as justifiable non-competitive reasons and supports this procurement of the software and support for eCRM.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Bonnie Uphold, County Counsel, 387-5455) on December 30, 2019; Purchasing Department (Jacqueline Ambrose, Lead Buyer, 387-2060) on January 24, 2020; Finance (Amanda Trussell, Principal Administrative Analyst, 387-4773) on January 27, 2020; and County Finance and Administration (Katrina Turturro, Deputy Executive Officer, 387-5423) on January 28, 2020.

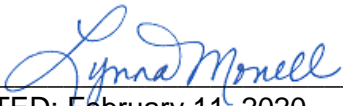
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Record of Action of the Board of Supervisors  
County of San Bernardino

**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