

GOVERNMENT OF THE DISTRICT OF COLUMBIA

DETERMINATION AND FINDINGS FOR A SOLE SOURCE PROCUREMENT

Program Agency: Department of Behavioral Health
Proposed Contractor: Netsmart Technologies, Inc.
Contract Number: TBD

AUTHORITY

D.C. Official Code §2-354.04, 27 DCMR 1304, 1700, and 1701

1. **MINIMUM NEED:**

The District of Columbia Office of Contracting and Procurement (OCP) on behalf of the District of Columbia Department of Behavioral Health (DBH) is seeking a vendor to provide a Health information exchange that will enable connection between the internal electronic health records at DBH for utilization by DBH and community based organizations. The technology will be available to increase utilization by providers or offer the ability to share data across local health information exchanges (HIEs) or larger interoperability frameworks such as Care-quality. In addition, the technology solution will provide reporting metrics on the data collected during the care of patients.

This sole source contract shall support the ability to share information internally as well as externally to our partner agencies such as DHCF.

2. **ESTIMATED FAIR AND REASONABLE PRICE:**

The total estimated price for the IT Professional services is in the amount of \$175,000.00. The price shall cover the implementation and deployment of two proprietary software systems branded as Care Connect (\$142,600.00) and KPI Dashboard (\$32,000.00). The number of users, licensing, compliance with existing technology, system features and integration requirements are key drivers for the estimated price. The price is fair and reasonable in comparison to multisite EHR systems and modules utilized by healthcare facilities.

3. **FACTS SUPPORTING SOURCE SELECTION:**

The District seeks a sole source procurement to improve information access for District programs and providers who rely on accurate and available data to provide patient care treatment for consumers who are under the care of providers within DBH's public health network. The proposed contractor is the sole distributor and manufacture of the two technologies, KPI Dashboard and Care Connect. There is no other source for the two products, Care Connect and KPI Dashboard.

Both products are trademarked by Netsmart without a reseller network to purchase the products on the open market. The District conducted research to confirm the availability of the enhancement and its ability to provide vital connectivity between all three EHR systems used at DBH.

The District has made investments over \$12,000,000.00 in the EHR system since 2008 for the implementation, maintenance and integration of other health care products utilized by DBH

clinicians. It is in the District's best interest to obtain upgrades with a proven track record and created by the current manufacturer as the current system is a customized EHR that has evolved to best meet the agency's requirements while also being compatible with the District's evolving IT infrastructure.

The agency requires the EHR system changes to be seamless with limited down time, with maximum system reliability while also being user friendly. Seeking a product with familiar technology features and capacity to integrate with the existing IT environment will achieve the outcomes desired by DBH. The two applications will provide the required one point of access to connect to the larger healthcare ecosystem. It will also eliminate the exchange of paper clinical documentation and support agency IT efficiency improvements with reporting features not currently available.

Market research was conducted and OCP found that there are no CBEs or other entities who have the capability or system offerings to meet DBH's need. Based on the District's review and market place pricing offered for similar system platforms, it is determined the price to be fair and reasonable. The Contracting Officer concurs with finding.

4. CERTIFICATION BY AGENCY HEAD:

I hereby certify that the above findings are true, correct and complete.

Dr. LaQuandra Nesbitt, MD, MPH
Interim Agency Director
Department of Behavioral Health

Date

5. CERTIFICATION BY CONTRACTING OFFICER

I hereby certify that the above findings are true and correct to the best of my knowledge. Further, I certify that the notice on intent to award a sole source contract was published in accordance with 27 DCMR 1304 and that no response was received. I recommend that the Chief Procurement Officer approve the use of the sole source procurement method for this proposed contract

Margaret T. Desper
Contracting Officer

Date

Wil Giles
Chief Contracting Officer
Health and Human Services Cluster

Date

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under either Section 402 or 403 of the District of Columbia Procurement Practice Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code §2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the Sole Source method of procurement.

George A. Schutter, III
Chief Procurement Officer

Date