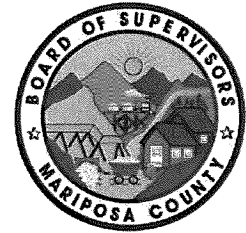


# MARIPOSA COUNTY

HHS/Public Health · (209) 966-2000



## RESOLUTION - ACTION REQUESTED 2021-545

MEETING: September 28, 2021  
TO: The Board of Supervisors  
FROM: Shannon Gadd, Health and Human Services Agency Director  
RE: Patagonia Health Agreement for Electronic Health Record System

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### **RECOMMENDATION AND JUSTIFICATION:**

Approve a Three-Year Agreement with Patagonia Health, Inc. for an Electronic Health Record (EHR) System in a total Amount Not to Exceed \$42,213.64; and Authorize the Director of Health and Human Services Agency (HHS) to Sign the Agreement.

Patagonia Health is a healthcare supplier of a modern cloud and apps-based EHR software serving Public Health Departments, Federally Qualified Health Centers (FQHC), and Community Health Centers (CHC), as well as Behavioral Health agencies and private practices. The product is a federally certified, complete EHR Practice Management and billing software.

Obtaining the EHR has propelled the Health Services division within HHS towards completing the Public Health Accreditation process. The Patagonia Health Inc. EHR is a "Meaningful Use" certified System. Meaningful Use is the use of certified EHR technology in a meaningful manner (for example electronic prescribing); ensuring that the certified EHR technology is connected in a manner that provides for the electronic exchange of health information to improve the quality of care; and on using certified EHR technology the provider may submit to information on quality of care to the Secretary of Health & Human Services. The concept of meaningful use rests on the '5 pillars' of health outcomes policy priorities, namely:

- Improving quality, safety, efficiency, and reducing health disparities
- Engage patients and families in their health
- Improve care coordination
- Improve population and public health
- Ensure adequate privacy and security protection for personal health information

### **BACKGROUND AND HISTORY OF BOARD ACTIONS:**

The Board approved the most recent five-year agreement with Patagonia Health on October 18, 2016 through Resolution No. 2016-550.

### **ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:**

A decision to not approve the agreement could hinder health services billing and could result in HHS not receiving the eligible provider incentive, which can be up to

\$20,000. HHSA could also be fined 1% of our Medi-Cal billing.

**FINANCIAL IMPACT:**

**Funding for costs is allocated in Health and Human Services Agency Health Division budgets. This does not impact the General Fund.**

**ATTACHMENTS:**

**Patagonia Health Agreement 2024 (PDF)**

**RESULT: ADOPTED BY CONSENT VOTE [UNANIMOUS]**

**MOVER:** Rosemarie Smallcombe, District I Supervisor

**SECONDER:** Wayne Forsythe, District IV Supervisor

**AYES:** Rosemarie Smallcombe, Tom Sweeney, Marshall Long, Wayne Forsythe



<http://www.patagoniahealth.com>

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## Renewal Sales Agreement 2021

### County of Mariposa - Mariposa, CA

Executed Date:

Term of Renewed Contract: 3 years

Contact: Kristina Allen, Deputy Director of Public Health

209-966-6694

Patagonia Health Account Manager: Karen Khoury, [Karen@PatagoniaHealth.com](mailto:Karen@PatagoniaHealth.com)

919-200-6011

Purpose: To renew Patagonia Health EHR Subscription Services for an additional term.

### Original Agreement dated October 18, 2016

- 5 year term, expires 10/18/2021
- Auto-renews for 1 year periods at a 4% per year increase.

### Renewed Subscription includes:

- 15 Users/2 Providers
- Immunization Inventory and Barcode Scanning Software
- Communicator App
- e-Consent Forms
- Pharmacy App
- Quest Lab Interface - Results only
- Interface to Health Futures State Immunization Registry
- Interface to Cal-REDIE
- Two-Factor Authentication Security
- MU Compliant Patient Portal Secure Messaging Application
- Built-in Video Tutorial Library, Knowledge Base, and Live Webinars
- Continued Unlimited Award Winning Customer Support in North Carolina

**Renewal Term:****3 Year Renewal**

- This renewal will replace the current term:
  - i. Start date 10/18/2021
  - ii. End date 10/18/2024

**Renewal Form Summary:**

Current monthly subscription rate <i>(at renewal date - 10/18/21)</i>	\$1,186.23 / month
5% Renewal Loyalty Discount	(\$ 59.31) / month
New current monthly subscription rate*	\$1,126.92 / month

Total Cost of Ownership over the 3 year renewal, \*excluding any additional applications or services added, including the standard contract anniversary increases:

Year 1	Year 2	Year 3
\$ 13,523.08	\$ 14,064.00	\$ 14,626.56

**Terms:**

- All other areas of the current Sales Agreement, Business Associate Agreement, and Order Form remain unchanged, including Payment Schedule, Terms and Conditions, including an annual increase by 4% or CPI, whichever is greater.
- This contract will automatically renew for an additional three (3) years unless the customer notifies Patagonia Health in writing by July 28, 2024 of their desire to either terminate the contract or discuss new terms.
- New Subscription to begin with the October 2021 invoice.
- Invoiced Annually.

**Acceptance of Terms:****COUNTY OF MARIPOSA**Signature:  Shannon Gadd  
5BE6BF2246F

Name: Shannon Gadd

Title: Director, Health &amp; Human Services Agency

Phone: (209) 966-2000

Email: [sgadd@mariposacounty.org](mailto:sgadd@mariposacounty.org)


Date: 10/04/2021

**INVOICING:** Please send invoices to:

Contact Name: Sondra Meek

Email Address: [smeek@mariposacounty.org](mailto:smeek@mariposacounty.org)

Phone number: (209) 966-2000

**Patagonia Health, Inc.**Signature:  [Handwritten Signature]  
5BE6BF22483

Name: Amos Slaymaker

Title: VP of Sales and Marketing

Phone: (919) 439-0964

Email: [amos@patagoniahealth.com](mailto:amos@patagoniahealth.com)

Date: 10/05/2021

Approved as to Legal Form:

 Steven W. Dahlem  
5BE6BF22465  
Steven W. Dahlem, County Counsel

Patagonia Health appreciates your business and looks forward to our mutual ongoing partnership.

**Recommended Add-ons** are not included in the agreement pricing. Demos can be arranged and separate sales agreements will be sent should the County of Mariposa decide to purchase additional functionality.

**Telehealth App:** [\(Link to Video and Information\)](#)

This HIPAA compliant App is built into our EHR ensuring seamless workflow. It is integrated with our Communicator App (patient appointment reminder system, sold separately) which simplifies communication with patients. Pricing is per hour per participant. Example: Two (2) participants (provider + patient) on a video call for 1 hour = 2 video hours.

★ **Monthly subscription cost \$36.00 per bundle (176 hours)**

**Electronic Fax App:** [\(Link to Information\)](#)

The electronic fax (eFax) option allows the user to receive and send a fax directly from within the Patagonia Health Electronic Health Records (EHR) software through a secure web portal, which can be easily filed into a patient's EHR chart without printing or scanning.

★ **Monthly subscription cost \$84.00 per line.**

**ID Scanner App:** [\(Link to Video and Information\)](#)

This easy-to-use, patient ID scanner feature allows your registration staff to easily scan a patient's identification or insurance card which auto-populates the corresponding fields in the Electronic Health Record (EHR). This built-in optional functionality streamlines the check-in process saving staff time, reducing errors while patients get in and out more quickly.

★ **Monthly subscription cost \$72.00 for 1 scanner.**

**Contactless Patient Experience:** [\(Link to Video\)](#)

This Solution collects patient information for clinical visits and integrates the data into our EHR seamlessly. CPx includes a federally certified two-way Patient Portal in the base offering of the product.

Patients will be able to self schedule appointments, complete consent forms, receive reminders, check-in remotely, review history and results, upload documents, demographic information, and make payments from any device safely and securely.

★ **Monthly subscription cost of \$120.00.**

**Direct Messaging:**

- Direct Messaging connects clinicians, hospitals, and other healthcare professionals with secure, HIPAA-compliant exchange of protected health information to improve transitions of care, care coordination, and achieve Meaningful Use/Promoting Interoperability without ever leaving the EHR.

★ **Monthly subscription cost of \$18.00 per user.**