



Contra
Costa
County

To: Board of Supervisors
From: Anna Roth, Health Services Director
Date: January 18, 2022

Subject: Contract #23-724 with Wellsky Corporation

RECOMMENDATION(S):

APPROVE and AUTHORIZE the Health Services Director, or designee, to execute on behalf of the County Contract #23-724 and Order Forms with Wellsky Corporation, a corporation, in an amount not to exceed \$1,815,883, to provide hosted software services, and maintenance, and support to Contra Costa Regional Medical Center for Wellsky's hosted blood bank system and skilled nursing facility care management system for the period from January 18, 2022 through January 10, 2027.

FISCAL IMPACT:

This contract will result in contractual service expenditures of up to \$1,815,883 over a 5-year period and will be funded 100% by COVID-19 Enhancing Learning Capacity Supplemental Funding (No rate increase)

BACKGROUND:

Contra Costa Health Services (CCHS) does not have an integrated blood bank system. This contract meets the needs of CCHS patients by providing an integrated blood bank and skilled nursing facility care - management system for Contra Costa Regional Medical Center. Wellsky's Cloud Services Transfusion Suite is FDA approved and was chosen

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY ADMINISTRATOR

☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **01/18/2022** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: John Gioia, District I Supervisor
Candace Andersen, District II Supervisor
Diane Burgis, District III Supervisor
Karen Mitchoff, District IV Supervisor
Federal D. Glover, District V Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: January 18, 2022

Monica Nino, County Administrator and Clerk of the Board of Supervisors

By: Antonia Welty, Deputy

Contact: Pat Wilson (925)
335-8777

because of its extensive integration with our Electronic Health Records system, Epic, replacing our legacy blood bank system, Meditech's Laboratory Information System (LIS).

BACKGROUND: (CONT'D)

After looking at the limited number of FDA-approved blood bank LIS solutions, Wellsky's Cloud Services Transfusion Suite was determined to be the most suitable and secure solution. Also, through demonstrations, we found that it had the best user experience. The demonstrators were better able to answer questions about their product than other vendors considered. Wellsky's CarePort, skilled nursing facility care - management system allows for coordination between providers and payers across the continuum to track and manage patients in real-time with an established national network. Through a vast national network of hospital and post-acute providers, this care management system allows for the seamless transition of patients to the next level of care with increased efficiency.

This contract obligates the County to indemnify Wellsky against third-party claims that arise out of County's use of the software and services. The County may only terminate the contract due to a material breach by Wellsky, or in the event, the County does not appropriate funds in any fiscal year for payments under the contract. The contract includes a limitation of liability limiting Wellsky's liability to County to an amount equal to twelve months of payments.

Approval of this new Contract #23-724 allows the contractor to provide services through January 10, 2027.

CONSEQUENCE OF NEGATIVE ACTION:

If this contract is not approved, Contra Costa Regional Medical Center's laboratory unit will not have an integrated blood bank system, resulting in potential errors caused by manually entering data. Further, absent the automated care management process, requests from CCHS to skilled nursing facilities for inpatient discharge are processed manually, jeopardizing patient care by putting CCHS at a disadvantage by the hospitals who process their submissions electronically.