



ECLED APR 01 14 10:30 AM

# COUNTY OF ERIE

**MARK C. POLONCARZ**  
COUNTY EXECUTIVE

April 1, 2014

Erie County Legislature  
92 Franklin Street – Fourth Floor  
Buffalo, New York 14202

**RE: Authorization to contract with Fusion Consulting, Inc.**

Dear Honorable Members:

As part of the Department of Health's effort to improve efficiency, and to comply with the stipulated settlement between Erie County and the United States Department of Justice, a request for proposal to customize, implement, and maintain a compressive electronic health record for the Division of Correctional Health was issued. Proposals were received from seven electronic health record vendors.

After rigorous scrutiny by an evaluation committee using set criteria, GE Healthcare's Fusion product was chosen. Executing a contract with Fusion Consulting, Inc. will bring Erie County further into compliance with the Department of Justice, improve the quality of care, and provide meaningful use of health record technology.

Should your Honorable Body have any questions, please contact Commissioner of Health Dr. Gale Burstein. Thank you for your consideration.

Sincerely,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/mc  
Enclosure

cc: Health Commissioner Gale R. Burstein, MD

## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Health  
**Re:** Authorization to contract with Fusion Consulting, Inc.  
**Date:** April 1, 2014

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### **SUMMARY**

Authorization is requested to enter into a contract with Fusion Consulting Inc. for the purpose of customizing, implementing, and supporting a comprehensive electronic health record for the Erie County Health Department's Division of Correctional Health.

### **FISCAL IMPLICATIONS**

Funds are available for this purchase through capital account A.00334 Upgrade to Health Records Module. The initial purchase totals \$165,655 with recurring annual costs of \$18,570.

### **REASONS FOR RECOMMENDATION**

An electronic medical record is an essential part of any modern healthcare delivery system. Electronic health records (EHR) minimize mistakes, duplication of work, and can dramatically streamline the delivery of care. In a correctional setting, repeat inmate's records can easily be pulled up, saving critical time during intake. Recognizing the importance of implementing an EHR system, funds to purchase such a system were approved in the 2008 Capital Project budget.

After careful scrutiny of all seven RFP respondents, GE Healthcare's Fusion product was selected, based on its low cost, widespread use in correctional settings, and based on the strong recommendations of the Department of Justice's Technical Compliance Consultant. In addition, the Fusion product will be fully integrated with the software provided by our new pharmacy provider Diamond Drugs, Inc.

### **BACKGROUND INFORMATION**

Recognizing the critical need of a modernized record keeping system for the Erie County Holding Center, Correctional Facility, and Youth Detention facility, the Department of Health issued RFP#1324VF in September of 2013 to solicit responses from various EHR vendors. GE Healthcare's Fusion product was selected as the best fit for the County's correctional health medical records needs. Utilization of the Fusion EHR system will improve care coordination, lead to cost savings and boosted efficiency, and improve the accuracy of diagnosis.

## **CONSEQUENCES OF NEGATIVE ACTION**

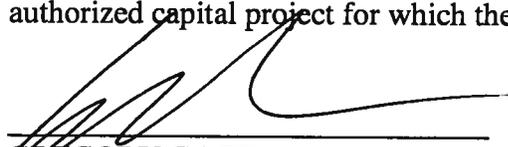
The Department of Health's Division of Correctional Health would fail to meet the standards for care and quality insurance that are required by the Department of Justice and the Commission of Corrections.

## **STEPS FOLLOWING APPROVAL**

The Health Department will work with the Division of Budget and Management and the County Attorney to implement this request.

## **COMPTROLLER'S OFFICE REVIEW**

The proposed legislation has been reviewed by the Comptroller's Office and is related to an authorized capital project for which there are sufficient appropriations for the action proposed.



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GREGORY GACH  
Deputy Comptroller  
Comptroller's Office

**A RESOLUTION SUBMITTED BY  
HEALTH DEPARTMENT**

**Re: Authorization to Contract with Fusion Consulting Inc.**

**WHEREAS, the Erie County Department of Health's Division of Correctional Health requires an electronic health record; and**

**WHEREAS, Erie County Department of Health strives to contract with the highest quality and most cost effective vendors; and**

**WHEREAS, a Request for Proposal was made to solicit qualified electronic health record respondents; and**

**WHEREAS, an evaluation committee was formed to review these proposals; and**

**WHEREAS, Fusion Consulting, Incorporated was chosen as the most qualified and cost effective respondent.**

**NOW, THEREFORE, BE IT**

**RESOLVED, that the County Executive is hereby authorized to enter into a contract with Fusion Consulting Incorporated; and be it further**

**RESOLVED, that the term of this contract shall commence on May 1, 2014 through May 1, 2017 with the County at its sole discretion extending the contract for up to two, one-year periods; and be it further**

**RESOLVED, that funding for this contract is available in capital project A.00334 and is hereby approved for appropriation for this contract in an initial amount totaling \$165,655 with annual recurring support costing \$18,570; and be it further**

**RESOLVED, that certified copies of this resolution be forwarded to the County Executive, the Office of the Comptroller, the Division of Budget and Management, the Department of Law, and to Dr. Gale R. Burstein, Commissioner of Health.**

PROJECT TITLE: A.00334 2008 UPGRADE TO HEALTH RECORDS MODULE

1) IS THE REASON FOR THIS CONTRACT CONSISTENT WITH THE PURPOSE OF THE PROJECT: YES X NO \_\_\_\_\_

IF NO, RETURN THIS REQUEST TO THE DEPARTMENT

IF YES, COMPLETE THE FOLLOWING VERIFICATION

2) PROJECT AVAILABLE APPROPRIATION

TOTAL PROJECT REVENUES \$ 700,000.00

TOTAL PROJECT APPROPRIATIONS \$ 700,000.00

LESS: TOTAL EXPENDITURE TO DATE \$ 1,270.35

TOTAL COMMITMENTS \$ 0.00

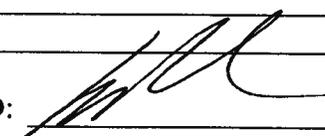
AVAILABLE APPROPRIATIONS AS OF DATE OF REQUEST \$ 698,729.65

LESS: CONTRACT AMOUNT: 184,225.00

NET AVAILABLE APPROPRIATIONS \$ 514,504.65

COMMENTS: \$698,729.65 project cash balance

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REQUEST APPROVED: 

REQUEST DENIED: \_\_\_\_\_

DATE: 3/27/14