



ARLINGTON COUNTY, VIRGINIA
 OFFICE OF THE PURCHASING AGENT
 2100 CLARENDON BOULEVARD, SUITE 500
 ARLINGTON, VIRGINIA 22201

NOTICE OF RENEWAL

TO: WELLIGENT 5205 COLLEY AVENUE NORFOLK, VA 23508	ORIGINAL DATE ISSUED: DECEMBER 7, 2017 CONTRACT NO: 17-165-RFP CONTRACT TITLE: ELECTRONIC HEALTH RECORD SYSTEM
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THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms and conditions of AGREEMENT No. 17-165-RFP including any attachments or amendments thereto.

EFFECTIVE DATE: DECEMBER 7, 2022

EXPIRES: DECEMBER 31, 2023

RENEWALS: FOUR (4) ONE-YEAR RENEWALS REMAINING.

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: Andy McCraw **VENDOR TEL. NO.:** (757) 213-5980

EMAIL ADDRESS: amccraw@welligent.com

COUNTY CONTACT: Maria Toole **COUNTY TEL. NO.:** (703) 228-5226

COUNTY CONTACT EMAIL: mtoole@arlingtonva.us

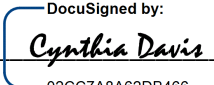
CONTRACT AUTHORIZATION

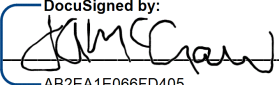
THE COUNTY BOARD OF ARLINGTON
 COUNTY, VIRGINIA

WELLIGENT

PRINT: DR. SHARON T. LEWIS

PRINT: Andy McCraw

SIGNATURE: 
DocuSigned by:
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SIGNATURE: 
DocuSigned by:
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TITLE: PURCHASING AGENT Assistant Purchasing Agent

Chief Strategy Officer

DATE: 11/14/2022

DATE: 11/14/2022

ATTACHMENT B

CONTRACT PRICING

License Fees:

1. The initial license fees for the modules described in Attachment A and for the license grant in Attachment F are \$0. There are no upfront fees as the software is being provided under a subscription model.
2. Ongoing license fees are \$25 per user per month
3. Upon release of a sandbox environment for implementation testing, County expects to have a 30-member implementation team that will need access to the system.
4. Upon Go-Live, County expects 350 users to be active in the system

Support/Maintenance Fees:

1. There is no additional fee for support and maintenance beyond the ongoing license fees outlined above.
2. There is no additional charge for database storage (including all stock or custom field data). For attached images (including documents or scanned materials) uploaded into the system, up to 50GB of data storage is included in the ongoing license fees described above. For each additional 1 GB of storage above 50GB, the County will pay \$5 per 1 GB per month.
3. Yearly Support / Maintenance fees will be held at the current rates and not raise more than the amount indicated for maximum increases in Section 6.
4. Newly developed items created as part of the implementation will not increase support/maintenance fees.

Subscription Fees:

1. ePrescribing – The first five (5) prescribers are included at no charge (\$0). County will pay a fee of \$175 per prescriber per month for each prescriber over five (5) (\$2,100 per prescriber per year).
2. Lab services - County will pay a fee of \$75 per lab per month (\$900 per lab per year). The initial number of labs will be 3.
3. Wiley Treatment Plan Library - County will pay a fee of \$12 per user per month (\$144 per user per year). The initial number of users will be 300.
4. Commercial Clearinghouse - County will pay a fee of \$20 per NPI number per month (\$240 per NPI number per year). The initial number of NPI numbers will be 87.
5. Mailed Patient statements - County will pay a fee of \$0.78 per mailed client statement.
6. Code escrow – County will pay a fee of \$900 per year.
7. FAX – Functionality may be implemented at the County's discretion. One-time set up cost of \$499. The on-going cost is \$150 per month/1,000 out-going FAXES. Volume discounts to be determined at a later date if need exceeds 1,000 per month. In-coming FAX functionality is available and may be implemented at a later date at the County's discretion.

Fixed Implementation Fees:

1. The total fixed fee for implementation of the Welligent system at the County will equal \$126,861. This fee is based upon the specific configurations of the Licensed Program per the Specifications, the scope in Attachment A and the implementation effort described in

Attachment G. Contractor will deliver the specified scope for a fixed fee regardless of the hours to accomplish that scope.

2. No Statement of Work (SOW) or additional work will be performed by Contractor, without written authorization signed by both parties.
3. Payment amounts for implementation fees will be made according to the following schedule of Payments. Payment processing will be dependent upon the successful completion of Milestones in Attachment G as determined by the Project Officer.

Schedule of Payments

The following schedule outlines the payment schedule for the items above, as tied to project plan milestones. A brief description is provided and associated with a milestone ID. The timing of the Milestone ID is found in the Project Planning Attachment G.

Welligent License, Implementation, Subscriptions, and Maintenance Fees		
Milestone	Milestone ID	Payment
1. Miscellaneous Payment Structure		
Contract Signing Milestone – Code Escrow Fees	1.0	\$900
Subtotal Misc. Payment Structure		\$900
2. Implementation Payment Structure		
Contract Signing Milestone – Implementation Fees	1.0	\$12,685
Project Kickoff Complete	3.0	\$6,343
Acceptance test sign-off: Payments shall correspond to the completion of each of seven iterations. Functionality per iteration will be defined in the project plan developed by the Contractor and agreed upon by the County. Each iteration will have its own acceptance of the deliverable. Payment per iteration will be 1/7 of the amount for this item.	5.2, 6.2, 7.2, 8.2, 9.2, 10.2, 11.2	\$50,740
Clinical Configuration Complete	13	\$6,343
Data conversion Sign-off ready for go-live	16	\$12,685
Go-Live Complete	19	\$12,685
Successful Billing Cycle Post go-live	20	\$25,370
Subtotal Implementation Costs (Implementation Fixed Cost)		\$126,851
3. Pre-Live License and Subscription fees		
Testing licenses for implementation (licenses for 30 user implementation team)	2.0	\$9,000
Wiley Testing licenses (licenses for 30 user implementation team prorated for 6 months of use)	7.2	\$2,160
Testing licenses for ePrescribing at Clinical Configuration Complete (license for up to 5 prescribers included in license fee)	13	\$0
Subtotal Pre-Live License and Subscription fees		\$11,160
4. Post-Live License and Subscription fees		

Go-Live Welligent Licenses (licenses for 350 users)	17	105,000
Go-Live ePrescribing Licenses	17	\$21,000
Go-Live Wiley Library Licenses (licenses for 300 users)	17	\$43,200
Yearly Code Escrow fee	17	\$900
Lab Services	17	\$2,700
Commercial Clearinghouse	17	\$20,880
Subtotal Post-Live License and Subscription fees		\$193,680
Total Costs		
Total Year 1 Costs (Pre Go-Live)		\$138,911
Total Yearly Costs (After Go-Live)		\$193,680

Payment parameters

1. Contractor will submit invoices per Section 7 for payment by County with itemized deliverables for acceptance by County in accordance with the following procedure.
2. All Deliverables, including those listed above, must be reviewed and accepted by the Project Officer, before the related fees and charges may be invoiced. The acceptance process for development items will included up to two (2) design sessions and one (1) sign-off meeting.
3. All items related to system functionality, as listed, but not limited to in Attachment F; License Grant, Attachment A: Scope of Service must be reviewed and accepted by the Project Officer.
4. Acceptance of each milestone will follow the Acceptance procedure for all project deliverables as outlined in Attachment G.
5. When County has completed its internal quality assurance testing in accordance with the details outline for Acceptance in Attachment G, County will provide sign-off of acceptance by Project Officer.

Consulting and Customization fees for additional scope not defined in this agreement:

1. Work outside of the scope outlined in Attachment A will be billed at the rates below per hour for software development and consulting time provided by the employees or contractors of the Licensor.
 - (a) Project Manager - \$200
 - (b) Senior Technical Lead - \$200
 - (c) Technical Analyst - \$150
 - (d) Quality Assurance - \$125
 - (e) Training Specialist - \$100
2. These rates will be held constant for a period of two years. After two years, rates may increase, according to the restrictions outlined in Section 7.