



County of Albany

Harold L. Joyce
Albany County Office
Building
112 State Street - Albany,
NY 12207

Legislation Text

File #: TMP-2410, **Version:** 1

REQUEST FOR LEGISLATIVE ACTION

Description (e.g., Contract Authorization for Information Services):

Contract Authorization for Social Services (Salient)

Date: 3/30/2021
Submitted By: Joseph DeAngelis
Department: Social Services
Title: Contract Administrator
Phone: 518-447-7583
Department Rep.
Attending Meeting: Michele G. McClave

Purpose of Request:

- ☐ Adopting of Local Law
- ☐ Amendment of Prior Legislation
- ☐ Approval/Adoption of Plan/Procedure
- ☐ Bond Approval
- ☐ Budget Amendment
- ☒ Contract Authorization
- ☐ Countywide Services
- ☐ Environmental Impact/SEQR
- ☐ Home Rule Request
- ☐ Property Conveyance
- ☐ Other: (state if not listed) Click or tap here to enter text.

CONCERNING BUDGET AMENDMENTS

Increase/decrease category (choose all that apply):

- ☐ Contractual
- ☐ Equipment
- ☐ Fringe
- ☐ Personnel
- ☐ Personnel Non-Individual

☐ Revenue

Increase Account/Line No.: Click or tap here to enter text.

Source of Funds: Click or tap here to enter text.

Title Change: Click or tap here to enter text.

CONCERNING CONTRACT AUTHORIZATIONS

Type of Contract:

☐ Change Order/Contract Amendment

☐ Purchase (Equipment/Supplies)

☐ Lease (Equipment/Supplies)

☐ Requirements

☒ Professional Services

☐ Education/Training

☐ Grant

Choose an item.

Submission Date Deadline Click or tap to enter a date.

☐ Settlement of a Claim

☐ Release of Liability

☐ Other: (state if not listed) Click or tap here to enter text.

Contract Terms/Conditions:

Party (Name/address):

Salient Corporation

203 Colonial Drive, Horseheads, NY 14845

Additional Parties (Names/addresses):

Click or tap here to enter text.

Amount/Raise Schedule/Fee: 125,820

Scope of Services: Maintenance and user license costs for a three year period for data mining software to assist in identifying patterns of use and sources of potential misuse and/or abuse within the Medicaid system.

Bond Res. No.: Click or tap here to enter text.

Date of Adoption: Click or tap here to enter text.

CONCERNING ALL REQUESTS

Mandated Program/Service: Yes ☐ No ☒

If Mandated Cite Authority: Click or tap here to enter text.

Is there a Fiscal Impact: Yes ☒ No ☐

Anticipated in Current Budget: Yes ☒ No ☐

County Budget Accounts:

Revenue Account and Line: AA6010 03610 AA6010 04610

Revenue Amount: \$62,910.00 \$62,910.00

Appropriation Account and Line: AA6010 44056

Appropriation Amount: \$125,820

Source of Funding - (Percentages)

Federal: 50%

State: 50%

County:

Local:

Term

Term: (Start and end date) 9/1/2021-8/31/2024

Length of Contract: 36 months

Impact on Pending Litigation

Yes ☐ No ☒

If yes, explain: [Click or tap here to enter text.](#)

Previous requests for Identical or Similar Action:

Resolution/Law Number: 156, 272, 181, 199

Date of Adoption: 5/8/06, 8/13/12, 5/11/15, 5/14/18

Justification: (state briefly why legislative action is requested)

Authorization is requested to amend an agreement with Salient Corp. to provide for access to this data base and annual maintenance as well as five user licenses, over the next three years, for software used to data mine NYS Medicaid provider patterns as directed by OMIG. A three year term is requested to reduce costs. Additionally Salient Corp is a sole source provider and this will reduce administrative time rather than submitting multiple requests over this period.

Albany County has successfully utilized this software solution for the identification of Medicaid providers as part of the NYS Department of Health's Medicaid Provider Fraud Demonstration Project. The Department also intends to utilize this software to capitalize on the clinical and financial opportunities that exist when claims data is continually monitored and analyzed. In addition, Salient has provided Albany County Department of Social Services, at no cost, an add-on software module that will enhance our ability to analyze payments in the Temporary Assistance and SNAP Programs.

Salient is also critical in identifying potential audit targets in a variety of high use fields including medical transportation, pharmacy and home health care.

Salient software makes it possible to sort through hundreds of thousands of transactions in a short time frame, allowing the agency to determine which providers may be overbilling for Medicaid reimbursement.