

**DANE COUNTY  
POLICY AND FISCAL NOTE**

_____ Original	_____ Update	Substitute No.
Sponsor:		Resolution No. 2020 RES-140
Vote Required:		Ordinance Amendment No. _____
Majority <u>X</u>	Two-Thirds	

Title of Resolution or Ord. Amd.:

**AWARDING CONTRACT WITH VERTIBA LLC DBA PUBLICIS SAPIENT AND ESTABLISHING A NEW EXPENDITURE LINE FOR BHRC DATA PROCESSING SERVICES DCDHS - ACS DIVISION**

**Policy Analysis Statement:**

Brief Description of Proposal -

Dane County Department of Human Services (DCDHS) Adult Community Services (ACS) Division seeks to purchase Salesforce software licensing from Carahsoft Technology Group in order to use Salesforce software for the Behavioral Health Resource Center (BHRC). DCDHS seeks to contract with Vertiba LLC, a global certified Salesforce consulting partner, to provide implementation services for the configuration of Salesforce for use at the BHRC. This software solution will be used by BHRC staff as they connect individuals in Dane County with the behavioral health resources they need while accompanying individuals throughout the consumer journey from initial encounter through provision of services.

The BHRC will consist of qualified service specialists, who guide individuals seeking to navigate the offering for behavioral health and other resources in Dane County with the mission to provide a 'warm hand off' and providing assistance from initial encounter through needs assessment to a connection with / service provision from provider-type (counseling, etc.) and non-provider type (food pantry, transportation, etc.) resources. These efforts will be supported by external peer support specialists. The BHRC software connects all involved resources around the consumer case throughout the consumer journey, serves as a platform for providing connection and support and aids in data gathering, which will inform future strategies or improvements in aiding this audience in Dane County.

This resolution is to purchase software with Salesforce reseller Carahsoft Technology Group to provide needed Salesforce licenses.

Current Policy or Practice -

Contracts over \$100,000 require County Board approval.

**Fiscal Estimate:**

Fiscal Effect (check all that apply) -

- No Fiscal Effect
- Results in Revenue Increase
- Results in Expenditure Increase
- Results in Revenue Decrease
- Results in Expenditure Decrease

Budget Effect (check all that apply)

- No Budget Effect
- Increases Rev. Budget
- Increases Exp. Budget
- Decreases Rev. Budget
- Decreases Exp. Budget
- Increases Position Authority
- Decreases Position Authority

Note: if any budget effect, 2/3 vote is required

**Narrative/Assumptions about long range fiscal effect:**

The contract will be funded from an existing budgeted funds in the Behavioral Health budget.

**Expenditure/Revenue Changes:**

	Current Year		Annualized			Current Year		Annualized	
	Increase	Decrease	Increase	Decrease		Increase	Decrease	Increase	Decrease
Expenditures -					Revenues -				
Personal Services					County Taxes				
Operating Expenses					Federal				
Contractual Services					State				
Capital					Other				
Total	\$0	\$0	\$0	\$0	Total	\$0	\$0	\$0	\$0

**Personnel Impact/FTE Changes:**

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**Prepared By:**

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