



NetSmart - Electronic Health Record for Treatment Services

8/20/2025

SITUATION

SRHD was approved to contract with SAMMS to implement a new Electronic Health Record system at the 1/30/2025 Board of Health meeting. During the process of contracting with SAMMS SRHD was informed SAMMS was to be acquired on April 1, 2025 by NetSmart.

BACKGROUND

Upon learning that SAMMS had been acquired by NetSmart SRHD staff consulted with legal to determine the best way to proceed. NetSmart ranked third in the July 18, 2024 Request for Proposals, which would allow SRHD to proceed to negotiate for the purchase of the Electronic Health Record system which contained the SAMMS software. SRHD proceeded in its' negotiations to with NetSmart to contract for their SAMMS software product. The new contract has been reviewed by SRHD's legal counsel, and SRHD staff wished to move forward with a contract with NetSmart for their SAMMS software product.

RECOMMENDATION

We recommend the board approve SRHD to contract with NetSmart, and onboard the new Electronic Health Record (EHR) system. NetSmart through their acquired SAMMS software have demonstrated their ability to meet Treatment Services (TS) needs

COST

The designated reserve for the TS EHR will be used to cover the cost of the new system and the maintenance of the current EHR system for one year. This includes the implementation costs (\$13,000.00 plus travel ~ \$4,000.00), and the annual costs of operation (\$68,388.00 plus transaction fees ~ \$4,000.00). The cost for the first year, includes training, configuration, dashboard development, custom development, professional services and clearinghouse transactions is estimated to be \$89,388.00. The annual cost will be approximately \$72,388 per year.

2. Purchase. Client agrees to purchase the following products and services and pay the fees according to the terms set forth in this Purchase Agreement:

ONE-TIME CHARGES					
Product	Pay Term	Qty	Unit	Fees	
Professional Services - SAMMS SAMMS initial installation, configuration and training	Services	1	Fixed Fee	\$8,000.00	
Professional Services - SAMMS BI Dashboard Package Setup	Services	1	Fixed Fee	\$5,000.00	
Sub-Total				\$13,000.00	

RECURRING CHARGES					
Product	Pay Term	Term (Months)	Qty	Unit	Year 1 Fees
SAMMS Clearinghouse (Practice Insights) Billed Month as Incurred: claims and eligibility: \$.40 per Claim (up to 50 Line Items) / \$.30 per Eligibility Check / \$.30 for ERA	Third Party Subscription	36	1	Transactions	\$0.00
SAMMS Dashboard Subscription	SaaS	36	1	Each	\$2,388.00
SAMMS SaaS SAMMS SAAS Hosted	SaaS	36	1	Clinic(S)	\$66,000.00
Sub-Total					\$68,388.00

TRAVEL AND LIVING AND TRAVEL TIME EXPENSES
Travel time will be billed at a rate of \$150 per hour. Billed monthly as incurred at the most economical rates.
Travel and Living Expenses are as follows: