



Vendor Responses to the Outcomes System RFI Checklist

Ohio Consumer Outcomes System

The current section contains descriptions of the functional capabilities that are required by Ohio mental health boards and provider agencies in order to integrate information from the Outcomes System with existing commercial information systems. We have attempted to provide a brief listing of the needs and functions required by system users. The descriptions are designed to provide a common format for vendors to outline the characteristics of their proposed methods for incorporating the Ohio Mental Health Consumer Outcomes System data and the other clinical and business content of their information systems.

Why this RFI is Necessary

The gathering of consumer outcomes supports efforts in several key areas, two of which are care management and quality improvement (QI). While care management of the individual client can be facilitated with stand-alone outcomes information, QI and other organizational decisions require the blending of consumer outcomes with organizational process data such as client demographics and service data.

The focus of the Ohio Mental Health Consumer Outcomes System is the individual behavioral health consumer, as opposed to the provider agency. Therefore, scoring and processing of the outcome instruments needs to take place at the agency level if the information is to have significant value for client care.

Such a reliance upon individual provider agencies creates a dilemma for the project. The Ohio Mental Health Consumer Outcomes System is an initiative of the Ohio Department of Mental Health, and as such, cannot be directed toward individual provider agencies. (ODMH's primary responsibility is the support of individual county-level mental health boards). As a result, the Outcomes System cannot define technical requirements beyond the structure of the data file(s) to be submitted by provider agencies through their respective boards. (Detailed file specifications are located on the Outcomes System web site:

<http://www.mh.state.oh.us/initiatives/outcomes/outcomes.html>

What we are seeking in the current RFI is a brief description of the process that a vendor would recommend to a provider agency who was attempting to implement the Outcomes System following one or more of the information flow scenarios shown on pages 6 through 9, below. Toward that end we

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

are requesting that you complete some identifying information and a list of approximately 30 questions that describe your proposed solution. At the end of the checklist we have provided an area where you can provide brief comments to further qualify your response.

The current RFI is a more targeted and significantly reduced revision of the Outcomes System RFI distributed several months ago. We encourage you to use this version to update the response you sent previously.

The ORYX Initiative

In February 1997, JCAHO introduced the ORYX initiative to assist providers with in their QI efforts. This process requires the provider to commit to the measurement and monitoring of outcomes and to using systematic outcomes indicators. As part of the ORYX initiative, JCAHO encourages vendors to develop outcomes management systems and has created an approval process for such systems.

The ORYX approval process is quite rigorous and requires the developer of an outcomes process to secure approval both for assessment instruments and indicators and for the capacity to develop a data warehouse to be used for bench-marking purposes.

JCAHO does not certify outcomes systems; it approves them for use by those seeking accreditation. Moreover, JCAHO does not approve *or* certify information systems. The provider has full choice of information system; JCAHO is only interested that certain information can be created and disseminated.

Project Implementation Timing

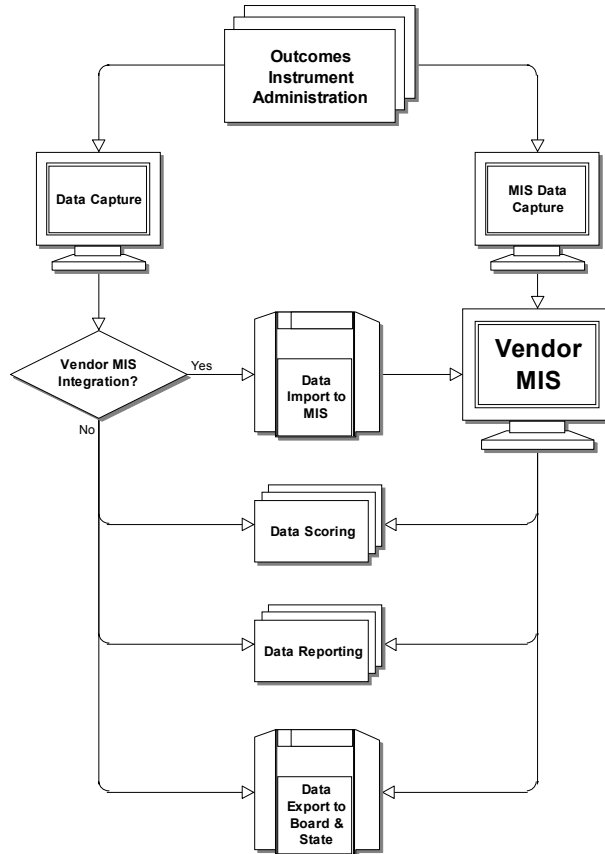
The Ohio Consumer Outcomes System is real. The software and hardware required to run the system at ODMH are in place. Initial agencies and boards will begin submitting live data in the very near future. Other providers will begin coming on-line soon thereafter. All Ohio providers are tentatively expected to begin submission within three years.

ODMH recently made funds available to qualifying boards and agencies to assist early adopters of the Outcomes System. A total of 44 boards submitted grant applications on behalf of 192 agencies who expect to begin submitting live data by September 30, 2001. The per agency allocation will total over \$15,000 and can be used (among other things) for technology products and services related to the Outcomes System.

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

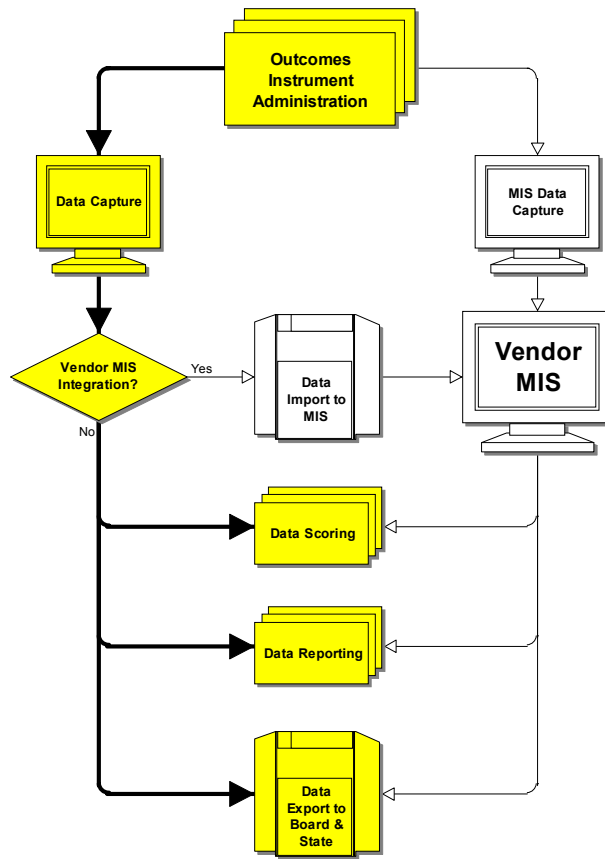
board. However, organizations wishing to use outcomes information to support internal QI initiatives need to link the outcomes data with other information located within an in-house MIS (labeled “Vendor MIS” in the diagram).

Outcomes System Information Flow



The diagram above outlines all the possible pathways data could follow in the Outcomes System. Within any one provider agency, however, information will follow a path that does not include all of the steps. Four of the most likely information flow combinations for a given provider agency are shown on the following pages.

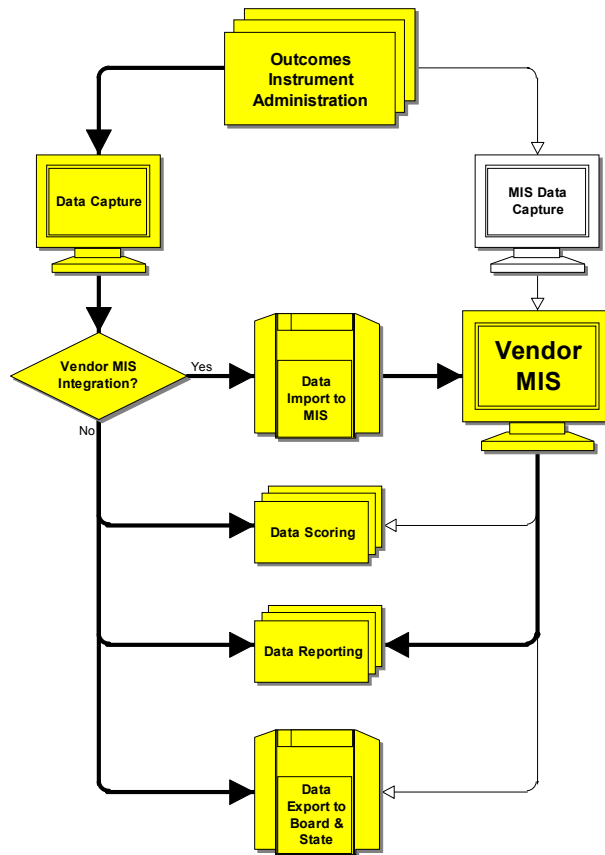
**Outcomes System Information Flow (A)
Stand-Alone Outcomes Module**



Option A: Stand-Alone Outcomes Module — In the above scenario, the provider agency:

- administers the outcomes instrument,
- captures the outcomes data in a stand-alone outcomes module using keyboard entry, scanning, voice recognition, hand-held device, or other method,
- elects to not transfer information to another in-house MIS,
- uses the stand-alone module to score the outcomes data,
- uses the stand alone module to prepare outcomes reports, and
- uses the stand-alone module to create appropriate data files for export to the appropriate mental health board.

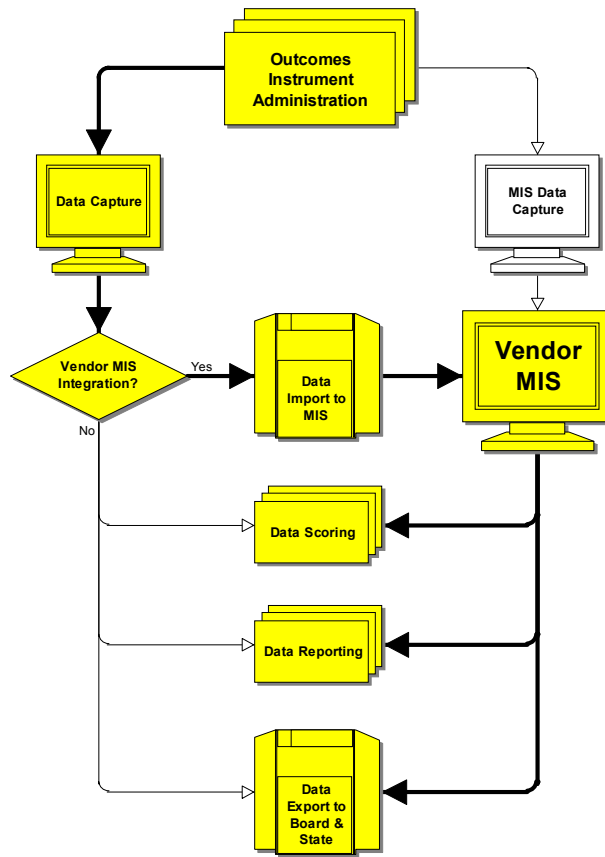
**Outcomes System Information Flow (B)
Separate Outcomes Processing
With Integrated MIS Reporting**



Option B: Separate Outcomes Processing With Integrated MIS Reporting — In the above scenario, the provider agency:

- administers the outcomes instrument,
- captures the outcomes data in a stand-alone outcomes module using keyboard entry, scanning, voice recognition, hand-held device, or other method,
- uses the stand-alone module to score the outcomes data,
- uses the stand alone module to prepare outcomes reports,
- uses the stand-alone module to create appropriate data files for export to the appropriate mental health board,
- elects to transfer information to another in-house MIS,
- imports the scored outcomes data into a separate in-house MIS, and
- uses the in-house MIS to prepare reports that integrate outcomes data with other demographic and services information.

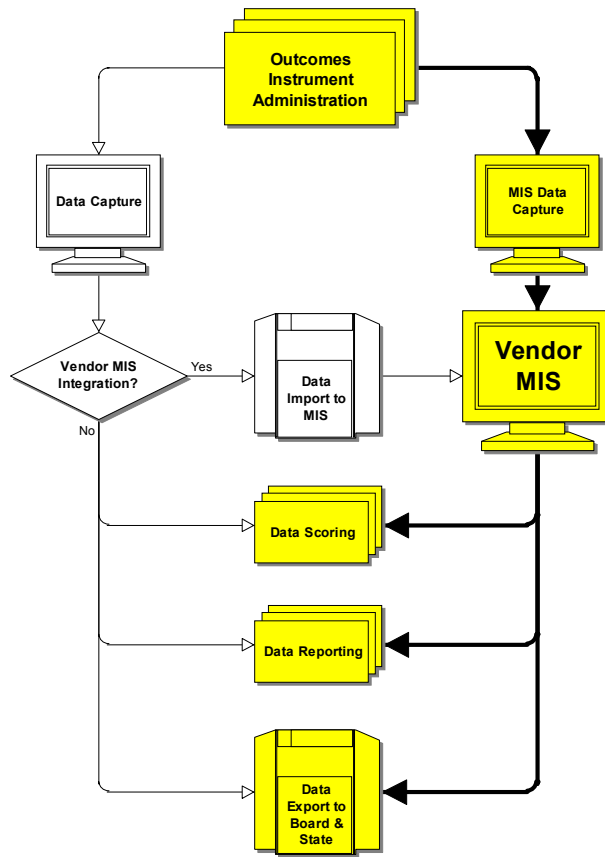
**Outcomes System Information Flow (C)
Separate Outcomes Data Capture
With MIS Processing & Integrated Reporting**



Option C: Separate Outcomes Data Capture With MIS Processing & Integrated Reporting — In the above scenario, the provider agency:

- administers the outcomes instrument,
- captures the outcomes data in a stand-alone outcomes module using keyboard entry, scanning, voice recognition, hand-held device, or other method,
- elects to transfer information to another in-house MIS,
- imports the outcomes data into a separate in-house MIS,
- uses the in-house MIS to score the outcomes data,
- uses the in-house MIS to prepare both outcomes reports and reports that integrate outcomes data with other demographic and services information, and
- uses the in-house MIS to create appropriate data files for export to the appropriate mental health board.

**Outcomes System Information Flow (D)
Complete Vendor MIS Processing**



Option D: Complete Vendor MIS Processing — In the above scenario, the provider agency:

- administers the outcomes instrument,
- captures the outcomes data in an in-house MIS using keyboard entry, scanning, voice recognition, hand-held device, or other method,
- uses the in-house MIS to score the outcomes data,
- uses the in-house MIS to prepare both outcomes reports and reports that integrate outcomes data with other demographic and services information, and
- uses the in-house MIS to create appropriate data files for export to the appropriate mental health board.

Vendors That Responded

As of the date of this document, RFI checklist responses were received from the following vendors:

Behavioral Pathway Systems

Michael A. Ashley, PhD, HSPP
Executive Vice-President
505 Wabash Avenue
Marion, Indiana 46952
Phone: (765)-668-5400
Toll-Free:
Fax: (765)-668-6723
E-Mail: mashley@behavioralpathwaysys.org
URL: <http://www.behavioralpathwaysys.org>

Richard Hunter Associates

Richard Hunter, Ph.D.
President
7710 Carondelet, Suite 303
St. Louis, MO 63105
Phone: (314) 727-8887
Toll-Free:
Fax: (314) 721-2011
E-Mail: rhunter@raweb.com
URL: www.rhaweb.com

CMHC Systems, Inc.

Clarence Reed
Senior Sales Representative
570 Metro Place North
Dublin, OH 43017
Phone: (614) 764-0143
Toll-Free: (888) 225-2642
Fax: (614) 799-3189
E-Mail: reed@cmhcsys.com
URL: <http://mis.cmhc.com>

Ohio Department of Mental Health

Stacy Doklovic
Research Administrator/Web Manager
Ohio Department of MH (OPER)
30 East Broad Street, Suite 1160
Columbus, Ohio 43266-0414
Phone: (614) 644-7840
Toll-Free:
Fax: (614) 466-9928
E-Mail: DoklovicS@mhmail.mh.state.oh.us
URL: www.mh.state.oh.us/initiatives/outcomes/outcomes.html

Corporation for Standards & Outcomes

Stacey Cotton
Director of Business Development
RIDC Plaza-6th Floor, 1000 Gamma Drive
Pittsburgh, PA 15238
Phone: (412) 968-3700
Toll-Free: (800) 587-7861
Fax: (412) 968-3737
E-Mail: scotton@csopgh.com
URL: www.sumone.com

Point-of-View Survey Systems

Scott Rosenberg
Account Executive
1380 Lawrence Street, Suite 820
Denver, CO 80204
Phone: (303) 534-3044
Toll-Free: (800) 829-7839
Fax: (303) 623-5426
E-Mail: scottr@povss.com
URL: www.povss.com

The Echo Group

William H. Berman, Ph.D.
Director, Performance and Outcomes Division
689 Mamaroneck Avenue, Suite 102
Mamaroneck, NY 10543
Phone: (914) 381-7784
Toll-Free: (800) 494-2467
Fax: (914) 381-1725
E-Mail: williamb@echoman.com
URL: www.bhos.com

TeleSage, Inc.

Peter H. Cole
Sales and Marketing
4558 4th Ave NE
Seattle, WA 98105
Phone: (206) 545-4477
Toll-Free: (800) 636-8524
Fax: (206) 548-9575
E-Mail: sales@telesage.com
URL: www.telesage.com

HCIA-Sachs

Deborah Rearick
Account Executive
1601 Trapelo Road
Waltham, MA 02451
Phone: (781) 522-4630
Toll-Free:
Fax: (781) 768-1811
E-Mail: drear@hciasachs.com
URL:

UNI/CARE Systems, Inc.

Michelle Means
Vice President, Marketing & Sales
150 Preston Executive Drive, Suite 202
Cary, NC 27513
Phone: (919) 467-9295
Toll-Free:
Fax: (919) 467-3005
E-Mail: michelle@unicaresys.com
URL: www.unicaresys.com

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

Functional Checklist

The questions in this section of the RFI relate to the solution proposed for incorporating Outcomes System data into a Vendor MIS.

Note: The responses listed are those reported by the vendors, and do not represent independent evaluations or judgments by the Ohio Department of Mental Health or others involved with the Consumer Outcomes System.

a) Information Flow Model – The products and services proposed for the Outcomes System most closely fit the following Outcomes System information flow model as described above (i.e., pp. 4–7):

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Option A: Stand-Alone Outcomes Module			●	●	●	●	●	●		
Option B: Separate Outcomes Processing With Integrated MIS Reporting					●					
Option C: Separate Outcomes Data Capture With MIS Processing & Integrated Reporting					●				●	
Option D: Complete Vendor MIS Processing	●	●		●						●
Other									●	

b) Products & Services – The products and services proposed for the Outcomes System include: (Check All That Apply.)

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Outcomes Module or Functionality that is an existing Component of a Mental Health MIS Software Package		●		●					●	●
Stand-Alone Outcomes Software	●		●	●	●	●	●	●	●	
Technology Aid (e.g., Scanning, Voice Recognition, Hand-Held Data Entry) with Software Supplied by the Vendor	●			●	●			●	●	
Technology Aid (e.g., Scanning, Voice Recognition, Hand-Held Data Entry) that Links with Other Software Supplied by a Separate Vendor								●		
Installation and Training	●	●	●	●	●	●		●	●	
Other	●	●		●				●		

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

c) Operating Environment – Identify the operating system environments within which the proposed solution operates. (Check all that apply.)

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Unix (Including hardware-specific versions, e.g., AIX)	●	●								
Windows NT	●	●		●	●	●	●	●	●	●
Windows 95/98	●	●		●	●	●	●	●		
Internet-Based	●	●	●			●				
Other								●		
Not Applicable										

d) Interface – Describe the primary user interface of the proposed solution.

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
All Character-Based										
Some Character-Based and Some Graphic User Interface					●					
All Graphic User Interface				●			●			●
Some Graphic User Interface and Some Browser-Based Interface	●					●				
All Browser-Based Interface		●	●							
Other								●	●	
Not Applicable										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

e) Pricing Approach – How do you price the applications?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Per Copy					●				●	
Master License Based Upon Number of Users		●		●						●
Master License Based Upon Number of Clients	●		●					●		
Transaction Fees						●				
Other								●		
Not Applicable							●			

f) Security & Confidentiality – Does the proposed solution meet HCFA Requirements for Transmission and Storage of Medical Records (i.e., is it HIPAA Compliant)?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●		●	●		●	●	●	●	●
No		●								
Not Applicable					●					

g) ORYX Approved – Is the proposed solution an ORYX approved approach?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●		●	●					●	
No										●
Not Applicable		●			●	●	●			

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

h) Outcomes Instruments – The Outcomes System products and services proposed can accommodate information from the following instruments used by the Outcomes System: (Check All That Apply.)

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Adult Consumer Form A	●	●	●	●	●	●	●	●	●	●
Provider Adult Form A	●	●	●	●	●	●	●	●	●	●
Adult Consumer Form B	●	●	●	●	●	●	●	●	●	●
Ohio Youth Problem, Functioning and Satisfaction Scale — Parent Rating — Short Form	●	●	●	●	●	●	●	●	●	●
Ohio Youth Problem, Functioning and Satisfaction Scale — Youth Rating — Short Form	●	●	●	●	●	●	●	●	●	●
Ohio Youth Problem, Functioning and Satisfaction Scale — Agency Worker Rating — Short Form	●	●	●	●	●	●	●	●	●	●
Child and Adolescent Functional Assessment Scale (CAFAS)	●		●	●			●			●
Preschool and Early Childhood Functional Assessment Scale (PECFAS)	●		●	●			●			●
None of the Above										

i) Availability – What is the availability of your proposed solution for the Outcomes System?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Management Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Available Now	●	●		●	●	●	●	●	●	●
1 – 3 Months	●		●			●				
4 – 6 Months										
7 – 12 Months										
> 12 Months										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

j) Data Collection – Can your proposed solution collect instrument data entered by individual provider agencies?¹

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes		●	●	●	●	●	●	●	●	●
Qualified Yes										
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)							●			
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)	●									
Enhancement										
No										

¹ The definitions below apply to all checklist questions with these options.

Yes – The feature or function is provided in the application.

Qualified Yes – The feature or function is provided, but not exactly as described or requested. The match is close enough to present no obstacles to achieving the desired result

Report Writer or Utility (Included) – The feature or function is available through a report writer or utility that is included in the system proposed.

Report Writer or Utility (Extra Cost) – The feature or function is available through a report writer or utility that is available at extra cost.

User Modification – The feature or function is provided if the software is modified by the user. The modification must be simple enough to be performed by a non-programmer.

Program Modification (Included) – A program modification is required to provide the feature or function. The modification will be provided at no additional cost to the user.

Program Modification (Extra Cost) – A program modification is required to provide the feature or function. The modification will be provided at additional cost to the user.

Enhancement – The feature or function is not currently provided, but is to be included in an upcoming release of the software.

No – The feature or function is not provided.

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

k) Completeness Checking – Can your proposed solution perform completeness edit checking on information entered?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●	●		●	●	●	●	●	●	●
Qualified Yes			●							
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement										
No										

l) Validity Checking – Can your proposed solution perform validity edit checking on information entered?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes		●		●	●	●	●		●	●
Qualified Yes	●		●					●		
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement										
No										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

m) Duplicate Checking – *Can your proposed solution perform duplicate data edit checking on information entered?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●			●	●	●			●	●
Qualified Yes		●					●	●		
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)			●							
Enhancement										
No										

n) Data Import – *Can your proposed solution accept a formatted file of instrument data for import into your MIS?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●	●	●		●	●	●		●	●
Qualified Yes								●		
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)				●						
Enhancement										
No										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

o) Scoring – Can your proposed solution score the outcomes instrument if it passes all edit checks?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●	●		●	●	●	●	●	●	●
Qualified Yes			●							
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement										
No										

p) Sub-Scale Aggregation – Can your proposed solution aggregate the raw data to appropriate sub-scales?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●	●		●	●	●	●	●		●
Qualified Yes			●							
Report Writer or Utility (Included)										
Report Writer or Utility (Extra Cost)										
User Modification									●	
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement										
No										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

q) Basic Outcomes Reports – Can your proposed solution prepare selected client-based reports that provide outcomes information (e.g., simple Pre-Post analyses so clinicians don’t have to look for information in multiple places)?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●	●	●	●	●	●	●	●		●
Qualified Yes										
Report Writer or Utility (Included)									●	
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement										
No										

r) Narrative Reports – Can your proposed solution prepare any outcomes-based narrative reports for use by clinical staff in making individual care management decisions?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes			●		●					
Qualified Yes				●		●		●		
Report Writer or Utility (Included)		●								
Report Writer or Utility (Extra Cost)									●	
User Modification							●			
Program Modification (Included)										
Program Modification (Extra Cost)	●									●
Enhancement										
No										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

s) Care Management Reports – Can your proposed solution allow the end user to prepare timely, ad hoc outcomes-based reports for use by clinical staff in making individual care management decisions?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●		●		●	●	●	●	●	●
Qualified Yes										
Report Writer or Utility (Included)		●								
Report Writer or Utility (Extra Cost)				●						
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement										
No										

t) Integrated Reports – Can your proposed solution allow Outcomes System data to be linked to other demographic and service information contained in a Vendor MIS for integrated reporting (e.g., Cost/Outcome, Utilization/Outcome, Staffing/Outcome, Treatment Mode/Outcome)?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●			●	●	●				●
Qualified Yes								●		
Report Writer or Utility (Included)		●								
Report Writer or Utility (Extra Cost)										
User Modification									●	
Program Modification (Included)										
Program Modification (Extra Cost)			●							
Enhancement										
No							●			

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

u) Data Export – *Can your proposed solution select data from the various instruments, format them according to the Outcomes System file specification, and transfer the information to the local Board?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes	●			●	●	●	●		●	●
Qualified Yes								●		
Report Writer or Utility (Included)		●	●							
Report Writer or Utility (Extra Cost)										
User Modification										
Program Modification (Included)										
Program Modification (Extra Cost)										
Enhancement			●							
No										

v) Turnkey Operation – *Is your proposed solution a “turnkey operation” or is additional set-up required for the agency to use your solution?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
The Solution is “Ready to Go” when Delivered					●		●		●	
The Solution Requires Minimal Set-Up and/or Customization	●	●	●	●		●		●		●
The Solution Requires Significant Set-Up and/or Customization										
Not Applicable										

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

w) Sharable Set-Up? – *If additional set-up tasks are required to implement your proposed solution (e.g., data entry specifications, report definitions), can the results of those tasks be shared among other agencies participating in the Outcomes System? Example: Agency A has a report defined to run with your proposed solution. Can Agency A share that report definition with Agency B who is also using your proposed solution?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes – <u>Results Can be Shared at No Cost</u> With Another Authorized User of the Proposed Solution.	●	●	●		●	●	●	●	●	●
Yes – <u>Results Can be Shared</u> With Another Authorized User of the Proposed Solution. There is a Cost Payable to the Vendor for Such Sharing.				●						
No – <u>Results Cannot be Shared</u> With Another Authorized User of the Proposed Solution.										
Not Applicable										

x) One-Time Cost (Lower Volume Agency) – *What is the approximate one-time cost to implement the proposed solution in a lower volume provider agency that provides fewer than 10 administrations per day?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
< \$1,000			●			●	●			
\$1,000 – \$2,500	●	●						●		
\$2,501 – \$5,000										
\$5,001 – \$10,000				●	●					●
> \$10,000									●	

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

y) One-Time Cost (Higher Volume Agency) – *What is the approximate one-time cost to implement the proposed solution in a higher volume provider agency that provides more than 10 administrations per day?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
< \$1,000						●	●			
\$1,000 – \$2,500	●	●								
\$2,501 – \$5,000			●					●		
\$5,001 – \$10,000					●					
> \$10,000				●					●	●

z) Ongoing Cost (Lower Volume Agency) – *What is the approximate ongoing annual cost to implement the proposed solution in a lower volume provider agency that provides fewer than 10 administrations per day?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
< \$1,000							●	●	●	
\$1,000 – \$2,500		●		●	●					
\$2,501 – \$5,000	●									●
\$5,001 – \$10,000										●
> \$10,000			●			●				

aa) Ongoing Cost (Higher Volume Agency) – *What is the approximate ongoing annual cost to implement the proposed solution in a lower volume provider agency that provides more than 10 administrations per day?*

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
< \$1,000							●	●	●	
\$1,000 – \$2,500		●			●					
\$2,501 – \$5,000	●			●						
\$5,001 – \$10,000										●
> \$10,000			●			●				●

VENDOR RESPONSES TO THE OUTCOMES RFI CHECKLIST

bb) Proposed Products – List the specific product(s) you are proposing for a provider agency to be able to implement your proposed solution for the Outcomes System. Please indicate the product and whether it is hardware, software or other.

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Hardware (See Vendor Response for Detail)		●	●	●	●	●		●	●	●
Software (See Vendor Response for Detail)	●	●	●	●	●		●	●	●	●
Other (See Vendor Response for Detail)		●	●	●		●				●

cc) Other Products Required – Does the operation of the proposed solution require that some other product or service already be in place and operating at the agency (e.g., proposed solution is a data import and reporting enhancement to a mental health MIS application that must be operable at the agency in order for the solution to operate)?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
No – Other Products and/or Services <u>Are Not</u> Required	●		●		●	●			●	●
Yes – Other Products and/or Services <u>Are</u> Required (See Vendor Response for Detail)		●		●			●	●		

dd) Additional Comments – Did the RFI format capture the key points you think we ought to know about your proposed approach to incorporating Consumer Outcomes into Ohio mental health provider agencies' existing management information systems?

	Behavioral Pathway	CMHC Systems	CS&O	Echo Group	HCIA-Sachs	Hunter Associates	ODMH	Point-of-View	TeleSage	UniCare
Yes – The RFI format allowed us to say what we needed to say.			●			●				
No – The RFI format missed the following point(s) that we think are important for getting our message across: (See Vendor Response for Detail)	●	●		●	●		●	●	●	●