



Office of the City Manager

CONSENT CALENDAR
October 14, 2025

To: Honorable Mayor and Members of the City Council
From: Paul Buddenhagen, City Manager
Submitted by: Scott Gilman, Director, Health, Housing and Community Services
Subject: Contract: Patagonia Health Electronic Health Records System
Implementation for Berkeley High School Health Center

RECOMMENDATION

Adopt a Resolution authorizing the City Manager or designee to execute a contract and any amendments with Patagonia Health for implementation of an Electronic Health Record (EHR) system for the Berkeley High School Health Center in an amount not to exceed \$260,000 for the period of November 1, 2025 through June 30, 2030.

FISCAL IMPACTS OF RECOMMENDATION

Through a competitive Request for Proposal (RFP) process, staff have selected Patagonia Health to provide and implement their EHR system at Berkeley High School Health Center. The City conducted an RFP process and received four proposals. Patagonia Health was selected as the highest scoring bidder and submitted a quote with final pricing. The contract will have a total not to exceed amount of \$260,000. Funding is available in the FY 2026 Adopted Budget in Public Health Realignment (Fund 156).

The current EHR system being used at the BSHHC is an outdated version of the software, one that is unsupported by the vendor, and costs approximately \$190,000 annually to maintain. The implementation of this new EHR system is estimated to be \$100,000 with an average of \$40,000 annually for user licenses and maintenance of the system for the subsequent four years. This upgrade would substantially improve the EHR functionality and reduce ongoing maintenance and licensing costs of the EHR by \$150,000 annually.

CURRENT SITUATION AND ITS EFFECTS

The Berkeley High School Health Center offers free and confidential reproductive sexual health, mental health, and first aid services for over 3,000 students that are 12-20 years old at Berkeley High School and Berkeley Technology Academy.

The current EHR system was implemented approximately 20 years ago. The City has not updated the software for the last 10 years. The current system requires integration

with several other software systems and is currently operating on an outdated version that is unsupported by the vendor. The upgrade of the current EHR system would require a substantial financial investment which prompted an RFP process to determine a solution that meets the operational needs of the clinic that was financially competitive.

The new EHR system would integrate appointment scheduling, intake, medical record documentation, and billing seamlessly. This new system would decrease the need to integrate a number of technological solutions to support the operations and allow for maximization of timely revenue from eligible services.

BACKGROUND

The City released an RFP under Specification No. 25-11692-C and convened a panel of stakeholders, who selected Patagonia Health as the most responsive and responsible bidder for this contract.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

There are no identifiable environmental effects, climate impacts, or sustainability opportunities associated with the subject of this report.

RATIONALE FOR RECOMMENDATION

Patagonia Health has been in business since 2009 and is a well-respected EHR vendor with demonstrated subject matter expertise on building systems to support public health and clinic operations. Their proposal in response to RFP Specification No. 25-11692-C includes high quality services that align with the intended goals of maximizing clinic operations and billing procedures.

ALTERNATIVE ACTIONS CONSIDERED

Staff did not identify an alternative action consistent with the City's goals of advancing efficient and sustainable City government operations. The Council may choose not to approve the contract; however, staff would not adequately be able to document, track, and report on critical student health data.

CONTACT PERSON

Tiffany Simpson, Senior Health Services Program Specialist, HHCS, (510) 644-6308

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT: PATAGONIA HEALTH ELECTRONIC HEALTH RECORDS SYSTEM
IMPLEMENTATION

WHEREAS, the City of Berkeley Department of Health, Housing & Community Services (HHCS), is committed to providing comprehensive public health services to Medi-Cal eligible clients, and

WHEREAS, HHCS seeks to eliminate health and educational inequities; and

WHEREAS, PATAGONIA HEALTH was selected by the City's RFP process which includes bidding from vendors, draft proposals, and pricing; and

WHEREAS, Funding is available in the FY2026 adopted budget in Public Health Realignment (Fund 156)

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager or designee is authorized to execute a contract and any amendments with Patagonia Health for implementation of an Electronic Health Record system for the Berkeley High School Health Center in an amount not to exceed \$260,000 for the period of November 1, 2025 through June 30, 2030

