

Introductory Discount for Web Version¹

For a limited time, BCFPI is offering a 2 year, **30% - 45% discount** (30 – 45% in first year of use; 20% in 2nd year) to the first agencies (~15) which shift to the Web version of BCFPI (V4).

This introductory discount will only be available for the first 15 agencies representing a total of up to 10,000 intakes per year, who schedule a V4 conversion².

To provide pricing examples, 4 typical single agency³ cost and discount scenarios are shown below:

Number of Intake Interviews	Cost before discounts				Cost with 20% discount, \$0 conversion fee				Savings				Cost / interview		
	BCFPI licence, hosting, security and support	Convert V3 data base to V4, import to secure server	Year 1	Year 2	BCFPI licence, hosting, security and support	Convert V3 data base to V4, import to secure server	Year 1	Year 2	Year 1	Year 2	Year 1	Year 2	Year 3		
500	\$ 4,425	\$ 2,000	\$ 6,425	\$ 4,425	\$ 3,540	\$ -	\$ 3,540	\$ 3,540	\$ 2,885	45%	\$ 885	20%	\$ 7.08	\$ 7.08	\$ 8.85
1000	\$ 7,675	\$ 2,000	\$ 9,675	\$ 7,675	\$ 6,140	\$ -	\$ 6,140	\$ 6,140	\$ 3,535	37%	\$ 1,535	20%	\$ 6.14	\$ 6.14	\$ 7.68
1500	\$ 10,925	\$ 2,000	\$ 12,925	\$ 10,925	\$ 8,740	\$ -	\$ 8,740	\$ 8,740	\$ 4,185	32%	\$ 2,185	20%	\$ 5.83	\$ 5.83	\$ 7.28
2000	\$ 14,175	\$ 2,000	\$ 16,175	\$ 14,175	\$ 11,340	\$ -	\$ 11,340	\$ 11,340	\$ 4,835	30%	\$ 2,835	20%	\$ 5.67	\$ 5.67	\$ 7.09

Line 1 shows that the non-discounted conversion + use cost for an agency which does 500 intakes per year is \$6,425 (year 1) and \$4,425 (year 2). The corresponding discounted costs are \$3,540 (each of year 1 and 2). The right-hand section of the above table shows an agency cost per intake interview ranging from \$ 5.67 - \$8.05, depending on volume and discount. This represents less than 1% of the average cost of a CMH system case. The following lists the benefits derived from V4, for this minimal cost.

11 Valuable Benefits When Shifting to V4 (BCFPI Web Version)

1. **Increase in Service System Responsiveness**
2. **Increase in service System Productivity**

During the intake interview, V4 identifies cases which are suitable for low-cost, evidence-based interventions, which typically are immediately available, and require no further assessment. The worker is prompted to immediately offer this service to the case, and facilitate a referral, when accepted. This

¹ The non-discounted Ontario V4 pricing corresponds to the V4 rates agreed upon by MCYS, CMHO and BCFPI Inc. in November 2006. MCYS presented its vision of integrated community networks of Children’s Mental Health services, supported by a web-based CMH planning and intake system (Nov 2006, CMHO conference). Calculations are based on net annual agency licence of \$1500 (after \$2500 credit for MCYS V3 project fee). It includes 50 Intake interviews and 5 users; additional Intake interviews cost \$6.50 each, outcomes checklists are \$2 ea. Additional users are \$75 ea. /yr.

² 25% pre-payment of year 1 discounted rate required to reserve discount. (non-refundable)

³ Central Intake fees will be based on sum of fees calculated for participating agencies. A portion of a group’s rates can be rebated to a lead agency assuming training and support responsibilities for participating agencies.

increases responsiveness, by expediting immediate service for qualified cases, and productivity by selective triaging to low-cost, highly successful services, while avoiding costly 1:1 assessments. Field data suggest a 15% increase in agency service productivity can be expected using this module.

3. Support for and Automation of Outcomes Data Collection

Field experience suggests that ad hoc manual management and collection of outcomes data is costly (~\$40 per attempted case) and ineffective (< 40% compliance). V4 engages the client in outcome data planning from day 1, manages and automates the collection of satisfaction, discharge, and follow-up data at (6) month intervals over a (2) year +period. Swedish sites have reported 70% - 80% compliance with these methods. **V4 automated outcomes checklists** (completed on-line) **cost \$2 ea., and these savings, by themselves by can offset V4 costs** (e.g.; V4 cost (non-discounted) of 500 case per year agency is \$4,425; avoided cost of 200 discharge checklists = \$38 X 200 = \$7600)

Funders will be increasingly demanding evidence of responsiveness, productivity and effectiveness. The above 3 described V4 benefits should be a valuable agency asset for meeting these requirements.

4. Compliant with Privacy and Security Requirements and Best Practices

Agencies are liable for protecting privacy and integrity of case data, and responding to case requests to view their data, and determining who has accessed their data. V4 meets Canadian and European security and privacy standards for web-based systems, on its secure European (UK and Swedish users) and Canadian Servers (Canadian Users). High level encryption and 2 factor authentication is used, and selective access privileges. Detailed ongoing audits allow monitoring and reporting re who is accessing which cases for what purposes, and what cases each user has accessed.

5. Clinically Useful Access to Case Data

1) BCFPI provides helpful, focused access to case material. It does this by providing context-rich navigation within a person's file, to all of the person's enrolments, questionnaires and reports. 2)The 'complex search' utility returns a list of persons (and all of their interviews) for persons meeting user specified combinations of age, gender, enrolment, scores, items and response criteria. Results can be exported to Excel and criteria can be saved for re-use. 'E.g, *list all teen females from low-income families, who are still waiting for service, and were referred more than 90 days ago, who have been sexually abused, have threatened suicide, and have body-image/eating difficulties, and whose caregiver shows severe symptoms of depression.*'

6. Minimization of Local BCFPI IT, Training and Support costs

These are essentially \$0. **Training and end-user support is included in the described fees.** Training requirements are minimal for V3 users.

7. Improved Evidence-based Service Planning Reports

These now include 'hot-links' to source references at National Library of Medicine (Washington). Users can navigate, on-line, from a case, to interventions shown to have been cost effective for similar cases, to references, abstracts and articles regarding the evidence for the interventions, and discussions re similar interventions and problems (prevalence, course, treatments).

8. File Sharing

Participating agencies can share consenting case's files for referral or collaboration. This eliminates the need for costly, insecure transfer of paper files, eliminates duplicate data collection and entry and enhances accuracy and completeness of statistics. Successive measures from different locations are available for time-series reports.

9. Access to Real Time Canadian CMH Statistics

Planners, managers and researchers can run informative statistical reports regarding referral and service patterns, problem prevalence, short and long-term outcomes, and client satisfaction. These will be very useful for management and advocacy, and are available as a 'free' by-product of the core system.

10. Support for Inter-agency and Inter-Provincial R&D

Inter-agency R&D requires an interagency database. Participating agencies can copy real-time BCFPI data regarding participating cases into a single pooled research database.

11. Continuing Enhancements to V4

BCFPI inc. continues to invest in V4's clinical measurement, screening, triaging, data management, analysis and reporting capacity and performance, and releases updates (~ quarterly) reflecting these continued enhancements. It is not feasible to develop these same enhancements for V3. BCFPI inc. will plan a phase out of V3 with V3 users, as users convert to V4.

How to Reserve a Discounted Conversion

Contact us (<mailto:support@bcfpi.com>) to confirm that discounted prices are still available and to confirm your discounted price. As soon as we receive a 25% payment of your Year 1 rate, we'll confirm your discount and schedule your conversion.