

June 27, 2023

Board of Supervisors  
County of Ventura  
800 South Victoria Avenue  
Ventura, CA 93009

**Subject:**

**Approval of, and Authorization for the Purchasing Agent, Health Care Agency (HCA) Director or their Designees to Sign, Amendments with Holland Square Group LLC dba ALKU Technologies, LLC, Luminous Technology Group, Inc., Healthcare IT Leaders LLC, and Login Consulting Services Inc. for Information Technology (IT) Consulting Services, Extending the Contracts through June 30, 2024, Adding New Rates and Removing the Not-to-Exceed Amounts; Authorization for the Purchasing Agent or Designee to Increase or Decrease the Individual Contract Amounts for the Specified IT Consulting Vendors as Needed, Provided that the Aggregate Amount Paid for IT Consulting Services Does Not Exceed \$5,000,000 for FY 2023-24.**

**Recommendations:**

1. That your Board approve, and authorize the Health Care Agency (HCA) Director or designee to sign, amendment No. 2 to contract No. 8446 with Holland Square Group LLC d/b/a ALKU Technologies, LLC (Exhibit 1), amendment No. 4 to contract No. 8456 with Healthcare IT Leaders LLC (Exhibit 3), amendment No. 3 to contract No. 8448 with Login Consulting Services Inc. (Exhibit 4), for information technology (IT) consulting services, extending the term of the contracts through June 30, 2024, adding new rates, and removing the not-to-exceed amounts.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 6 to contract No. 7979 with Luminous Technology Group, Inc. (Exhibit 2), for IT consulting services, extending the term of the contract through June 30, 2024, adding new rates, and removing the not-to-exceed amount.
3. That your Board authorize the Purchasing Agent or designee to increase or decrease the individual contract amounts for the specified IT consulting vendors as needed, provided that the aggregate amount paid for IT consulting services does not exceed \$5,000,000 for FY 2023-24 (Table No. 1).

**Fiscal Impact:**

Mandatory: No  
 Source of Funding: VCMC Operating Revenues/Collections  
 Funding Match Required: None  
 Impact on Other Departments: NA

Summary of Annual Revenues and Costs Under these Agreements:

	<u>FY2022-23</u>	<u>FY2023-24</u>
REVENUE:	\$0	\$5,000,000
DIRECT COSTS:	\$0	\$5,000,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

<u>Table No. 1 - IT Consulting Services</u>		
<u>Exhibit #</u>	<u>Vendor</u>	<u>FY 2023-24</u>
1	Holland Square Group LLC d/b/a ALKU Technologies, LLC	\$ 900,000
2	Luminous Technology Group, Inc.	\$ 2,300,000
3	Healthcare IT Leaders, LLC	\$ 900,000
4	Login Consulting Services Inc.	\$ 900,000
	Total	\$ 5,000,000

Sufficient revenue and appropriations are included in the FY 23-24 proposed budget.

**Discussion:**

HCA continues to refine its IT strategic plan to ensure it meets HCA’s long term operational and strategic objectives; however, additional resources are needed to accomplish a number of critical IT projects and system enhancements for the hospital and the integration of the clinic system.

To support an enterprise as complex as HCA, agility is critical to meet the dynamically changing needs within the healthcare industry. Having established consulting contracts provides resources with specialized experience, technical skills, and supplemental staff, enabling HCA IT to deliver the right initiatives at the right time to yield the expected outcome, meeting HCA’s goals. The resources obtained through these contracts have supported and completed many projects in FY 2022-23, including Well Health patient communication, GE ViewPoint perinatology point-of-care ultrasound documentation system, Cerner Corporation (Cerner) HealthCare, HealthRegistries, Anesthesia, and several laboratory instrument interfaces for the Public Health Department and Ventura County Medical Center (VCMC). The established contracts also allowed HCA to engage

resources at the right time to assist the Ambulatory Care Division with meeting requirements for uniform data system (UDS) and quality incentive program (QIP) reporting, maximizing funding eligibility for these multimillion-dollar programs.

The current HCA IT staff provide daily operational support for the agency with existing products and services, with minimal resources available to implement major upgrades or new products. Having established consulting contracts enables HCA IT to bring in resources as needed to supplement existing staff to build and deliver new capabilities such as data and analytics which provides information to key stakeholders when making decisions, information security to ensure compliance with HIPAA security requirements, network infrastructure improvements to better support the mission critical medical system and patient care, as well as project management to manage and deliver major upgrades or product implementations.

The resources obtained through these contracts also provide project management to manage and deliver major upgrades or product implementations, including KRONOS time keeping system, Population Health, CalAIM, Cerner Practice Management, Cerner Enterprise Data Warehouse, ServiceNow, infrastructure improvement for VCMC, as well as many other Cerner electronic health record optimization efforts.

The revised rates and staffing positions identified in the amendments reflect current market condition and are effective July 1, 2023.

This letter has been reviewed by the County Executive Office, County Counsel, Auditor-Controller's Office, and General Services Agency Procurement Services. If you have any questions regarding this item, please call Bach Nguyen, HCA Chief Information Officer, at 805-652-5762.



Barry L. Zimmerman  
Health Care Agency Director

### **Exhibits**

Exhibit 1 – Holland Square Group LLC d/b/a ALKU Technologies, LLC – Amendment No. 2 to Contract No. 8446

Exhibit 2 – Luminous Technology Group, Inc. - Amendment No. 6 to Contract No. 7979

Exhibit 3 – Healthcare IT Leaders LLC - Amendment No. 4 to Contract No. 8456

Exhibit 4 – Login Consulting Services Inc. - Amendment No. 3 to Contract No. 8448