
Setting the Standard in Health Care Excellence

October 8, 2024

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

SUBJECT:

Ratification, Approval of, and Authorization for the Purchasing Agent, Health Care Agency (HCA) Director or their Designees to Sign, a New Agreement with ALKU Technologies, LLC; Approval of, and Authorization for the Purchasing Agent, Health Care Agency (HCA) Director or their Designees to Sign, Amendments to Extend the Agreement for up to Four (4) One-Year Periods and Make Administrative Modifications to the Agreement; Authorization for the Purchasing Agent, Health Care Agency (HCA) Director or their Designees 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 \$7,000,000 for FY 2024-2025; Approval of Termination of Contract 8446 with Holland Square Group, LLC.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent, Health Care Agency (HCA) Director or designee to sign, an Agreement with ALKU Technologies, LLC (Exhibit).
2. That your Board approve and authorize the Purchasing Agent or designee to amend the Agreement to extend the contract for up to four (4) one-year periods, and make corrections, clarifications, administrative and budgetary changes, business entity name changes from mergers and acquisitions, including payment information, and technical changes to the Agreement, when the changes are consistent with the original purpose of the contract and do not result in additional costs to the County, subject to County Counsel review and approval.
3. That your Board approve and authorize the Purchasing Agent, Health Care Agency (HCA) Director or their designees to increase or decrease the individual contract amounts for the specified IT consulting vendors listed in Table 1, as needed, provided that the aggregate amount paid for IT consulting services does not exceed \$7,000,000 for FY 2024-2025.

4. That your Board approve termination of contract 8446 with Holland Square Technologies, LLC effective June 30, 2024.

FISCAL /MANDATES 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>FY2024-25</u>	<u>FY2025-26</u>
REVENUE:	\$800,000	\$800,000
DIRECT COSTS:	\$800,000	\$800,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Table No. 1 – IT Consulting Services		
Exhibit #		FY 2024-2025
1	ALKU Technologies, LLC	\$800,000
2	Healthcare IT Leaders, LLC	\$2,550,000
3	Login Consulting Services Inc.	\$2,400,000
4	Core Merit Consulting Group	\$1,250,000
	Total	\$7,000,000

Current Year Fiscal Budget

Current FY 2024-25 Budget Projections for Ventura County Medical System #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$720,985,484	\$720,985,484	\$720,985,484	\$0
Revenue	\$721,404,225	\$721,404,225	\$721,404,225	\$0
Operational Income/(Loss)	\$418,741	\$418,741	\$418,741	\$0

Sufficient revenue and appropriations are included in the FY 24-25 budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

Reason for Ratification

ALKU Technologies, LLC has been providing services pending your Board's approval of this new contract.

Strategic Plan Priority:

The item presented in this Board letter supports the Reliable Infrastructure and Sustainability, and the Healthy, Safe, and Resilient Communities strategic priorities of the County Strategic Plan as it is designed to provide robust infrastructure and technology to serve the needs of our communities, and to meet the goal of providing access to quality healthcare required for our community to thrive.

DISCUSSION:

On July 1, 2021, HCA entered into Contract No. 8446 with Holland Square Group LLC for IT Consulting Services regarding HCA's Cerner software system. The vendor has performed adequately in the interim. It recently created a new limited liability company, ALKU Technologies, LLC, and wishes to provide the same services under this new company.

On June 18, 2024 (Item 27) your Board authorized the Purchasing Agent, the HCA Director, and their designees to sign an Amendment to the prior Agreement (No. 8446) effective July 1, 2024, to extend the contract, add new rates, and remove not to exceed amount. The new Agreement created by this item would be a replacement with the same terms already approved on June 18, 2024 but performance by the new legal entity, ALKU Technologies, LLC. As a replacement for No. 8446, this new Agreement would also be paid from the aggregate amount for IT Services authorized on June 18, 2024.

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.



Bach Nguyen
Health Care Agency Chief Information Officer



Theresa Cho, M.D., MHA
Health Care Agency Director

Exhibits:

Exhibit 1 – ALKU Technologies, LLC Contract