
Setting the Standard in Health Care Excellence

May 14, 2024

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

Subject:

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 \$6,200,000 for FY 2023-24, Representing a \$1,600,140 Increase from the Current Maximum Amount of \$4,599,860; Authorization for the Purchasing Agent or Designee to Sign Amendments to the Existing Agreements With Each Vendor to Remove the Not to Exceed Amount Provisions.

Recommendation:

1. 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 \$6,200,000 for FY 2023-24, an increase of \$1,600,140 from the current maximum of \$4,599,860 (Table No. 1).
2. That your Board authorize the Purchasing Agent or designee to sign amendments to the existing agreements with each vendor to (1) remove the not to exceed amount provisions, and (2) reflect any changes in contractor names, subject to all necessary prior appropriations and other budgetary approvals by your Board and to review and approval as to form by County Counsel.

Fiscal Impact:

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

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Summary of Annual Revenues and Costs Under these Agreements:

	<u>FY2023-24</u>	<u>FY2024-25</u>
REVENUE:	\$1,600,140	\$0
DIRECT COSTS:	\$1,600,140	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Table No. 1

Contractor	Contract / Purchase Document	FY 2023-24 Encumbrance	FY 2023-24 Increase or <Decrease>	FY 2023-24 Total Encumbrance
Holland Square Group LLC d/b/a ALKU Technologies, LLC	8446 / HOLLANDSQUARFY2*MA01	\$ 900,000	\$ -	\$ 900,000
Luminous Technology Group, Inc.	7979 / LUMINOUSTECHFY2*MA01	\$ 750,000	\$ (59,296)	\$ 690,704
Healthcare IT Leaders, LLC	8456 / HEALTHCAREITFY2*MA01	\$ 900,000	\$ 1,400,000	\$ 2,300,000
Login Consulting Services Inc.	8448 / LOGINCONSULTFY2*MA01	\$ 1,625,000	\$ -	\$ 1,625,000
CoreMerit Consulting Group	9229 / COREMERITCONFY24MA01	\$ 424,860	\$ 259,436	\$ 684,296
Total		\$ 4,599,860	\$ 1,600,140	\$ 6,200,000

Current Fiscal Year Budget:

Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$673,790,899	\$712,998,636	\$677,942,647	\$35,055,989
Revenue	\$665,452,626	\$672,888,408	\$674,242,404	\$1,353,996
Operational Income/(Loss)	(\$8,338,273)	(\$40,110,228)	(\$3,700,243)	\$36,409,985

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

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:

The Health Care Agency (HCA) continues to enhance performance and patient experience through improving the information technology infrastructure, optimizing electronic health record (EHR) systems, and implementing new information systems. In

FY 2023-24, the consultants engaged through the consulting contracts identified in Table 1 have provided comprehensive operational knowledge and subject matter expertise to support HCA's information technology services with numerous enterprise initiatives such as the implementation of the Cerner Enterprise Data Warehouse to deliver data and information to decision makers, Cerner Practice Management to improve ambulatory care workflow, Experian Health eCareNext revenue cycle system, revenue cycle improvement, CalMHSA SmartCare electronic health record conversion for Behavioral Health, KRONOS Advance Scheduler for nursing, KRONOS Timekeeping enterprise, ServiceNow enterprise service platform, and the design and planning of the Medical Grade Network to support mission critical healthcare for the community. Although the contract total for IT consulting services is increasing, it is not expected to negatively impact the projected net loss because costs related to projects will be capitalized and moved from 2000 level operations to 4000 level capitalized fixed assets.

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



Barry L. Zimmerman
Health Care Agency Director