

June 3, 2025

Subject

Ratification and Approval of Amendment No. 4 to Contract No. HCA-ECG-AC2023 with Executive Consulting Group, LLC for Consulting Services, Extending the Contract Through December 31, 2025, Revising the Statement of Work, and Setting the Not-To-Exceed Amount at \$375,000 for the Period of May 1, 2025 to December 31, 2025; Approval of a Subscription Agreement with ECG, Not to Exceed \$30,000 for Fiscal Year 2025-26, Including a 5% Increase Per Fiscal Year Thereafter (Levine Act Item).

Recommendations

1. Ratification, approval of, and authorization for the Health Care Agency (HCA) Director or designee to sign, Amendment No. 4 to contract No. HCA-ECG-AC2023 (Exhibit 1) with Executive Consulting Group, LLC doing business as ECG Management Consultants (ECG), for consulting services, extending the contract through December 31, 2025, revising the statement of work, and setting the not-to-exceed amount at \$375,000 from May 1, 2025 through December 31, 2025 (an increase of \$175,001).
2. Approval of, and authorization for the Health Care Agency (HCA) Director or designee to sign, a Subscription Agreement with Executive Consulting Group, LLC for MD Ranger physician compensation benchmarking software, from July 1, 2025 to June 30, 2026 (Exhibit 2), with additional automatic annual renewals for a period of five (5) years, in the amount not to exceed \$30,000 for FY 2025-26, including a 5% increase per FY thereafter.
3. That your Board authorize the Health Care Agency (HCA) Director or designee to approve modifications to both Contracts by amendments to (a) make contractual budget modifications that do not increase the amount of the agreement, and (b) make corrections, clarifications, administrative and budgetary changes, business entity name changes from mergers and acquisitions (excluding a change in Taxpayer ID Number), scheduling, and technical changes to the agreement, when the changes are consistent with the original purpose of the agreement and do not result in additional costs to the County, subject to County Counsel review and approval.

Reason for Ratification

HCA and ECG were unable to complete negotiations for continued and expanded services for the contract before the end of the previous amendment term.

FISCAL IMPACT

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

Sufficient appropriations are included in the FY25 budget.

Sufficient appropriations are included in the proposed preliminary FY26 budget, subject to Board approval.

Ambulatory Care Consulting Services

	<u>Calendar Year 2025</u>
REVENUE:	\$375,000
DIRECT COSTS:	\$375,000
INDIRECT COSTS:	Minor
Net Revenue <cost>	\$0

MD Ranger

	<u>Fiscal Year 2025-26</u>	<u>Fiscal Year 2026-27</u>
REVENUE:	\$30,000	\$31,500
DIRECT COSTS:	\$30,000	\$31,500
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Discussion

Ambulatory Care: HCA will continue to enhance Ambulatory Care clinic performance and patient experience through optimization of the Oracle Cerner EHR and implementation of Cerner Practice Management (CPM), and Experian Health, Inc. revenue cycle systems. Beginning in January 2023, ECG has provided subject matter advisory expertise to support HCA's Information Technology Services and Ambulatory Care teams with these Oracle Cerner–related initiatives. Among other things, ECG has been able to: (1) provide comprehensive operational knowledge and technical expertise on Oracle Cerner patient access, referral management, and infrastructure, (2) support a cross-functional team collaboration with stakeholders to execute on the vision, objectives, and strategy driven by executive leadership, and (3) advise and translate Ambulatory Care operational processes in design sessions to address key workflows, technology implications, and best practices with subject matter expertise. ECG has ensured technical alignment with operational needs from the current state, future-state design, future-state validation, maintenance training, integration testing phases, superuser training, end-user training, cutover, and go-live. Amendment 4 to contract No. HCA-ECG-AC2023 before your Board will extend ECG services through December 31, 2025 in the

not to exceed amount of \$375,000 specifically to support Ambulatory Care with Oracle Cerner optimization.

MD Ranger Subscription: An important part of the HCA compliance efforts is ensuring that “Fair Market Value” (FMV) is paid in physician services agreements. Most available physician compensation comparisons are generally calculated on a nationwide scale. Currently, Fair Market Value comparisons for Southern California must be researched on a case-by-case basis, usually resulting in longer reporting times and higher costs. ECG’s MD Ranger subscription provides comparative physician compensation data in the Southern California region. Subscribing to MD Ranger will allow HCA to compare best practices across different hospitals to ensure compliance in these types of contracts. In addition to access to the base data this Agreement includes a modest budget of five thousand dollars for report services that may be required to analyze and use it in particular ways. The total not to exceed amount is \$30,000 per year. Because this is an additional ECG contract in the aggregate of the \$200,000 threshold, HCA is requesting approval from your Board to enter into that Subscription Agreement with ECG for the MD Ranger software in the amount of \$30,000 for FY 2025-26, including a 5% increase per fiscal year thereafter for five (5) years.

Strategic Plan Priority:

These items presented in this Board letter support the Healthy, Safe, and Resilient Communities strategic priority of the County Strategic Plan as it is designed to meet the goal of providing access to quality healthcare required for our community to thrive.

This letter has been reviewed by the County Executive Office, County Counsel, and Auditor-Controller’s Office. If you have any questions regarding this item, please call Vikram Kumar, MD, MBA, Chief Executive Officer, Ambulatory Care, at 805-339-1192, or John Fankhauser, MD, Chief Executive Officer, County Hospitals, at 805-652-6058.



Theresa Cho, MD, MHA
Health Care Agency Director

EXHIBITS

- Exhibit 1- Executive Consulting Group, LLC dba ECG Management Consultants-
Amendment No. 4 to Contract No. HCA-ECG-AC2023
- Exhibit 2- Executive Consulting Group, LLC dba ECG Management Consultants-
Amendment Subscription Agreement for MD Ranger