

Setting the Standard in Health Care Excellence

September 26, 2023

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

Subject:

Approval of, and Authorization for the Health Care Agency (HCA) Director or Designee to Sign, a Contract with CoreMerit Consulting Group, for Information Technology (IT) Consulting Services, Effective October 1, 2023 Through June 30, 2024; Authorization for the Purchasing Agent or Designee to Increase or Decrease the Individual Contract Amounts for Specified IT Consulting Vendors as Needed, Provided that the Aggregate Amount Paid for IT Consulting Services Does Not Exceed \$4,599,860 for FY 2023-24, Representing a Reduction of \$400,140 from the Current Maximum; Approval of, and Authorization for the HCA Director or Designee to Sign, Contracts with Ruby Loria and Kristina Cervantes, Two Individuals, for Information Technology (IT) Consulting Services, in an Aggregate Not-To-Exceed Amount of \$400,140 for FY 2023-24 and \$533,520 per Fiscal Year Thereafter, Effective October 1, 2023 Through September 30, 2024, and for Up to Two Additional Years Thereafter.

Recommendations:

1. That your Board approve, and authorize the Health Care Agency (HCA) Director or designee to sign, the attached contract with CoreMerit Consulting Group (CoreMerit) (Exhibit 1), for information technology (IT) consulting services, effective October 1, 2023 through June 30, 2024.
2. 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 \$4,599,860 for FY 2023-24, a reduction of \$400,140 from the current maximum of \$5,000,000 (Table No. 1).
3. That your Board approve, and authorize the HCA Director or designee to sign, the attached contracts with Ruby Loria (Exhibit 2), and Kristina Cervantes (Exhibit 3), two individuals, for IT consulting services, in an aggregate not-to-exceed amount of

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\$400,140 for FY 2023-24 and \$533,520 for each fiscal year thereafter, effective October 1, 2023 through September 30, 2024, and up to two years thereafter (Table No. 2).

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>FY2023-24</u>	<u>FY2024-25</u>
REVENUE:	\$0	\$533,520
DIRECT COSTS:	\$0	\$533,520
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Table No. 1 - Recommendation 2

Table No. 1 - IT Consulting Services – Effective 10/01/2023					
Exhibit No.	Contractor	FY 2023-24 Original	FY 2023-24 Adjustment	FY 2023-24 Revised	FY 2024-25
	Holland Square Group LLC d/b/a ALKU Technologies, LLC	900,000		\$ 900,000	\$ -
	Luminous Technology Group, Inc.	2,300,000	\$ (1,550,000)	\$ 750,000	
	Healthcare IT Leaders, LLC	900,000		\$ 900,000	\$ -
	Login Consulting Services Inc.	900,000	\$ 725,000	\$ 1,625,000	\$ -
1	CoreMerit Consulting Group	-	\$ 424,860	\$ 424,860	\$ -
	Total	5,000,000	\$ (400,140)	\$ 4,599,860	\$ -

Table No. 2 - Recommendation 3

Exhibit No.	Contractor	FY2023/24	FY2024/25
2	Ruby Lornia	\$ 326,700	\$ 435,600
3	Kristina Cervantes	\$ 73,440	\$ 97,920
	Total	\$ 400,140	\$ 533,520

Grand Total by Fiscal Year	\$5,000,000	\$533,520
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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	\$673,790,899	\$673,790,899	\$0
Revenue	\$665,452,626	\$665,452,626	\$665,452,626	\$0
Operational Income/(Loss)	(\$8,338,273)	(\$8,338,273)	(\$8,338,273)	\$0

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.

Discussion:

On June 27, 2023, your Board approved HCA's request for IT consulting services to be provided by contractors to assist HCA in accomplishing a number of critical IT projects and system enhancements for the hospital and the integration of the clinic system. The contracts before your Board adjust the list of contractors providing the assistance.

CoreMerit (Exhibit 1) was incorporated in December 2015 in the state of California and has been at the forefront of consultancy services for the past eight years, specializing in finance and health care. CoreMerit consultants offer a comprehensive array of services, including project management, business process re-engineering, data analytics, programming, and quality assurance. From cutting-edge technology to sustainable practices, CoreMerit is dedicated to delivering solutions that improve productivity and offer their customers the highest return on investment.

Ruby Loria (Exhibit 2) and Kristina Cervantes (Exhibit 3) have been providing IT support to HCA's Ambulatory Care Division (AC) for quality and operational programs valued at over \$150 million annually, specifically for the Medi-Cal Quality Incentive Pool Program, the Gold Coast Health Plan Quality Incentive Payment Program, Uniform Data System reporting for the Health Resources and Services Administration, and the Global Payment Program. The contractors provide expert-level data analytics and report writing services for HCA AC. They have over a decade of experience extracting data from Ventura County's Cerner Corporation electronic health record system for reporting and data analytics purposes. They are fluent in Cerner's CCL programming language, SQL, and have expert level excel skills. They specifically convert quality metric specifications into timely, accurate, and actionable reports.

Under the proposed agreements, these vendors will continue IT consulting services currently provide by Luminous Technology Group, Inc., which will conclude its work for HCA effective September 30, 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 or Theresa Cho, M.D., Chief Executive Officer, Ambulatory Care, at 805-339-1192.



Bach Nguyen
Health Care Agency Chief Information Officer



Theresa Cho, M.D.
Chief Executive Officer, Ambulatory Care



Barry L. Zimmerman
Health Care Agency Director

Exhibits

- Exhibit 1 – CoreMerit Consulting Group - Contract
- Exhibit 2 – Ruby Loria - Contract
- Exhibit 3 – Kristina D. Cervantes - Contract