
Setting the Standard in Health Care Excellence

June 18, 2024

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

Subject:

Approval of, and Authorization for the Purchasing Agent or Designee to Execute, New Cerner Corporation (Cerner) Sales Orders CPQ-3461130 for Software and Support Services, Effective July 1, 2024, Through June 30, 2029, for a Total Cost of \$14,004, and Cerner Sales Order CPQ-343005 for Implementation, Travel Expenses and Consulting Services, Effective July 1, 2024, Through the Reporting Periods for Calendar Years 2024 and 2025, for a Total Cost of \$143,300; Authorization for the Purchasing Agent or Designee to Increase the Amount of an Existing Cerner Sales Order 1-6LI5V55, for Licensing, Effective July 1, 2024, Through June 30, 2025, for a Total Cost of \$185,048; Authorization for the Purchasing Agent or Designee to Execute Future Cerner Sales Orders, Effective July 1, 2024, Through June 30, 2029, Totaling \$1,500,000; Ratification of the Approval and Payment of Cerner Sales Orders CPQ-3309295, for Subscription, Effective January 1, 2024, Through December 31, 2024, for a Total Cost of \$184,800, 1-654EX21, for Support Services, Effective October 1, 2023, Through September 30, 2024, for a Total Cost of \$22,248, and 1-6IGZS0C, for Subscription, Effective January 1, 2024, Through December 31, 2024. The Total Cost of the New and Increased Cerner Sales Orders is \$2,087,224.

Recommendation:

1. That your Board approve, and authorize the Purchasing Agent or designee to:
 - A. Execute Cerner Sales Order CPQ-3461130 (Exhibit 1) with Cerner Corporation (Cerner) for software and support services, effective July 1, 2024, through June 30, 2029, for a total cost of \$14,004.
 - B. Execute Cerner Sales Order CPQ-3463005 (Exhibit 2), for implementation, travel expenses and consulting services, effective July 1, 2024, through the calendar years 2024 and 2025 reporting periods, for a total cost of \$143,300.
 - C. Increase the amount of existing Cerner Sales Order No. 1-6LI5V55 (Exhibit 3) to \$185,048.
 - D. Execute future Cerner sales orders in an amount up to \$300,000 in each of the next five fiscal years (2024-2028) for enhancements, modifications, new

solutions, consulting, training, and equipment at the direction of the Health Care Agency (HCA) Director, subject to review and approval by County Counsel.

2. Ratification of the approval and payment of Cerner sales orders:
 - A. CPQ-3309295 (Exhibit 4) LeanTaaS (formerly Hospital IQ) effective January 1, 2024, through December 31, 2024, for a total cost of \$184,800.
 - B. 1-6IGZS0C (Exhibit 5) Care Select for Radiology for subscription services effective January 1, 2024 through December 31, 2024, for a total cost of \$37,824.
 - C. 1-654EX21 (Exhibit 6) Dentrix for software and support services, effective October 1, 2023 through September 30, 2024, for a total cost of \$22,248.

Reason for Ratification:

As described in more detail below, to avoid disruption of services, HCA authorized Cerner to extend services provided under an expired Cerner sales order effective January 1, 2024, in anticipation of your Board’s approval of a replacement sales order (Cerner Sales Order CPQ-3309295). HCA also authorized Cerner to continue services under two other Cerner sales orders that renewed automatically, in anticipation of your Board’s approval of the increased sales order amounts.

Fiscal Impact:

Mandatory:	No
Source of Funding:	VCMC Operating Revenues
Funding Match Required:	No
Impact on Other Departments	N/A

Summary of Annual Revenues and Costs Under these Agreements:

	<u>FY 2023-24</u>	<u>FY 2024-25</u>
Revenue:	\$127,998	\$747,606
Direct Cost:	\$127,998	\$747,606
Indirect Cost:	\$0	\$0
Net County Cost	\$0	\$0

Current Fiscal Year Budget Projections:

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	\$721,214,436	\$676,277,276	\$44,937,160
Revenue	\$665,452,626	\$682,772,959	\$672,052,975	(\$10,719,984)
Operational Income/(Loss)	(\$8,338,273)	(\$38,441,477)	(\$4,224,301)	\$34,217,176

Adopted Budget includes sufficient Revenues and Expenditures. The operational income includes "Operating Transfers In" that is primarily attributed to County contributions.

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:

Cerner Ordering Document CPQ-3309295 LeanTaaS (formerly Hospital IQ)

On October 6, 2020, your Board approved Cerner sales order No. OPT-0233410 for an electronic operations management system, Hospital IQ, used to improve and maximize hospital operating room efficiency. The sales order covered the 36-month period from January 1, 2021, through December 31, 2023. Following expiration of the sales order, payment for continued services has not been made. Cerner Sales Order CPQ-3309295 will extend the services (now known as LeanTaaS) for 12 additional months, for a total cost of \$184,800.

LeanTaaS is an operations management cloud-based software platform that uses artificial intelligence to anticipate and direct actions, which enables health systems to achieve and sustain peak operational performance, improving patient access, clinical outcomes, and financial stability.

Cerner Sales Order No. 1-6IGZS0C Care Select for Radiology

On February 12, 2019, your Board approved Cerner sales order No. 1-6IGZS0C Care Select for Radiology for subscription services for the period of January 15, 2019, through January 14, 2024. On January 15, 2024, the sales order auto-renewed for an additional 12 months. Payment for continued services has not been made as your Board’s approval is necessary to pay the invoices as well as future invoices.

CMS has mandated that capabilities exist within electronic health record (EHR) systems to require physicians to use "appropriate use" criteria to order certain kinds of advance diagnostic imaging. Cerner is providing that capability through a partnership with National Decision Support Company and integration with its CareSelect product. This solution generates alerts for providers based on patient demographics, diagnosis and other factors. These alerts will advise providers on whether the diagnostic imaging being ordered is appropriate. The total cost for the 12 month extension, including the annual 3% Consumer Price Index (CPI) increase, is \$37,824.

Cerner Sales Order No. 1-654EX21 Dentrax

On September 11, 2018, your Board approved Cerner Sales Order No. 1-654EX21 Dentrax, a dental EHR. Dentrax is integrated with HCA's existing Cerner EHR. This sales order was effective October 1, 2018, through September 30, 2023. Since that date, payment for continued services has not been made as your Board's approval is necessary to pay the invoices as well as future invoices.

Effective October 1, 2023, Cerner Sales Order 1-654EX21 auto-renewed for 12 additional months. The total cost for the 12 month extension, including the 3% CPI increase is \$22,248.

Cerner Ordering Document CPQ-3461130 Association of Perioperative Registered Nurses (AORN)

Cerner Sales Order CPQ-3461130 provides a monthly subscription and license to access the AORN website for procedure and documentation standards for surgery optimization.

The AORN solution consists of:

- A standardized surgical scheduling procedure list with over 3,000 procedures each mapped to CPT codes and other code sets to enhance surgical scheduling communication for more accurate planning and prior authorization workflows within the organization.
- Nursing documentation templates demonstrate the nursing process and evidence-based practices performed by perioperative nurses in the preop, intraop and postop phases of care while addressing documentation burden. The templates provide the "what" that should be documented. Mappings from the documentation to the Perioperative Nursing Data Set (PNDS) provides standardization to monitor the interventions performed and measure patient care outcomes for performance improvement. Crosswalks to accreditation, regulatory and practice standards provide the "why" for the documentation.
- Clinical practice support is provided through appropriate hyperlinks to eGuidelines Plus (electronic resource for perioperative nurses providing information on evidence-based practices and other resources). This provides nurses quick

access to evidence-based practice information at their fingertips to provide the “how” on perioperative nursing care.

Cerner Sales Order CPQ-3461130 is effective July 1, 2024, through June 30, 2029. The total cost, including an annual 8% CPI increase is \$14,004.

Cerner Ordering Document CPQ-3463005

Cerner Sales Order CPQ-3463005 delivers a system for Promoting Interoperability data submission. This agreement covers the licensing subscription services needed for submission, and consulting services. Due to the increased complexity, HCA needs Cerner's expertise on how to update the EHR as well as guidance for workflow/adoption.

The licensing subscription covers calendar years 2024 and 2025 reporting periods.

The total cost for these services is \$143,300, which includes \$18,500 in Cerner travel.

Cerner Sales Order No. 1-6LI5V55 Dragon Medical One (DMO)

On June 18, 2019, your Board approved Cerner Sales Order No. 1-6LI5V55 for a provider dictation system, DMO. The sales order was effective June 29, 2019, through June 30, 2024, for the licensing and June 29, 2019, through September 30, 2024, for managed services.

DMO provides several performance and convenience features. The most notable of these is the providers to be able to dictate through their personal mobile devices rather than being tethered to the hardwired microphones at the hospitals and clinics.

Cerner sales order 1-6LI5V55 will auto-renew for 12 additional months beginning July 1, 2024. The total cost for the additional 12 months, including the annual 3% CPI increase, is \$185,048.

Approval for Future Services

EHR is a mission critical system for HCA and often needs additional equipment, interfaces, training, and enhancements beyond the scope of the agency's internal informatics staff. Examples of these include: new lab instrument interfaces, interfaces to external systems, training for new staff members, equipment, and consulting to build and test new lab orders.

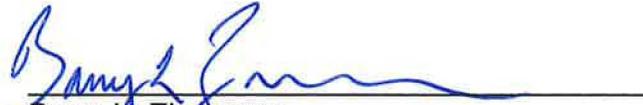
Presently, each of these requires HCA to return to your Board for approval due to the requirement to obtain your Board's approval for all services in excess of \$200,000 with a single vendor. Maintenance and support are considered services and therefore any new Cerner expenditure currently requires Board approval. The objective of this request is to

reduce the workload on your Board, the County Executive Office, GSA, the Auditor-Controller and HCA for lower cost Cerner requests.

Approval is requested for the GSA Purchasing Agent or designee to execute future Cerner sales orders totaling up to \$300,000 in each of the next five fiscal years (2024-2028) to be authorized by the HCA Director or designee for additions and modifications to the EHR, subject to the approval of County Counsel.

Each of the Cerner requests will be maintained by the HCA Information Technology Department and available for review. If the limit is reached, HCA will return to your Board with an accounting of what was spent to that point and a request for additional spending authorization.

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



Barry L. Zimmerman
Health Care Agency Director

- Exhibit 1 - Cerner Corporation Ordering Document CPQ-3461130
- Exhibit 2 - Cerner Corporation Ordering Document CPQ-3463005
- Exhibit 3 - Cerner Corporation Sales Order No. 1-6LI5V55
- Exhibit 4 - Cerner Corporation Ordering Document CPQ-3309295
- Exhibit 5 - Cerner Corporation Sales Order No. 1-6IGZS0C
- Exhibit 6 - Cerner Corporation Sales Order No. 1-654EX21