
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, Health Care Agency (HCA) Director or their Designees to Sign, Amendments with ALKU Technologies, LLC, Login Consulting Services Inc., W3 LLC dba Healthcare IT Leaders LLC, and CoreMerit Consulting Group for Information Technology (IT) Consulting Services, Extending the Contracts through June 30, 2025, Adding New Rates and Removing the Not-to-Exceed Amounts; 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 \$7,000,000 for FY 2024-25.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent, Health Care Agency (HCA) Director or designee to sign, amendment No. 3 to contract 8446 with ALKU Technologies, LLC (Exhibit 1), amendment No. 4 to contract No. 8448 with Login Consulting Services Inc. (Exhibit 2), amendment No. 5 to contract 8456 with W3 LLC dba Healthcare IT Leaders, LLC (Exhibit 3), and amendment No. 1 to contract No. 9229 with CoreMerit Consulting Group (Exhibit 4), for information technology (IT) consulting services, extending the term of the contracts through June 30, 2025, Adding New Rates and Removing the Not-to-Exceed Amounts.
2. That your Board authorize the Purchasing Agent, HCA Director, 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 \$7,000,000 for FY 2024-25.

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>FY2023-24</u>	<u>FY2024-25</u>
REVENUE:	\$0	\$7,000,000
DIRECT COSTS:	\$0	\$7,000,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Table No. 1 - IT Consulting Services

Exhibit #	Vendor	FY 2024-25
1	ALKU Technologies, LLC	\$ 800,000
2	Login Consulting Services Inc.	\$ 2,400,000
3	W3 LLC dba Healthcare IT Leaders, LLC	\$ 2,550,000
4	CoreMerit Consulting Group	\$ 1,250,000
	Total	\$ 7,000,000

Current Year Fiscal Budget

Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300				
	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

Sufficient revenue and appropriations are included in the FY 24-25 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:

HCA continues to refine the IT strategic plan to ensure it meets HCA's long term operational and strategic objectives; however, additional resources are needed to accomplish a number of critical IT projects and system enhancements for the hospital and the integration of the clinic system.

To support a complex enterprise like HCA, agility is critical to meet the dynamically changing needs within the healthcare industry. Having established consulting contracts provides resources with specialized experience, technical skills, and supplemental staff, enabling HCA IT to deliver the right initiatives at the right time to yield the expected outcome, meeting HCA's goals.

The resources obtained through these contracts 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 improvements, 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, laboratory instrument interfaces for Ventura County Medical Center (VCMC), as well as many other Cerner electronic health record optimization efforts.

The established contracts also allowed HCA to engage resources at the right time to assist the Ambulatory Care Division with meeting requirements for uniform data system (UDS) and quality incentive program (QIP) reporting, maximizing funding eligibility for these multimillion-dollar programs.

The current HCA IT staff provide daily operational support for the agency with existing products and services, with minimal resources available to implement major upgrades or new products. Having established consulting contracts enables HCA IT to bring in resources as needed to supplement existing staff to build and deliver new capabilities such as data and analytics which provides information to key stakeholders when making decisions, information security to ensure compliance with HIPAA security requirements, network infrastructure improvements to better support the mission critical medical system and patient care, as well as project management to manage and deliver major upgrades or product implementations.

The revised rates and staffing positions identified in the amendments reflect current market conditions and are effective July 1, 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



Barry L. Zimmerman
Health Care Agency Director

Exhibits:

- Exhibit 1 – ALKU Technologies, LLC – Amendment No. 3 to Contract 8446
- Exhibit 2 – Login Consulting Services Inc. - Amendment No. 4 to Contract 8448
- Exhibit 3 – W3 LLC dba Healthcare IT Leaders, LLC - Amendment No. 5 to Contract 8456
- Exhibit 4 – CoreMerit Consulting Group – Amendment No. 1 to Contract 9229