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*Setting the Standard in Health Care Excellence*

July 26, 2022

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, Sales Orders OPT-0340459 and OPT-0344333, Pursuant to the Existing Master Business Agreement with Cerner Corporation, to Provide the Ventura County Health Care Agency with Equipment and Sublicensed Software Installation and Maintenance Services and Regulatory Reporting Services at a Total Cost of \$627,398.**

**Recommendations:**

1. Approval of, and authorization for the Purchasing Agent or designee to execute, Sales Order OPT-0340459 (Exhibit 1), pursuant to the existing master business agreement with Cerner Corporation (Cerner) to provide the Ventura County Health Care Agency (VCHCA) with equipment and sublicensed software installation and maintenance services in the amount of \$14,705.
2. Approval of, and authorization for the Purchasing Agent or designee to execute, Sales Order OPT-0344333 (Exhibit 2), pursuant to the existing master business agreement with Cerner to provide VCHCA with Hospital and Eligible Provider reporting services for Regulatory reporting years 2022 and 2023 in the amount of \$612,693.

**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 this Agreement:**

	<u>FY 2022-23</u>	<u>FY 2023-24</u>
Revenue:	\$300,329	\$322,569
Direct Cost:	\$300,329	\$322,569
Indirect Cost:	\$0	\$0
Net County Cost	\$0	\$0

**Current Fiscal Year Budget Projections:**

<b>Current FY 2022-23 Budget Projections for Ventura County Medical Center #3300</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated (Savings/Deficit)</b>
Expenditures	\$597,277,305	\$597,277,305	\$597,277,305	\$0
Revenue	\$597,588,755	\$597,588,755	\$597,588,755	\$0
Operational Income/(Loss)	\$311,450	\$311,450	\$311,450	\$0

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

**Discussion**

**Sales Order OPT-0340459**

In October 2019, Ventura County Medical Center's (VCMC) Cerner Electronic Health Record (EHR) performed a system upgrade and a third-party validation of the blood bank system. The third-party, BC Solutions, identified problems relating to label verification of modified blood components. The greatest issue was that the system did not require label verification of modified blood products prior to dispensing to patients for transfusion. This created a potential patient safety issue.

Earlier this year, VCMC lab installed this equipment, and this sales order is the purchase of a blood bank labeling equipment, the installation and five-year maintenance for Santa Paula Hospital lab. It is effective on August 1, 2022. The estimated total cost of the sales order including shipping, handling and sales tax is \$14,705.

**Sales order OPT-0344333**

This sales order provides professional services to configure and implement both hospital quality reporting services and eligible provider quality reporting as well as a mandatory licensing subscription for regulatory reporting for the 2022 and 2023 measurement years. Hospital eQMs (2023) and Core Measures are included in the services. The total cost is \$612,693.

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 Sales Order OPT-0340459

Exhibit 2– Cerner Sales Order OPT-0344333