

**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

Contractor: Gartner, Inc.  
 Address: 56 Top Gallant Road  
Stamford, CT 06904  
 Contact: Kirk Kirkpatrick  
Managing Partner

Division/Section: IT  
 Director, DPH: Barbara Garcia  
 DPH CIO: Bill Kim  
 Associate CIO: Winona Mindolovich Phone: 206-5619  
 Contract Analyst: Ron Rossi Phone: 554-2839

**Request for approval of a professional services contract with Gartner, Inc. in the amount of \$2,889,600, to provide acquisition and implementation planning services for an integrated Electronic Health Record (EHR) solution for the period of March 1, 2016 through December 31, 2019 (3 years, 10 months).**

Profit     Non-Profit     MBE/WBE     RFQ - Number: 12-2015    Date: April 8, 2015  
 New     Renewal     Mod     Sole Source - Approval Date: \_\_\_\_\_

Number of years DPH has been doing business with this organization: 0

<b>CONTRACT INFORMATION:</b>	<b>Prior Transaction (new)</b>	<b>Proposed Transaction 3/1/2016 - 12/31/2019 (3 years, 10 months)</b>	<b>Annualized Difference</b>
<b>Contract Amount:</b>			
<b>Funding Sources:</b>			
<u>General Fund</u>		<u>\$2,580,000</u>	<u>\$2,580,000</u>
<b>TOTAL DPH REVENUES</b>	<b>\$0</b>	<b>\$2,580,000</b>	<b>\$2,580,000</b>
<u>Contingency (12%)</u>	<u>\$0</u>	<u>\$309,600</u>	<u>\$309,600</u>
<u>Agency Funds</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<b>TOTAL PROGRAM</b>	<b>\$0</b>	<b>\$2,889,600</b>	<b>\$2,889,600</b>
<i>Annual Amount of Contract (estimate)</i>	<i>\$0</i>	<i>\$673,043</i>	<i>\$673,043</i>
<u>Contract FTE</u>	<u>N/A</u>	<u>N/A</u>	<u>N/A</u>

**PROPOSED:**

**Mode(s) of Service & Unit of Service Definition**  
*for the period of 3/1/2016 - 12/31/2019*

<b>Number of Clients</b>	<b>Number of Units</b>	<b>Unit Cost</b>
<u>X</u> Unduplicated		

**Phase One - Solution Validation and Confirmation**

<u>Task One - Project Initiation</u>			<u>\$43,750</u>
<u>Task Two - Solution and Decision Framework</u>			<u>\$78,750</u>
<u>Task Three - Report &amp; Recommendations</u>			<u>\$52,500</u>

**Phase Two - Readiness Analysis and Strategy**

<u>Task One - Current State Analysis</u>			<u>\$112,500</u>
<u>Task Two - Readiness Assessment</u>			<u>\$157,500</u>
<u>Task Three - EHR Strategy</u>			<u>\$180,000</u>

**Phase Three - Solution Fit Gap Analysis**

<u>Task One - Requirements Documentation</u>			<u>\$272,000</u>
<u>Task Two - Fit/Gap Analysis</u>			<u>\$272,000</u>
<u>Task Three - Gap Closure Recommendations Report</u>			<u>\$136,000</u>

**Phase Four - Acquisition Support and Planning**

<u>Ongoing - Project Management Support</u>			<u>\$800,000</u>
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**Explanation of Service Change:**

This is a new contract.

Gartner will provide services in guiding the San Francisco Health Network (SFHN) Strategic Steering Committee to create and manage an EHR acquisition and implementation process. This includes process-guiding SFHN executives to the optimal unified EHR solution, which will provide a holistic view of each patient regardless of which facility at which they present, or what services they need, support standardized and evidence-based care delivery practices across the continuum of care, provide cost-efficient, safe, and effective care, standards-based practices and processes, while enabling research to develop the most effective future care.

**Monitoring Report/Program Review & follow-up:**

The contracts will be monitored in accordance with all applicable Departmental procedures.

**Nondiscrimination and Cultural Competency:**

The Contractor will comply with Department policies and procedures related to cultural competency and non-discrimination as applicable.

**Other Significant Issues:**

Gartner is an information technology research and advisory company, delivering technology-related advice and consultation to guide organizations in making information technology decisions. Gartner's clients include corporations and government agencies, high-tech and telecom enterprises, and professional services firms, totaling approximately 10,000 distinct enterprises worldwide.

**Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director:**

Gartner is a publically held company.  
Members of the Board of Directors are as follows:

James C. Smith, Chairman of the Board  
Stephen G. Pagliuca  
Karen E. Dykstra  
Raul E. Cesan

William O. Grabe  
Anne Sutherland Fuchs  
Michael J. Bingle  
Gene Hall, Chief Executive Director

**Recommendations:**

The Department recommends approval of this contract.