

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	Virtelligence Inc.	Division/Section	SFDPH, Information Technology	
Address	6216 Baker Road, Suite 100	Deputy Director	Bill Kim	
	Eden Prairie, MN 55346	DPH Administrator	Winona Mindolovich <i>winona mindolovich</i>	
Contact	Casey Post	Program Administrator	Jim Genevro	Phone 628-206-6570
	Regional Vice President	Contract Analyst	Cindy Rivas	Phone 415-554-2832

Request for approval of a new contract with Virtelligence Inc., to provide as-needed IT Backfill, Supplemental Staffing, Consultants, Project Managers, or Project Leads for Applications, Active Directory, Service Desk, and/or Service Desk Technicians in support of the Electronic Health Record project in the amount of \$9,300,000. The term of the contract including options is for the period June 1, 2018 to July 31, 2020 (25 months).

Profit Non-Profit LBE RFQ- Number: 38-2016 Date: 2/15/2017

New Renewal Mod GPO

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

CONTRACT INFORMATION:	Prior Transaction	Proposed Transaction	Annualized Difference*
	(new)	05/25/18 to 07/31/20	
Funding Sources:			
General Fund		\$8,303,571	\$8,303,571
TOTAL DPH REVENUES		\$8,303,571	\$8,303,571
12% Contingency Amount		\$996,429	\$96,429
CONTRACT TOTAL		\$9,300,000	\$9,300,000
ANNUAL AMOUNT OF CONTRACT (estimate)		\$4,133,333	\$4,133,333
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

PROPOSED:

Mode(s) of Service & Unit of Service Definition	No. Of Clients		No. of Units	Unit Cost (Hourly)
	N/A	Duplicated		
1 UOS = 1 hour of work # of hours is dependent on tasks awarded, total shall not exceed \$9,300,000.	N/A	Unduplicated		
Epic Clinical Application Analyst (Certified, 2-5 years of Epic experience) Modules: EpicCare Inpatient, EpicCare Ambulatory, EpicCare Link, MyChart, Behavioral Health			N/A	Actual \$130
Senior Epic Clinical Applications Analyst (Certified, 5-10+ years of Epic experience) Modules: EpicCare Inpatient, EpicCare Ambulatory, EpicCare Link, MyChart, Behavioral Health			N/A	Actual \$145
Epic Revenue/Access/HIM Application Analyst (Certified, 2-5 years of Epic experience) Modules: Resolute Hospital Billing, Resolute Professional Billing, Claims, Cadence, Grand Central ADT and Prelude, HIM (Chart Tracking, ROI, Deficiency Tracking)			N/A	Actual \$130
Senior Epic Revenue/Access/HIM Application Analyst (Certified, 5-10+ years of Epic experience) Modules: Resolute Hospital Billing, Resolute Professional Billing, Claims, Cadence, Grand Central ADT and Prelude, HIM (Chart Tracking, ROI, Deficiency Tracking)			N/A	Actual \$145

Epic Specialty Application Analyst (Certified, 2-5 years of Epic experience) Modules: Beacon, Cupid, Radiant, OpTime, Anesthesia, Stork, Willow Inpatient, Willow Ambulatory, Home Health and Hospice, Beaker, Nephrology, Bones, Rehab, Kaleidoscope, Long-Term Care, Wisdom, Healthy Planet, Tapestry, Call Management/CRM	N/A	Actual	\$135
Senior Epic Specialty Application Analyst (Certified, 5-10+ years of Epic experience) Modules: Beacon, Cupid, Radiant, OpTime, Anesthesia, Stork, Willow Inpatient, Willow Ambulatory, Home Health and Hospice, Beaker, Nephrology, Bones, Rehab, Kaleidoscope, Long-Term Care, Wisdom, Healthy Planet, Tapestry, Call Management/CRM	N/A	Actual	\$155
Epic Technical Consultant - Interfaces, Cache, Reporting, Cogito ergo sum, etc. (Certified, 2-5 years of Epic experience) Interfaces, Cache, Reporting, Cogito ergo sum, etc.	N/A	Actual	\$130
Senior. Epic Technical Consultant – Interfaces, Cache, Reporting, Cogito ergo sum, etc. (Certified, 5-10+ years of Epic experience) Interfaces, Cache, Reporting, Cogito ergo sum, etc.	N/A	Actual	\$145
Other Epic Related Consultant Other experience: Secure Chat, Remote Monitoring, Incoming Infusion Documentation to Baxter-HL7 v2, Outgoing Infusion Orders from Baxter-HL7 v2, ECG Integration Module, Spirometry Integration Module, Holter Integration Module	N/A	Actual	\$140
Epic Certified Instructional Designer	N/A	Actual	\$125
Epic Credentialed Trainer	N/A	Actual	\$90
Cerner/ Siemens INVISION/LCR Applications Consultant (MAK, DSS, OAS, COR, PFS and all modules within the product) (5+ years of application support experience)	N/A	Actual	\$125
OPENLink Interface Engine	N/A	Actual	\$135
eClinicalWorks, clinical documentation and interfaces with INVISION for scheduling and billing	N/A	Actual	\$115
HIT Consultant (2-5 years of experience) Software: Optum Pulse Check (PICIS), Philips IntelliSpace Critical Care and Anesthesia (ICCA), Hillrom Watchchild, ADL Data Systems (ADL), Salar Inpatient Provider Progress Notes, Philips IBE and Guardian, Surgical Information Systems (SIS) Periop and Anesthesia, Siemens Syngo Radiology, CBORD, food and nutrition system, Provation documentation for GI, Ortho and Cardiology, Nextgate eMPI, Nextgate eMPI, Clintegrity 360 and other HIM Systems, others not listed)	N/A	Actual	\$110
Senior HIT Consultant (5-10+ years of experience) Software: Optum Pulse Check (PICIS), Philips IntelliSpace Critical Care and Anesthesia (ICCA), Hillrom Watchchild, ADL Data Systems (ADL), Salar Inpatient Provider Progress Notes, Philips IBE and Guardian, Surgical Information Systems (SIS) Periop and Anesthesia, Siemens Syngo Radiology, CBORD, food and nutrition system, Provation documentation for GI, Ortho and Cardiology, Nextgate eMPI, Nextgate eMPI, Clintegrity 360 and other HIM Systems, others not listed)	N/A	Actual	\$120
Hyland Onbase ECM system consultant	N/A	Actual	\$130
Physiological monitoring interfaces consultant	N/A	Actual	\$130
Cerner Anatomic Pathology system consultant	N/A	Actual	\$135
Active Directory consultant			\$95
Service Desk consultant	N/A	Actual	\$52
Program Manager/Director	N/A	Actual	\$185
Epic Project Manager – Applications (2-5 years of experience)	N/A	Actual	\$145
Sr. Epic Project Manager – Applications (5-10+ years of experience)	N/A	Actual	\$165
Project Manager – Technical, Interfaces, Data Conversion, Testing (2-5 years of experience)	N/A	Actual	\$145
Sr. Project Manager - Technical, Interfaces, Data Conversion, Testing (5-10+ years of experience)	N/A	Actual	\$165
Project manager - Training and staff readiness (2-5 years of experience)	N/A	Actual	\$145

Sr. Project Manager – Training and staff readiness (5-10+ years of experience)	N/A	Actual	\$165
EHR Project manager – other (2-5 years of experience)	N/A	Actual	\$135
Sr. EHR Project manager – other (5-10+ years of experience)	N/A	Actual	\$155
LBE Vendor Support (7% of awarded tasks)	N/A	Actual	Actual
Travel and Expenses (Budgeted amount; Billed Actual)	N/A	Actual	\$363,176

Explanation of Services Change and Variances:

This is a new contract.

Monitoring Report/Program Review & Follow-up:

The contract services will be monitored by the Department as required. The SFDPH Program Administrator will be responsible for assisting and tracking all information related to the accomplishment of the project.

Nondiscrimination and Cultural Competency:

The Department will work closely with the contractor to ensure that their cultural competency plan is current and in compliance with Departmental procedures.

Other Significant Issues:

Virtelligence Inc. was selected as a qualified proposer under RFQ38-2016 Category 12, Project 1 (CAT12-P1-38-2016). By RFP CAT 12-P1-38-2016, Virtelligence Inc. was selected for a task based contract to aid DPH during the EHR project in the following areas: System administration and analysis, project, project tracking, ticket management, incident support, daily customer support and system troubleshooting, system configuration, code modification, testing, interface testing with a specific application and support for system upgrades in readiness to meet HL7 interface specifications with the new Epic EHR. Dependent upon whether or not Virtelligence Inc. will bid on the individual Tasks assigned from the RFP, Virtelligence Inc. may or may not be awarded Tasks within this RFP.

Virtelligence Inc. has been in business since 1998, a Healthcare industry focused in IT Consulting. Virtelligence Inc. combines their provider clinical, financial, and operational expertise to ensure that healthcare clients achieve optimized adoption of their electronic medical records (EMR) and enterprise resource planning (ERP) Healthcare solutions. Virtelligence Inc. has completed the EMR and ERP implementation and staffing at some of the largest integrated delivery networks (IDNs), leading academic medical centers, prominent children's hospitals and non-acute care providers across the globe. Their relationships with leading EHR, specialty and supply-chain vendors enables them to provide comprehensive solutions.

Under the requirements of RFQ 38-2016, Category 12 project 1, each resulting contract award has a mandatory 5% Local Business Enterprise (LBE) subcontracting requirement. For this contract, Virtelligence Inc. has committed to a 7% LBE goal to Jungle Communications Inc., (Vendor#53763) who will assist Virtelligence Inc. with Subject Matter Experts.

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

Akhtar Chaudhri

Recommendations:

The Department recommends approval of this contract.