



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legislation Details (With Board Report)

File #:	A 15-242	Name:	Versaworks, Inc., Amendment No. 4
Type:	BoS Agreement	Status:	Consent Agenda
File created:	6/29/2015	In control:	Natividad Medical Center
On agenda:	7/14/2015	Final action:	
Title:	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 4 to the Agreement (A-11879) with Versaworks, Inc., for Professional Information Technology (IT) services at NMC, extending the Agreement an additional one year period for a revised term of November 1, 2010 through June 30, 2016 and adding \$1,074,500 for a revised total Agreement amount not to exceed \$9,903,874.		

Sponsors:

Indexes:

Code sections:

Attachments: 1. Board Report, 2. Attachment A to Board Report.pdf, 3. Versaworks Amendment 4.pdf, 4. Versaworks Amendments 1 through 3.pdf, 5. Versaworks original Agreement.pdf, 6. Versaworks Spend Sheet.pdf, 7. Completed Board Order

Date	Ver.	Action By	Action	Result
7/14/2015	1	Board of Supervisors		

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 4 to the Agreement (A-11879) with Versaworks, Inc., for Professional Information Technology (IT) services at NMC, extending the Agreement an additional one year period for a revised term of November 1, 2010 through June 30, 2016 and adding \$1,074,500 for a revised total Agreement amount not to exceed \$9,903,874.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 4 to the Agreement (A-11879) with Versaworks, Inc., for Professional Information Technology (IT) services at NMC, extending the Agreement an additional one year period for a revised term of November 1, 2010 through June 30, 2016 and adding \$1,074,500 for a revised total Agreement amount not to exceed \$9,903,874.

SUMMARY/DISCUSSION:

NMC's Transition to a Fully Staffed IT Department

NMC is in the process of reducing its reliance on independent contractors. NMC's goal is to fully staff its Information Technology ("IT") department with County employees wherever possible and to rely on the skills and expertise of independent contractors on a limited, project-specific basis when it is in the best interest of the County to do so.

Since the Board's July 2014 approvals, NMC has taken more determined measures than in prior years to increase success in NMC's recruitment efforts.

- During the summer of 2014, NMC IT Department hosted a university intern from California State University - Monterey Bay ("CSUMB"). The internship experience was intended to encourage a local university student to consider the public healthcare field in seeking out IT employment, NMC anticipates hosting another CSUMB intern this coming summer.
- In July 2014, NMC requested and the Board approved 6 new FTE IT positions bringing the total number of budgeted open

- positions to 14. NMC opened recruitment for these previously budgeted and new positions the same month.
- In February 2015, NMC opened recruitment for the Chief Information Officer (“CIO”) position.
 - In February 2015, staff of NMC IT and Human Resources (“HR”) attended a CSUMB hosted job fair for IT professionals to promote the presence of NMC and encourage job seekers attending the fair to consider the County of Monterey, especially NMC, as a potential employer.
 - In April 2015, NMC HR staff attended the Monterey Community job fair at the Portola Hotel in the City of Monterey, to encourage local job seekers to consider their employment opportunities at the County of Monterey/NMC.

As a result of these and other efforts, NMC filled one FTE position in September 2014, another FTE position in January 2015 and two additional FTE positions in March 2015. There are still currently 10 positions to fill.

Versawork’s Assistance With NMC IT Transition

NMC continues to enhance its information technology capabilities for its Electronic Medical Record and IT infrastructure. Over the next year, Versaworks will provide both clinical and non-clinical technical support resources which will include: Senior Network and VoIP Engineer, Principal Project Manager, Senior Database Administrator, Principal Security and Solutions Engineer. The Senior Network and VoIP Engineer will continue to manage and support our hospital Voice-Over-IP (VoIP) System. VoIP is NMC’s digital phone system implemented in 2011 and must have dedicated full time support. This network infrastructure is a critical backbone of the hospital operations. This position will manage and support the hospital wide Cisco VoIP network telephony computing systems. The Principal Project Manager will provide ongoing IT Operations project management. This position is responsible for managing the implementation and rollout of a number of applications and initiatives including new backup server technology, Netapps storage platform upgrade, Imprivata - NMC’s proposed single sign on software to improve security and end user work flow, and upgrades to VoIP, Bridgehead Meditech back up system, and NMC’s electronic faxing solution, Forward Advantage. The Principal Project Manager will also provide day to day IT Operations oversight. The Senior Database Administrator is key to all reports and database management. This position is responsible for managing and supporting multiple SQL database instances among various clinical and enterprise applications.

NMC is requesting the services of Versaworks Principal Security and Solutions Engineer to complete the Centers for Medicare and Medicaid Services (CMS) mandated annual Meaningful Use Security Assessment. NMC is required to perform annual security risk analysis to ensure Meaningful Use compliance. Per Meaningful Use guidelines, NMC must conduct or review a security risk analysis of certified EHR technology, including addressing encryption/security of data, and implement updates as necessary at least once prior to the end of the EHR reporting period. Refer to Attachment A of this Board Report for a description of Meaningful Use.

Versaworks is committed to NMC’s long range IT roadmap and by engaging Versaworks, important strategies and goals will be met. This Amendment No. 4 will ensure that the positions requested are available for NMC during the period of 7/1/15 through 6/30/16, in the event that the recruitment efforts are unable to locate IT professionals who are qualified to perform these services.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 4 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No. 4 has also been reviewed and approved by NMC’s Finance Committee on 3/26/15 and by its Board of Trustees on 4/3/15.

FINANCING:

The cost for this Amendment No. 4 is \$1,074,500 all of which is included in the Recommended Budget for Fiscal Year 2015-16. There is no impact to the General Fund.

Prepared by: Charles Harris, MD, 783-2785

Approved by: Gary R. Gray, DO, Interim Chief Executive Officer, 783-2504

Attachments:

Attachment A to Board Report: “Explanation and Description of Meaningful Use”

Versaworks Amendment No. 4

Versaworks Amendments 1 through 3

Versaworks Original Agreement

Spend Sheet

Attachments on file with the Clerk of the Board

