

SUMMARY OF DEPARTMENT OPERATIONAL SUPPORT CONTRACT REQUEST TO THE HEALTH COMMISSION

A DOS Contract is a Contract for the provision of goods or services that directly supports DPH's operations.

Contractor: Impact Advisors, LLC	Division/Section:	DPH
Address: 400 E. Diehl Road, Suite 190 Naperville, IL 60563	Deputy Director:	Jeff Scarafia
Contact: John Stanley Phone: 562-243-4937	DPH Administrator:	Gaurav Purohit ^{DS} GP
	Program Administrator:	Natasha Lalani Phone: 628-206-1142
	Contract Analyst:	Joanna Li Phone: 628-271-6154

Request for approval of a new contract with Impact Advisors, LLC to provide as needed specialized professional services to support Phase 3 of the Epic Electronic Health Record Implementation. Contractor will provide resources on an as needed basis. The total proposed contract amount is \$3,000,000, which may or may not be executed depending on the Department's needs and availability of resources. The total proposed contract includes a 12% contingency for the term of December 1, 2023 through November 30, 2028 (5 years).

Mark only one for each question below:

1. **Vendor Type** For Profit Non-Profit Government Entity
2. **Is the Vendor a CMD Certified LBE?** Yes No
3. **Purchasing Authority:** RFP SFGOV000007921 Sole Source GPO
4. **Does DPH have other existing contracts with this Vendor?** Yes No

If yes, approximately how many years has DPH been doing business with this Vendor? Provide explanation, as needed.

0 years

CONTRACT INFORMATION

Proposed Transaction

December 1, 2023 to November 30, 2028

FUNDING SOURCES:

General Fund	\$2,678,571.43
<u>TOTAL DPH REVENUES:</u>	\$2,678,571.43
12% Contingency Amount	\$321,428.57
<u>TOTAL CONTRACT AMOUNT WITH CONTINGENCY:</u>	\$321,428.57
<u>ANNUAL AMOUNT OF CONTRACT*:</u> <i>*Excludes one-time upfront/implementation costs.</i>	\$600,000

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PROPOSED BREAKDOWN OF ITEMS/SERVICES

Resource Description (As Needed Positions)	Not to Exceed Hourly Rate (Initial Term)
Project Director, Project Leadership	\$250.00
Revenue Cycle Apps Project Manager, Project Leadership	\$185.00
Acute Care Apps Project Manager, Project Leadership	\$185.00
Outpatient Apps Project Manager, Project Leadership	\$185.00
Ancillaries Project Manager, Project Leadership	\$185.00
Interfaces/Conversions Project Manager, Project Leadership	\$185.00
Technology Project Manager, Project Leadership	\$185.00
Project Manager, Project Leadership	\$165.00
Application Team Leads, Project Leadership	\$155.00
Operational Readiness/Change Management Leader, Project Leadership	\$190.00
Operational Readiness/Change Management Support, Project Leadership	\$165.00
Principal Trainer, Training	\$135.00
Credentialed Trainer, Training	\$95.00
EpicCare Ambulatory, Analysts - Ambulatory	\$145.00
Kaleidoscope Ophthalmology, Analysts - Ambulatory	\$145.00
Wisdom Dental, Analysts • Ambulatory	\$145.00
Wound Care, Analysts • Ambulatory	\$145.00
EpicCare Dialysis, Analysts - Ambulatory	\$145.00
Bones Orthopedics, Analysts - Ambulatory	\$145.00
EpicCare Link, Analysts - Ambulatory	\$145.00
MyChart, Analysts • Ambulatory	\$145.00
Compass Rose, Analysts - Ambulatory	\$145.00
Nurse Triage, Analysts - Ambulatory	\$145.00
EpicCare Urgent Care, Analysts • Ambulatory	\$145.00
Rehab, Analysts • Ambulatory	\$145.00
Dermatology, Analysts - Ambulatory	\$145.00
Cupid Cardiology, Analysts - Ancillary	\$145.00
Radiant Radiology, Analysts • Ancillary	\$145.00
Healthy Planet, Analysts - Ancillary	\$155.00
Beacon Oncology, Analysts • Ancillary	\$155.00
Research, Analysts - Ancillary	\$155.00
Dorothy Home Health, Analysts - Ancillary	\$155.00
Nurse Triage, Analysts • Ancillary	\$145.00
Campaigns, Analysts - Ancillary	\$145.00
Epic SMS, Analysts • Ancillary	\$145.00
Cheers, Analysts • Ancillary	\$155.00

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Radiant Mammography, Analysts - Ancillary	\$145.00
Beaker Clinical Lab, Analysts • Ancillary	\$145.00
Beaker Anatomic Pathology, Analysts• Ancillary	\$145.00
Total Professional Services	\$2,578,571
Travel Expenses (In Accordance with Appendix C Travel Policy)	\$100,000
Contingency 12%	\$321,428
Total Not to Exceed	\$3,000,000

Purpose of Contract and Company Information

Impact Advisors, LLC was selected as one of four highest ranking Contractors under RFP SFGOV000007921 Epic Phase 3 Specialized Consulting and Support for The Department of Public Health. Impact Advisors, LLC was selected for a task-based contract to aid DPH during Phase 3 of the Epic Implementation in the following areas: ambulatory, ancillary, inpatient, access, and revenue. Dependent upon whether the Contractor will bid on the individual tasks announced by DPH, Contractor may or may not be awarded Tasks within this RFP.

For more than 16 years, Impact Advisors, LLC have built a world-class team of multi-faceted, operationally experienced leaders and skilled Epic practitioners. Impact Advisors has worked with a broad range of clients on both large and small-scale Epic implementation projects and have assisted our clients by providing Epic program management oversight to ensure every step of the implementation stays on track, workflows are optimized to successfully transition to the new system.

Performance Monitoring:

The contract will be monitored in accordance with Hospital and network monitoring procedures by the Program Manager assigned to these services.

Health Equity and Inclusion Compliance:

The Contractor will provide necessary information to comply with the Department's Office of Health Equity (OHE) requirements and will align with the citywide efforts on contract equity as overseen by the Office of Racial Equity (ORE) in the Human Rights Commission.

Listing of CEO, Board of Directors, and Owners of 10% or More of the Firm:

CEO: Andy Smith

Board of Directors: Krista Hatcher, Mary Tolan, Jackson Lai, Larry Leisure, John Klare, Andy Smith, Pete Smith

Owners of 10% or more of the Firm: Impact Advisors Holdings, LLC is 100% owner of Impact Advisors LLC.