

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	Cornerstone Advisors Group, LLC	Division/Section	SFDPH, Information Technology
Address	4309 Hacienda Drive, Suite 150	Chief Operating Officer	Greg Wagner ^{DS} ER
	Pleasanton, CA	DPH Administrator	Eric Raffin ^{JS}
Contact	Isaac Ellis	Program Administrator	Jeff Scarafia Phone 628-206-1236
	Director Business Development,	Contract Analyst	Joanna Li Phone 415-554-2818
	Cornerstone Advisors Group, LLC		

Request for approval of a new contract with Cornerstone Advisors Group, LLC (Cornerstone), in the amount of \$3,500,000, to provide as-needed professional services in support of Phase 2 of The Electronic Health Record project. This request has an initial term of November 1, 2020 through October 31, 2023 (3 years). The contract has the option to extend the initial term for a maximum of (6 years, 72 additional months.) The full term of the contract including options is from November 1, 2020 to October 31, 2029.

Profit Non-Profit LBE RFQ- Number: 2-2020 Date: 2/26/2020
 New Renewal Mod Sole Source _____

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

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
	(New)	11/01/2020 – 10/31/2023	
Funding Sources:			
General Fund		\$3,125,000	
TOTAL DPH REVENUES		\$3,125,000	
12% Contingency Amount		\$375,000	
CONTRACT TOTAL		\$3,500,000	
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$1,166,666	
Agency Funds		-\$0-	
Contract FTE		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	N/A	Unduplicated		Initial Term
# of hours is dependent on tasks awarded, total shall not exceed \$3,500,000.				
Analysts for Epic EHR Modules (Epic Certified)	N/A		Actual	\$133
MS SQL Reporting (May not be Epic Certified)	N/A		Actual	\$125
Interface engine and HL7 services nto limited to experience with Lyni9ate Rhapsody (May not be Epic Certified)	N/A		Actual	\$133
Nextgate eMPI (May not be Epic Certified)	N/A		Actual	\$125
Microsoft Project (May Not be Epic Certified)	N/A		Actual	\$133
General Technical Analysts and Managers to Support Wave 2 Initiatives, Business, Systems or QA Analyst (Not Epic Certified)	N/A		Actual	\$110
Project Administrative Support	N/A		Actual	\$78
Project Coordinator (Junior Project Manager, May not be Epic Certified)	N/A		Actual	\$141
Manager – Project Managers, Application Coordinators, Other Managers	N/A		Actual	\$164
Travel	N/A		Actual	\$100,000

Explanation of Service Change and Variances:

This is a new contract.

Monitoring Report/Program Review & Follow-up:

The contract services will be monitored by The Department's Information Technology Unit. 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, as applicable, their cultural competency plan is current and in compliance with Departmental procedures.

Other Significant Issues:

Cornerstone Advisors Group, LLC (Cornerstone) was selected as a qualified proposer and placed in a pool of providers under RFQ-2-2020 Establishment Of Pre-Qualified Lists For Various Services In Support Of Phase 2 Of The Electronic Health Record Project, Category 1. The Department then issued a Request for Proposals to the qualified pool members for Category 1 (CAT1-P1-2-2020) of RFQ 2-2020 and Cornerstone was one of nine selected firms for a task based contract. Each of the selected firms specialize in one or more of the following services which were requested under Category 1: Specialized Consulting and Support Epic Electronic Health Record, IT Project Managers, Epic Certified Application analysts, Interface Engine engineers and business analysts experienced in HL7, MS SQL Reporting Analysts, EMPI Integration Analysts, and General Analysts/Managers with verifiable background and skills to support Epic Phase 2 Activities. Dependent upon whether Cornerstone bids on the individual Tasks assigned from the RFP, Cornerstone may or may not be awarded Tasks within this RFP.

Cornerstone has been recognized by KLAS through the years as an industry leader in planning & assessment, system selection and implementation and staffing service categories. Cornerstone retains some of the most experienced consultants in the industry. Cornerstone's Epic leadership team has been directing projects and managing Epic teams (both client and consultant) for the last 20 years. Comprised of former Epic employees, former Epic client employees and other career consulting leaders, the team possesses a thorough understanding of the Epic market and client objectives.

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

Listing of Board of Directors

Lena Kannappan
Shibu Kizhakevilayil
Vivek Prakash

There are no owners with 10% or more interest in the firm.

We are a wholly owned subsidiary of Healthcare Triangle, Inc which is a privately held company based in California

Executive Director :

Suresh Venkatachari, CEO

Recommendations:

The Department recommends approval of this contract.