



## Sole Source Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.

Health Information Exchanges (HIE) are systems which allow for real-time monitoring of chronic, acute, and other health conditions of interest; de-identified patient data reporting to third party systems; and allow health care professionals to appropriately access and securely share a patient's protected health information (PHI). Central Valley Health Information Exchange (CVHIE) will: (1) provide or arrange for provision of patient data transmission, allowing the Departments of Public Health and Behavioral Health to conduct searches for patients' data and to exchange patient data identified from those searches from a centralized computer system that facilitates sharing of patient data among healthcare facilities and providers; (2) receive funds deposited and directed by County to offset fees associated with adding new providers to CVHIE, retaining existing providers connected to CVHIE, and making improvements to the Central California Emergency Medical Services Agency's (CEMSA) pre-hospital data retrieval system and/or other CCEMSA fees. These funds may come from grant funding which may be awarded to all participating counties within the CVHIE and CCEMSA networks.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Central Valley Health Information Exchange; 5629 N. Figarden Drive Suite 101, Fresno, CA 93722.  
Contact: Michael Fernandez; (559) 324-6806; MFernandez@communitymedical.org

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The agreement is for a one year term with two, one-year optional renewals, with a not to exceed cost of \$950,000. This amount includes up to \$150,000 annually to be divided, as determined by the County, among all accounts identified in the Account Descriptions sheet attached to this sole source request (total of \$450,000 for a three-year term) except for the account titled "Specialized Funding for All Counties Participating in CVHIE". The Specialized Funding account may include a deposit(s) up to \$500,000 which may be provided to CVHIE in one lump sum in any single year, or a portion of the \$500,000 may be provided to CVHIE during multiple years, up to a total of \$500,000 for the term of the agreement.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.

Health information exchanges (HIE) are the most comprehensive type of shared health data system using individual patients' health information and allowing tracking of patient treatment and outcomes across various facilities and providers that utilize the HIE. CVHIE is the only HIE serving Fresno County and the surrounding counties (Kings, Madera, Tulare). Members include: nine hospitals, five clinics/provider networks and Tulare County. Fresno County is an affiliate member. The clinics are in 47 locations, and the provider network includes numerous physicians at multiple locations. (Note: In 2016, Public Health submitted a similar Sole Source Acquisition Request identifying Inland Empire Health Information Exchange (IEHIE) as the only existing HIE serving Fresno County and surrounding counties. At that time CVHIE was in contract with IEHIE to utilize IEHIE's technology infrastructure to facilitate the storage and transmission of data for CVHIE members. Because of this, Public Health contracted directly with IEHIE for its services. IEHIE is no longer affiliated with CVHIE and is not connected to any CVHIE members' systems. Public Health desires to contract directly with CVHIE at this time and will utilize a new technology infrastructure service provider selected by CVHIE.)

5. Explain why the unique qualities and/or capabilities described above are essential to your department.

Health information exchanges allow health care professionals and providers to appropriately access and securely share a patient's protected health information (PHI) electronically, meeting HIPAA Privacy and Security and Meaningful Use requirements. An HIE is a repository that will benefit local healthcare providers and hospitals by making health information available to providers to decrease medical errors and improve patient outcomes. It will allow the County to partner with universities, hospitals and other interested parties to investigate health outcomes in Fresno County. Additionally, an HIE will allow the Departments of Public Health and Behavioral Health to monitor, in real-time, health conditions that significantly impact the quality of life of Fresno County resident for the targeted application of educational interventions and materials, managing communicable diseases (eg. TB), and outreach for conditions.

6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.

There are a limited number of HIEs serving California and only one serving the Central Valley, CVHIE, of which the County of Fresno is already an affiliate. As indicated, CVHIE was previously affiliated with IEHIE for use of its technology infrastructure. That relationship has ended, and CVHIE is assessing its options for partnering with other existing HIEs for the technology infrastructure needed for storing and sharing data and resources by CVHIE members.

Additionally, the County investigated building and maintaining its own HIE through issuance of RFP No. 962-5233 in 2014. Bids received ranged from a low of \$746,694 to a high of \$3,922,815 for acquisition, implementation and first year of annual maintenance. The RFP review committee concluded that no bidder could be selected due to the costs, which significantly exceeded available funds at that time and exceed available funds today.

dschmidt 11/26/2018 3:37:47 PM

Requested By:

Senior Staff Analyst

Title

[\[✕ Sign\]](#) Double click!

**I approve this request to sole source for the service(s) and/or product(s) identified herein.**

dpomaville 11/30/2018 4:49:40 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 12/3/2018 7:54:30 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!