



Emergence Health Network

El Paso Center for Mental Health/Intellectual Disabilities

201 E. Main Suite 600
El Paso, TX 79901
(915) 887-3410
Fax: (915) 774-0201

ADDENDUM

To: All Interested Proposers

From: Diana Billingsley

Date: November 10, 2016

Subject: **Electronic Health Record Consultant Services RFP #17-002 Addendum I**

This addendum includes responses to all questions submitted and minutes from the pre-bid conference that was held Tuesday, November 8, 2016.

Any questions or additional information required by interested vendors must be emailed to bidquestions@ehnel Paso.org . RFP number and title must be on the “Subject Line” of the email. Attempts to circumvent this requirement may result in rejection of the proposal.

RFP No. 17-002
Electronic Health Record Consultant Services
Pre-Bid Conference Minutes

Venue: Emergence Health Network (EHN) Administrative Offices Building | 201 E. Main Suite 600, El Paso, TX 79901
Date: November 8, 2016
Time: 3:00 p.m. MST

**Pre-bid conference was also available through teleconference. **

The following were present from EHN:

- Kristi Daugherty, Chief Executive Officer
- Juan Gonzalez, Chief Information Officer
- Noe Vargas, Clinic Manager
- David Puentes, Chief Operating Officer of IDD Services
- Chrystal Davis, Chief Operating Officer of Diversion Services
- Roxie Samaniego, Interim Chief Financial Officer
- Angel Marcelo Rodriguez-Chevres, Chief Medical Officer
- Ashley Sandoval, Chief Operating Officer of MH Services
- Rene Navarro, Chief Compliance Officer
- David Baquera, Chief Operating Officer of Addiction Services
- Tewiana Norris, Chief Nursing Officer

Representatives of the following companies attended the pre-bid conference through the teleconference option:

- Brooke Clippinger | Open Minds
- Kyle Hazelrigg | Avirovha Consulting Group
- Bob Bundi | Rokay Services
- Sue Herrman | InfoWorks Inc.
- Jennifer Vincent | Berrydunn
- Sarah Ovarzey | Health Management Associates
- Steve Aspling | HCI
- Renee Andrews | HCI

The queries raised by the bidders during the pre-bid conference of November 8, 2016 and via subsequent emails up till November 7, 2016 and clarifications with regard to bid documents for the procurement of Electronic Health Record Consultant Services are given as under:

Question Raised	Reply/Clarification
<i>Are you looking for one specific consultant to come in or for a firm to provide multiple consultants?</i>	This is up to the bidders.
<i>Does the individual that is brought in have to have references in the mental health space or does the firm?</i>	The consultant that is brought in needs to have experience in the mental health space.
<i>Is it a disqualifier if the bidder does not have experience in the behavioral health space even if there is plenty of experience implanting EMRs?</i>	It is not a disqualifier but it will not help either.
<i>In the evaluation criteria, having experience in mental healthcare, is this particular criteria weighed against the candidates put forth or against the firm?</i>	The candidates put forth.
<i>Are you looking for a fixed price bid or time and materials?</i>	We prefer a fixed price.
<i>If looking for a fixed price, the scoring criteria states data migration, eforms conversion which seems more of implementation, where do we foresee the end deliverable</i>	We are looking for the experience that the bidder has in those areas specifically to planning and implementation.

<i>would be for this engagement, final selection or does it take it through implementation?</i>	The project does end when the vendor is selected.
<i>In the RFP response if we have implementation experience in the behavioral health space, you would like to see that as part of the resume?</i>	Correct.
<i>Are you also looking for someone to assist you through the contracting phase? Expectation is that there will be a selecting process and then a contracting process, correct?</i>	Yes.
<i>What importance do you place on the selection of the consultant with experience in government or is it more important to have experience in contracting as it relates to behavioral health?</i>	It is very important to have someone on board that has experience in all of the areas specified in the RFP. The environment is changing for many of the behavioral health centers therefore we need to be looking beyond mental health and looking into mental health, primary care, and addiction services coming together under one umbrella, this is critical.
<i>So, you are looking for a solution and someone who has experience in a behavioral health organization that is also moving into an integrated care space?</i>	Yes.
<i>Is EHN in the process of becoming a CCBHC (Certified Community Behavioral Health Clinic) state private site or applying for that in the future?</i>	We were not selected as one of the pilot groups for the state, however, we are pursuing that model and we will plan to apply in the future.
<i>At what stage is EHN in regards to the requirements gathering stage?</i>	We have done some of it already but would like for the consultant to enhance the work that has been completed already. A checklist has been created of items we believe are important for the next EHR to have. This list will be posted under our Procurement Tab at www.emergencehealthnetwork.org titled "RFP 17-002 Checklist".
<i>Bid talks a lot about COGS, can you please elaborate on what you are looking for as far as the bid process as far as the breakdown of COGS?</i>	Cost will be reviewed on the total fixed price cost in comparison, some weight will be related to cost. As far as the detail of COGS, we will look at the fixed price and the breakout of the cost as they are submitted. Only comparing cost versus cost.
<i>In the General Provisions section it states e-mailed proposals will not be accepted, however, the checklist at the end of the RFP it does talk about emailing the RFP response in addition to a hard copy. Would like clarification on that.</i>	The General Provisions has a typo, a hard copy still has to be submitted but we would also like a copy emailed to rfp@ehnel Paso.org . Please submit in both formats.
<i>General Provision section 23.B. talks about executing a performance bond, would you please clarify what you are looking for?</i>	This question will be referred to legal and will be posted in the Addendum. Response from legal: This typically comes up in construction contracts. This this is not for a construction contract, then the potential vendor can ignore it.
<i>In looking for the new EHR, are you considering the waterfront of the particular vendors that can handle the space or are you going to narrow it down to a couple or is that part of the system selection process, don't know if you have an idea of some already?</i>	The scope of the work entails that we look at everything that is out there and we then narrow it down to a couple for demos and then select from there.
<i>Have you seen any demonstrations from any system vendors?</i>	We have spoken to about 6-7 of them just to see who they were and what they had to offer but we have not received any official demos. We do currently have an EHR, it is Anasazi from Cerner but we are trying to move away from it.
<i>Do you have specific issues with your current Cerner solution?</i>	They are not integrated.
<i>The goal and the reason for the change is because of the move to integrated services more so than any driving factor?</i>	Yes and the user friendliness of it. Medical staff have difficulty in navigating it, you cannot open multiple

	<p>windows, it requires you to enter a password about 6 times to go from one page to the next, it doesn't allow for a flow that we would prefer at the clinics.</p> <p>We are not able to get the data in regards to outcomes to be able to compete in the environment of value based purchasing market.</p>
<p><i>Are you looking for an enterprise wide solution or are there opportunities in your selection for integration to existing systems or tie ins with other clinics, etc.?</i></p>	<p>We would prefer the enterprise wide option.</p>
<p><i>Is geography and experience within that geography an important factor?</i></p>	<p>It is important for the consultant to have worked in Texas because of the reporting we have to do so that they are familiar with it. We definitely need help and guidance with that so if they have experience in the state it will help them a great deal.</p>

The bidders were informed that the minutes of the pre-bid conference and any requested attachments shall be published on the website of Emergence Health Network.

In case of any further information/clarification, they may send email and ask through bidquestions@ehnel Paso.org, individual visits are not entertained before November 15, 2016.