

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF THE COUNTY OF SAN BERNARDINO  
AND RECORD OF ACTION**

August 20, 2019

**FROM**

**WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center**

**SUBJECT**

Amendment to Contract with Gartner, Inc.

**RECOMMENDATION(S)**

Approve **Amendment No. 1** to **Contract No. 18-644** with Gartner, Inc., effective August 20, 2019, to increase the amount by \$905,022 from \$630,500 to \$1,535,522, and to extend the term an additional two years for a total contract period of August 21, 2018 through August 20, 2022, to expand the scope of work to include Enterprise Resource Planning Detailed Requirements Gathering and Electronic Health Records Implementation Support, with no other changes to the contract.

(Presenter: William L. Gilbert, Director, 580-6150)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Provide for the Safety, Health and Social Service Needs of County Residents.**

**FINANCIAL IMPACT**

Approval of the recommendation will not result in the use of Discretionary Funding (Net County Cost), as the additional cost of \$905,022 is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Approval of the necessary budget adjustment's to the Arrowhead Regional Medical Center's 2019-20 budget is not requested at this time, but will be included on a future quarterly countywide budget report presented to the Board of Supervisors for approval.

**BACKGROUND INFORMATION**

Approval of the recommendation will allow Arrowhead Regional Medical Center (ARMC) to continue to use the independent and objective third party consultant with the resources, experience and expertise to develop a detailed business capability model for Enterprise Resource Planning (ERP) component requirements to replace the current Electronic Health Records (EHR) system's (Meditech) ERP functionality. Currently, ARMC uses the ERP functionality in Meditech to track general ledger, inventory, and fixed assets and the County-wide SAP for procurement. ARMC can leverage the existing SAP system as a replacement for the current Meditech ERP with a cost savings, as the cost to use SAP for this purpose is less than purchasing a separate new ERP system.

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In addition, approval of the recommendation will allow ARMC to expand Gartner, Inc's (Gartner) current services to assist with the implementation of the new EHR system. Initially, the focus was to aid ARMC with the EHR selection process. Under the expanded scope of work, Gartner will provide ARMC with program management for quality assurance, risk and progress assessment reporting prior to critical execution of project milestones, and technology knowledge transfer and capacity building during implementation of the new EHR system at ARMC.

Continued use of consultant services will ensure the success of the EHR implementation by making sure the system is designed, configured and deployed on time, within budget, with high quality, and with the full scope of planned functionality.

**PROCUREMENT**

During 2003, the California County Information Services Directors Association (CCISDA) solicited bids for industry research firms to obtain better volume pricing through consolidating government demand for services. As a result of this process, Gartner was selected to provide technology advisory services. In order to provide reduced rates for these services, Gartner requested that one of the CCISDA members administer a contract with them for the benefit of all CCISDA members, including San Bernardino County. The County of Ventura assumed this role and contracted with Gartner.

The initial three-year contract between Gartner and the County of Ventura ended in 2006, but has been renegotiated and extended each year thereafter. In 2017, the County of Ventura ended their role as fiscal agent for the contract and no longer assesses an administrative fee. Members pay Gartner directly for their subscriptions but are still able to benefit from the County of Ventura's contract.

On August 21, 2018 (Item No. 4), the Board approved Agreement No. 18-644 with Gartner to provide consulting services for a new Electronic Health Record System in the amount of \$630,500 for the period of August 21, 2018 through August 20, 2020 with the option to extend an additional one year term. ARMC pursued Gartner to extend an additional two year term for this recommendation.

Purchasing concurs with the continued non-competitive justification of specialized credentials for the Department's agreement with Gartner.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Bonnie Uphold, County Counsel, 387-5455) on July 26, 2019; Purchasing Department (Ricardo Salazar, Supervising Buyer, 387-2060) on July 26, 2019; Finance (Amanda Trussell, Principal Administrative Analyst, 387-4773) on August 7, 2019; and County Finance and Administration (Katrina Turturro, Deputy Executive Officer, 387-5423) on August 7, 2019.

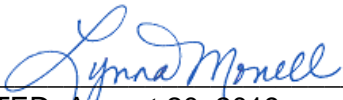
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Record of Action of the Board of Supervisors  
County of San Bernardino

**APPROVED (CONSENT CALENDAR)**

Moved: Josie Gonzales   Seconded: Dawn Rowe  
Ayes: Janice Rutherford, Dawn Rowe, Curt Hagman, Josie Gonzales  
Absent: Robert A. Lovingood

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: August 20, 2019



cc:    ARMC- Gilbert w/agree  
      Contractor- C/O ARMC w/agree  
      File- w/agree  
la     08/22/2019