

## REQUEST FOR PROPOSAL

Hospital: Lane Regional Medical Center  
Address: 6300 Main Street  
City: Zachary  
State: Louisiana Zip: 70791  
Proposal Due: 12/06/2013  
Time: 8:00 am

Submitted package should be addressed to:

Lane Regional Medical Center  
Attn: Rhonda Ancar, Director of Materials Management  
6300 Main Street  
Zachary, LA 70791

The objective of this Request for Proposal (RFP) is to assist in selecting an Enterprise Business Intelligence and Decision Support system with capability to assist with the CMS Meaningful Use Measures. This system must be capable of extracting seamlessly from Meditech's Data Repository as well as 3<sup>rd</sup> party systems.

All hardware and software requirements should be individually specified. If your application has the ability to be used remotely, please document all appropriate costs and equipment. Your company must identify each piece of equipment and interfaces necessary for your system to be fully integrated and operational.

### Hospital Information

Lane Regional Medical Center is a primary care not-for-profit hospital located in Zachary, LA. Lane is licensed for 140 beds, including a 30 bed rehabilitation center, and accredited by the Joint Commission on Accreditation for Health Care Organizations and the State of Louisiana.

Current HIS system is Meditech Magic 5.64 with Magic 5.66 in Test phase.

Vendor Information

1. Name and address of your company:  
*Medisolv*  
*10440 Little Patuxent Parkway*  
*Suite 1000*  
*Columbia, MD 21044*
2. Please indicate the name, title, address, phone, and email address of the company's primary representative/contract.  
*Andrew Haslam*  
*Vice President of Sales*  
*10440 Little Patuxent Parkway*  
*Suite 1000*  
*Columbia, MD 21044*  
*ahaslam@medisolv.com*
3. Is your company privately or publicly owned?  
*Private*
4. How long has your company been in the business of developing and marketing your products?  
*14 Years*
5. How many people does your company employ?  
*50*
6. Does your company support formal user groups?  
Yes ☐ No ☒
7. What is the estimated initial training time? Describe the recommended process.  
Training below is broken down by module.

***RAPID (BI)*** – *This is a two day onsite training that is broken down by department. Training schedule will be developed between vendor and client to maximize the number of end users that can attend the training.*

***Encor (MU)*** – *User training is handled in a 90 minutes online training session. The use of the product is very simple. However there will be additional time devoted to the proper data capture of Clinical Quality data elements in order to meet CMS specifications.*

**Encor (Core Measures)** - Medisolv will conduct one half day training session geared towards training abstractors. This will be done once all abstractions with previous vendor have been completed. Additionally there will be an additional webex training for the reporting section that will be about 30 days post abstractor training.

8. How is your product licensed? Site: ☒ Concurrent: ☐ User: ☐ Other: ☒  
*RAPID is licensed per facility and has an annual support fee.  
Both Encor for Core Measures and Encor for Meaningful Use have an implementation fee with an annual per measure or measure set fee.*

9. Explain how your system integrates/interfaces with Meditech systems:  
*Medisolv sits a datamart(s) on top of the Meditech DR. We have preset extract, transform and load processes that move the de-normalized data from DR to the normalized Medisolv datamart. This allows for extremely quick response times for end users.*

10. Does your system work with data received from other systems? Explain:  
*Depending on the data source, Medisolv has multiple options to pull in 3<sup>rd</sup> party data. If there is direct access to a third party database, we can pull those tables and fields directly into reports. In the event that it is not accessible, those data elements would need to be moved off into an alternate location where we can pick up the data. In some cases we can point our data mart to alternate data sources. However it may be necessary to build a custom report using or combining 3<sup>rd</sup> party data.*

11. Can your system build reports from multiple databases (ex: GE, Meditech)?  
Yes ☒ No ☐  
*Data from multiple DB's can be utilized but it is possible they would need to be put into a custom report. All custom reports can be published with-in the framework of our solutions.*

12. Is access to data fields real-time? Yes ☒ No ☐

*Please note that the standard Medisolv datamart updates once per day. However when the need arises for data to be delivered more frequently, we can access the DR directly or (if the data is complex) we can use a smaller datamart that updates more frequently.*

13. Can you drill down to the transaction level from all reports? Yes ☒ No ☐

14. Are standard reports delivered with the system: Yes ☒ No ☐

15. Explain the report distribution options:

*Report Modules, Sub Modules and individual reports (whether standard or uploaded SQL reports, Word, Excel , PDF or web content) can be distributed to groups and/or individual end users.*

16. How is user access controlled?

*Users are brought into the system through Active Directory. Once in the system access controls are controlled on a few different levels.*

*All GL and HR/Payroll access will be driven by Meditech dictionaries. This is provided you have been granted access in Medisolv. Report Modules, Sub Modules and individual reports (whether standard or uploaded SQL reports, Word, Excel , PDF or web content) can be distributed to groups and/or individual end users. Additionally, PHI is always protected by default and drill down pathways are controlled as well.*

17. Does your system integrate with Active Directory? Yes ☒ No ☐

18. How are your licenses structured?

***RAPID*** - The ability to utilize reports with in the system is a standard end user function. However they can only access what has been granted to them by the Admin. Admin rights are granted to those individuals who will control access, access audit trail reports, impersonate users etc.

***Encor (MU)*** – Access is broken down into three categories. Report access is the most common access and is given to the Quality Department to review results for MU Measures. Data access is given to departments such as Pharmacy to allow them to update mapping codes (i.e. Rx Norm). Admin access is given to IT and has access to everything with in the application.

***Encor (Core Measures)*** – Access is broken down in to three categories. Abstractors are granted access to complete abstractions and view reports. Department managers can view reports only. Admin access allows you to view reports, view abstraction sheets and any admin reports as well.

19. Please describe what percentage of your system can be handled via a web browser? 100%

20. Please describe your current capabilities for supporting mobile device access?

*All applications will work on a mobile device. Our Dashboard module is specifically designed to be utilized on all tablets.*

21. Describe systems ability to meet external regulatory and accreditation data reporting (CMS Quality Measures, Joint Commission, Meaningful Use, etc.)

*Medisolv is ORYX (TJC) certified and is licensed to submit directly to CMS for Core Measures. We are certified for all available Core Measure Sets. Medisolv is certified for all 29 CQM's for Meaningful Use.*

22. What is your process for maintaining compliance with coding changes (ICD-9 to ICD-10) and other regulatory changes that impact quality reporting (Value Based Purchasing)?

*Medisolv is live in the Canadian market place which uses ICD 10's. We continually update all specifications (i.e. Readmits, HAC's AHRQ etc)*

23. Explain the services you provide for data migration and training:

*Medisolv does not migrate any data per say. Any data you wish to move into the Meditech DR would be done on the Meditech side. Thus, allowing us to pick it up in our data mart.*

24. Explain where and how training is accomplished

*RAPID (BI) – Medisolv provides a two day onsite training that is broken down by department. Training schedule will be developed between vendor and client to maximize the number of end users that can attend the training.*

*Encor (MU) – User training is handled in a 90 minute online training session. The use of the product is very simple and does not require extensive training sessions. However any additional training sessions can be provided at no additional charge. However there will be additional time devoted to the proper data capture of Clinical Quality data elements in order to meet CMS specifications.*

*Encor (Core Measures) - Medisolv will conduct one half day training session geared towards training abstractors. This will be done once all abstractions with previous vendor have been completed. Additionally there will be an additional webex training for the reporting section that will be about 30 days post abstractor training.*

If your system is broken down into separate modules, please issue the pricing for each module separately with a brief explanation of how that module relates to the questions in this document.

***RAPID*** is Medisolv's BI tool used for reporting of both Financial and Clinical data. It utilizes end user friendly Views and OLAP Cubes that allow the end user to access data. Therefore significantly reducing IT's role in report writing. Additionally Medisolv's View Builder allows hospitals to create their own views. They can decide what data fields, filters and calculations they want to include for end user selection.

License = \$42,000

Annual Support = \$9,000 (waived for the first year)

***Encor (Core Measures)*** – Medisolv's Encor is certified to submit data to both TJC and CMS. Encor integrates with MEDITECH to capture all ADM and coded ABS data. Patients that qualify to be abstracted in Encor auto populate the abstraction list with no need for file submissions or interfaces. Encor abstraction work sheets utilize a "skip logic" to increase abstractor productivity. Once cases are completed, all data flows into both reports and dashboards that can be distributed to others within the organization. This means no extensive delays in compliance rates.

Implementation = \$10,000

Support and Submission Fees = \$33,000 (based on minimum required Measure Sets)

First year reduced by 50% (\$16,500).

***Encor (Meaningful Use)*** = Medisolv's Encor for Meaningful Use is certified for all 29 CQM's as well as containing all Functional Core and Menu Set Measures. Medisolv's implementation fee covers complete Current State, Gap Analysis and Recommendations for proper workflows within the MEDITECH system. The application itself does not just reveal numerators, denominators etc., it shows you exactly what data elements were used when including a patient in a population as well as showing you exactly where and why someone fell out of the numerator.

Implementation = \$18,500

Annual Support and Submission Fees = \$12,000 (based on minimum required Measures)

Please include the following:

Overall cost of the system

License and Implementation = \$80,500

Annual Support and Submission Fees = \$54,000 (First year Support and Submission = \$28,500)

*Cost for training = Cost for onsite RAPID travel and living. Medisolv will adhere to LRMC's Travel Policies.*