

EAST HAWAII REGION
NOTICE & REQUEST FOR SOLE SOURCE

- 1. TO: Regional Chief Executive Officer
- 2. FROM: Kris Wilson, Chief Information Officer

Pursuant to East Hawaii Region Policy, PUR 005, the Department requests sole source approval to purchase the following:

3. Description of goods, services, or construction:

Epic Enterprise Software Suite, including but not limited to: Core Clinical, Specialty, Ancillary, Order Entry/CPOE, Clinical Documentation, MAR, Interdisciplinary Care Plans, Clinical Pathways, Bugsy Infection Control, Clinical Case Management, Willow Inpatient Pharmacy, Inventory Supply Tracking, ICU, HIM Deficiency Tracking, HIM Release of Information (including Chart Gateway), ASAP Emergency Department, EpicCare for Hospital Outpatient Services, EpiCare Ambulatory EHR suite, Beacon Oncology, Revenue Cycle, Patient Access, Patient Flow, Foundation, Analytics, Population Health.

4. Vendor Name: Epic Software Address: 1979 Milky Way, Verona, Wisconsin 53593	5. Price: <u>\$ 35,183,689</u>
6. Term of Contract: From: 07/2024 To:07/2029 (mm/dd/yyyy)	7. Prior Sole Source Ref No. <u> N/A </u>

8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities:

Epic is the largest EHR vendor in acute hospitals, encompassing approximately 38% of the market nationwide. Epic is also the system of choice for the largest health systems in Hawaii including Hawaii Pacific Health, Queens Health Systems, and Kaiser. Sharing records between East Hawaii's current EHR vendor MEDITECH and Epic is difficult and must be done manually through records requests and printing/scanning/faxing records between entities.

In addition, Epic's capabilities include:

Epic's interoperability framework facilitates seamless integration enabling secure data exchange with other healthcare providers, laboratories, pharmacies, and health information exchanges. This interoperability will improve care coordination and enhance patient safety.

Epic's scalable architecture can accommodate our expanding needs to include utilizing artificial intelligence, incorporating telemedicine capabilities, or adapting to regulatory changes. Furthermore, Epic's flexibility allows for extensive customization to align with our unique workflows and requirements, ensuring that the EMR system evolves with our organization.

Epic is widely recognized as a leader in the EMR industry, with a proven track record of successful implementations in large healthcare organizations.

9. Essential Features: How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:

Epic software is widely used in all large hospitals in Hawaii. The consistent use of this software would enhance patient transfers to these facilities, improve information sharing, and provide better patient care. Epic is also the largest EHR vendor in the nation training approximately 90% of all new residents. Retraining staff to use a different EHR other than Epic is often met with resistance and lengthens the onboarding process.

10: Sole Source No. 24-0009

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because:

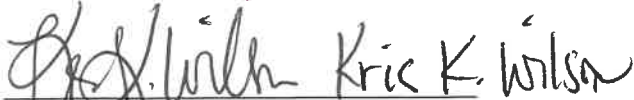
The HHSC East Hawaii region currently uses the electronic health record (EHR) software MEDITECH, No other hospital in the state uses this vendor making it difficult to share information between healthcare organizations.

12. **Direct any inquiries to:**
Department: Contract Management
Contact Name/Title: Sam Nelson, Regional Contract Officer

13 Phone Number: 808-932-3113
Fax Number: 808-932-2879

Expenditure may be processed with a purchase order: Yes No If no, a contract must be executed
Agency shall ensure adherence to applicable administrative and statutory requirements.

14. *I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.*


Department Head (sign and print name)

4/23/24 Date

Reserved for RCEO/Designee Use Only

15 Date Notice Posted: _____

Submit written objections to this intent to issue a sole source contract within five (5) calendar days or as otherwise allowed from the above posted date to: Regional Chief Executive Officer
East Hawaii Region
1190 Waiuanue Ave.
Hilo, Hawaii 96720

16. Regional Chief Executive Officer's comments:

17.

- APPROVED DISAPPROVED
 NO ACTION REQUIRED

Regional Chief Executive Officer Date