

EAST HAWAII REGION
NOTICE OF AND REQUEST FOR EXEMPTION
FROM COMPETITON

EX- 15-0007

1. TO: Regional Chief Procurement Officer
 2. FROM: Gary L. Callahan, Senior Contract Manager

Department/Division/Agency

Pursuant to East Hawaii Region Policy PUR 017, the Department requests a procurement exemption to purchase the following:

3. Description of goods, services or construction:
 This new Agreement is to assist HMC in optimizing the revenue cycle to drive cash & push toward best practice performance metrics. Primary Goals are: Reduce AR Performance to the right level in advance of ICD-10 Go-Live; Improve Cash Posting function; Install a “clean & current” campaign to expedite RC performance ahead of 10/15; Maintain patient access processes & improvements & Continue Business Office leadership & support role development.

4. Name of Vendor: The Advisory Board Company Address: 2445 M Street, NW Washington, DC 20037	5. Price: \$ 1,000,000.00
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6. Term of Contract: From: 6/30/15 To: 6/30/16	7. Prior Exemption Ref. No. N/A
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8. Explanation describing how procurement by competitive means is either not practicable or advantageous to the State:
 The Advisory Board Company was originally hired as a contractor via a professional services solicitation. Their firm has gotten to know our systems for revenue cycle over the past several years. They have provided best practices and educated our staff to dramatically improve their collections, claims processing times. No other vendor could come in and move our Business Office beyond where they now are, without spending months learning all the changes and continue forward to maximize performance on the same track.

9. Details of the process or procedures to be followed in selecting the vendor to ensure maximum fair and open competition as practicable:

 East Hawaii Region Policies allow for fair and open competition for all vendors. In this instance, as the encumbent vendor has years of experience in the development and performance enhancement of the Business Office & Accounts Receivable Dept. no other vendor could come in and take these sections to "the next level" without a major amount of "ramp up" time which would not yield the same results.

10. A description of the agency's internal controls and approval requirements for the exempted procurement:
 East Hawaii Region has established policies and procedures to ensure that exemptions are not requested or approved without proper justification. East Hawaii consistently follows correct procurement policies and is fair and equitable to all interested parties.

11. A list of agency personnel, by position, who will be involved in the approval process and administration of the contract:

Name	Position	Involvement in Process	
Dan Brinkman	Chief Executive Officer	<input checked="" type="checkbox"/> Approval	<input type="checkbox"/> Administration
Money Atwal	Chief Financial Officer	<input checked="" type="checkbox"/> Approval	<input type="checkbox"/> Administration
Gary L. Callahan	Senior Contract Manager	<input type="checkbox"/> Approval	<input checked="" type="checkbox"/> Administration
		<input type="checkbox"/> Approval	<input type="checkbox"/> Administration
		<input type="checkbox"/> Approval	<input type="checkbox"/> Administration
		<input type="checkbox"/> Approval	<input type="checkbox"/> Administration

12. Direct inquiries to:
 Department: Contracts Management
 Contact Name: Gary L. Callahan
 Phone Number: (808) 932-3112
 Fax Number: (808) 933-2793

13. This exemption should be considered for list of exemptions in to Chapter 3-120, HAR: YES NO
 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 and correct.*



 Department Head

 Date June 26, 2015

Reserved for RCPO/Designee Use Only

15. Date Notice Posted 06/29/2015

The Head of the Purchasing Agency is in the process of reviewing this request for exemption from East Hawaii Region Procurement Policies. Submit written objections to this notice to issue an exemption from East Hawaii Region Procurement Policies, within seven (7) calendar days or as otherwise allowed from the above posted date to: Regional Chief Procurement Officer

East Hawaii Region
 1190 Waianuenue Ave.
 Hilo, Hawaii 96720

Regional Procurement Officer's comments:

16. APPROVED DISAPPROVED

 Regional Chief Procurement Officer Date