

EAST HAWAII REGION
NOTICE & REQUEST FOR SOLE SOURCE

1. TO: Regional Chief Executive Officer

2. FROM:

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:

The consultant will create a Revenue Cycle Optimization (RCO) tool aimed at enhancing the billing and coding processes for pharmaceuticals.

4. Vendor Name: Pharmacy Healthcare Solutions, Ltd

Address: 1 West First Avenue, Conshohocken, PA 19428

5. Price:

\$ 700,000

6. Term of

Contract: From: 11/1/2023
 (mm/dd/yyyy)

To: 10/31/2028

7. Prior Sole Source Ref No.

N/A

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

Pharmacy Healthcare Solutions, Ltd. (Amerisource) will develop a web-based dashboard and analytics tool, which will serve as the Revenue Cycle Optimization (RCO) solution. This tool will be seamlessly integrated with electronic data interchange files. It is designed to offer real-time data access, enabling insights into order composition, workflow, coding processes, and their impact on reimbursement. The goal is to assist HMC in identifying opportunities for revenue recovery and margin improvement.

In addition, a dedicated RCO Business Coach will be responsible for evaluating HMC's pharmaceutical revenue cycle data. This analysis will cover areas such as pharmacy charge capture, revenue reconciliation, site of care, payer reimbursement, and various analytics associated with both descriptive and predictive benchmarking. The overarching objective is to identify and maximize revenue cycle opportunities.

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

In 2000, Amerisource acquired Pharmacy Healthcare Solutions as part of their strategy to enhance the range of services offered to their clients. Amerisource serves as HMC's pharmaceutical wholesale distributor, accounting for over 85% of our pharmaceutical purchases. Their system manages the ordering and expense tracking processes. The collaboration between Amerisource and Pharmacy Healthcare Solutions brings valuable expertise that can help identify cost savings through improved coding and billing optimization.

10: Sole Source No. _____

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because: *We were unable to identify an alternative vendor that possesses the same level of expertise and an established working relationship with HMC's primary pharmaceutical supplier, Amerisource.*

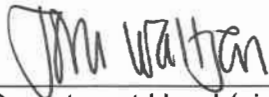
12. **Direct any inquiries to:**
Department: Administration
Contact Name/Title: Joni Waltjen/CFO

13 Phone Number:
(808)932-3111

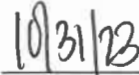
Fax Number:

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)



Date

Reserved for RCEO/Designee Use Only

15 Date Notice Posted: 11/1/23

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 Waianuenue Ave.
Hilo, Hawaii 96720

16. Regional Chief Executive Officer's comments:

17.

APPROVED DISAPPROVED
 NO ACTION REQUIRED

Regional Chief Executive Officer

Date