Little Colorado Medical Center

Response to the Unconnected Healthcare Providers Health Information Exchange Grant Program

Total Requested Amount $99,955

Co-applicant Winslow Indian Health Care Center

November 12, 2012

Prepared by Michael Howard

Chief Information Officer

Little Colorado Medical Center

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Winslow, Arizona 86047

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DUNS number - 020124798

Project Description and Partner Relationship/Collaborative Structure

Little Colorado Medical Center (LCMC) is a 25 bed Critical Access Hospital (CAH) in Winslow, Arizona serving patients that live roughly 50+ miles from the nearest major Medical Center (Flagstaff Medical Center). The purpose of the CAH is to serve patients on a limited basis and offer only the services that are vital in the community. The areas surrounding LCMC are very remote and it is not unusual for patients to travel 3-4 hours to seek care at LCMC. Patients having additional medical needs are typically transferred to Flagstaff Medical Center and sometimes to hospitals in the Phoenix area. LCMC also has a symbiotic relationship with the Winslow Indian Health Care Center (WIHCC), providing patient care to the Winslow population which is 23% Native American. Patients are cared for in the WIHCC clinics, referred or transferred to LCMC for inpatient care needs, and then seen for follow up in the WIHCC clinics. Patients also present to the newly remodeled Emergency Department. Care is either rendered at LCMC and patients are released or patients are stabilized and transferred to larger hospitals by ambulance or helicopter. LCMC currently utilizes many forms of patient information transfers with its strategic health care partners including fax, paper pick-up or delivery, telemedicine connections, Direct exchange (secure email transfers) and some electronic interfaces. Health Information Exchange (HIE) is a worthy goal and is in line with LCMC's vision of the highest quality patient care. It will allow the hospital to better serve its patient population, forge greater bonds with government and private partners whose purpose is to fulfill the same vision and gain from efficiencies and cost savings. Due to the different business needs of LCMC's strategic partners a blended/hybrid information exchange involving different tools and different operational phasing will need to be taken. A planning process to coordinate HIE and establish this longer term operational phasing is needed to merge our accomplishments to date with future HIE initiatives.

Little Colorado Medical Center is located in Navajo county in the north eastern side of Arizona. The closest higher level care hospitals are located in Flagstaff or Show Low Arizona. The area is remote with scattered populations over large geographic spaces. The Winslow Chamber captured the essence of Winslow in this statement "Winslow today is timeless... Due to its location and the influence of the railroad industry, Winslow is a combination of cultures...European, Native American, Hispanic, Asian, Black, and Anglo American... all blended together to share a strong sense of community pride …. The casual lifestyle in Winslow is peaceful and relaxed...set in an overall atmosphere of warmth and hospitality... We like to say that we're The City of Ten Thousand Friendly Faces." The population of Winslow is approximately 34% White, 23% Native American and 32% Hispanic. The WIHCC treats the Native American residents, and in this group, approximately 40% are below the federal poverty level. LCMC provides care to all who seek care in their facility and wrote off $567,064 in charity care last fiscal year. The median income in Navajo County is $33,310 and, unemployment is over 14%. Although the railroad is still a major business in the area, tourism is also important due to the close proximity to the Grand Canyon, the Petrified Forest, the Meteor Crater, the Hopi Cultural Center and Canyon De Chelly National Monument. The traveler and tourist often seek care in LCMC due to the remoteness of the area and it is not uncommon to have international patients present in emergency situations.

LCMC's vision of HIE is to improve the care of its patients both at its location and when their patients are cared for in their partners facilities; to capitalize on efficiencies gained; and to reduce costs of equipment and supplies required by the processes that HIE will replace. When patients go between two or more medical facilities/providers there is always the potential that their medical record does not follow or their records get held up/lost in administrative processing. Good patient care requires all the facts based on a patient's past medical history. When vital records are omitted, poor, redundant and even sometimes deadly patient care takes place. HIE addresses this problem by giving automatic access to vital patient records and providing a complete

more longitudinal view of the patients' medical history no matter where they receive care. The majority of the patient population in Winslow is consistent year after year, families remain in the area and patient care records can contain the patient's life history. There are chronic diseases that plague the patient population such as asthma, diabetes, obesity, alcoholism, drug addiction and heart disease. A longitudinal record of care for these chronic patients can add significant health information for care givers regardless of location. LCMC currently employs a large HIM staff that spend their days receiving, scanning, importing, copying, distributing and faxing records to help with the transfer of information across entities. Information exchange would take the lion's share of this load and allow LCMC to repurpose employees to higher value positions. LCMC also pays a large sum for equipment acquisition, equipment maintenance as well as materials such as paper and toner to fulfill our manual information exchange operations. HIE would reduce LCMC's cost of operations by reducing and in many cases eliminating those costs all together. The accuracy and timeliness of the information would also increase with the HIE. The benefits of HIE are too great for LCMC to ignore with limited staff, and increasing health care demands the HIE would allow more complete information to be readily available no matter the location of the patient care.

LCMC has already begun HIE with the WIHCC using the Direct Exchange program supported by Inpriva. The Indian Health Service Electronic Health Record (IHS EHR) is able to produce a Continuity of Care Document (CCD) that can easily be sent to other facilities using Direct Exchange. Multiple other IHS sites have patients admitted to LCMC and therefore this approach of information exchange could be expanded to those sites. Direct would also be used as a first step to connect other critical specialty physicians in the area to the hospital, and since Direct is a statewide initiative, the ability to share patient records with hospitals in Phoenix could be implemented. This first stage of using Direct Exchange is quick to implement, minimal cost to operate and allows the providers to focus on establishing an adoption procedure to facilitate patient information transfer. Unfortunately, Direct is not HIE in its ultimate goal, it does not integrate patient records into a receiving Electronic Health Record. IHS currently is unable to participate in the state HIE due to software limitations. Therefore, at this time the Direct Exchange approach is the only viable means of achieving information exchange with IHS service locations. The current implemented approach of Direct with WIHCC has some latency issues however, when providers pull up documents that have been sent from LCMC. WIHCC has their documents remotely hosted in Nashville, Tennessee so users experience 3-5 minute response time when trying to save or access documents that have been sent from LCMC. This connection is unreliable and has an unacceptably high downtime rate. One of the first steps to correct this workflow issue is to implement a server locally in Winslow to allow for quicker, more efficient access of the patient information.

The second stage of HIE for LCMC would be participation in the Health Information Network of Arizona (HINAZ). LCMC's participation in HINAZ could replace the Direct Exchange method with other participating HINAZ members, but would not affect participation with IHS or other non HINAZ participating physicians using Direct. The HINAZ participation for LCMC could expand the information shared to include health plan information, any statewide initiatives that focus on chronic disease management, pharmacy records from other locations and reference lab results. To move to this phase of HIE, LCMC would need operational planning to ensure the correct procedures are in place both in sending information to HINAZ and in receiving information from HINAZ. There are also membership fees to participate and the interface to HINAZ needs to be completed after LCMC implements their new McKesson Paragon Electronic Health Record.

The Unconnected Providers Health Care Health Information Exchange Grant Program will assist LCMC with it's HIE goals in multiple ways. First the strategic initiative of HIE will be analyzed and planned in more detail. Although early positive steps have been taken, analysis is needed to determine the workflow issues of
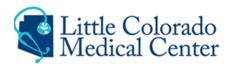
sending and receiving different subsets of data, potential partners' requirements need to be correlated and prioritized, and more comprehensive implementation steps need to be determined with resources defined. The process of sending the transition of care documents needs to be streamlined and verified against measurable goals prior to progressing to larger volumes of patient document transfers. LCMC and WIHCC estimate that 7 patient admits are done per day from WIHCC and 210 transitions are expected per month between the entities. The initial analysis and subsequent HIE planning will be completed to develop a comprehensive roadmap of the detailed HIE needs of LCMC partners including types of information exchanges desired and their value, workflow changes in support of the determined information exchanges, sequenced steps to achieve the most valuable exchanges determined, and longer term connections that can replace or augment the first phase of HIE. Secondly the grant would assist LCMC with the Direct Exchange deployment and focus on streamlining the procedures around the exchange in all providers' offices including correcting the latency issues with WIHCC providers. This focus on adoption procedures will increase efficiency and accuracy of the patient record exchange but will also pave the way for more complex information exchange in future stages. The grant funds will help engage experts in the area of workflow and information exchange to assist LCMC with faster adoption. Finally the grant will identify the need, timeframe and fund the initial participation in HINAZ. In the planning process it will be determined if joining HINAZ is a viable longer term strategy that could replace or augment the Direct Exchange information sharing. The timeframe of moving to HINAZ will be analyzed because it needs to be synchronized with the implementation of LCMC's new McKesson EHR in June of 2013. If timeframes coincide with the grant timeframes, funds will be used to subscribe for the first year to HINAZ, plan for the timing of implementation, and develop workflow changes associated with participation in HINAZ. The last stage of HIE will be implemented after the grant timeframe but funds will be used to plan the progression and details associated with direct interfaces for lab results between LCMC's Orchard Laboratory System, the HINAZ and/or to providers directly.

Little Colorado Medical Center will act as the fiscal agent for this project and Michael Howard, Chief Information Officer will serve as the project lead (see attached resume in Appendix B). Mr. Howard's time will be used to insure compliance to the grant requirements, maintaining momentum of the project timeline, insuring equitable treatment of the physician partners, clear communication of status to LCMC executive and operational teams, and complete and thorough implementation of the technical components including security. Mr. Howard will be responsible for any site visit requirements of the grant program as well as monthly project status and budget / expense monitoring. The Winslow Indian Health Care Center is a co-applicant and Peter Vermilyea, Clinical Applications Coordinator, is the contact person (see attached letter of support in Appendix A).

At completion of the grant timeframe a successful project will include a HIE strategic plan that outlines how HIE will be modified and coordinated to improve care treatment and access to vital care information. The plan will also list expansion opportunities and milestones to achieving that expansion both in the Direct Exchange initiative as well as with HINAZ. The end of the grant period will also see accomplishments in exchanging live transition of care documents with WIHCC within improved access timeframes and reliability of the hardware used to exchange this information. And finally the end of the grant period will bring sign up and beginning implementation interfaces to activate and use HINAZ for information exchange with other hospitals and providers. The project team associated with HIE at LCMC involves multiple layers. First the executive decision making team is Jeff Hamblen CEO, Charles Crownhart CFO and Michael Howard CIO. The HIE team will consist of Michael Howard CIO, a new clinical business analyst from LCMC, Danette Placios Clinic Director, Marie Lopez Director HIM, Paula Dunn and John Hoyt InTech Health Ventures and Peter Virmilyea WIHCC Clinical Applications Coordinator.

Project Work Plan

ID	Task Name	Duration	Start	Finish	Resource Names	January – July (Gantt)
1	**HIE Strategic Planning**	**45 days**	**Tue 1/1/13**	**Mon 3/4/13**		
2	Hire Business Analyst	23 days	Tue 1/1/13	Thu 1/31/13	Michael Howard	Michael Howard
3	Clarify all participants with agreements	20 days	Tue 1/1/13	Mon 1/28/13	InTech Health Ventures,HIE team	InTech Health Ventures,HIE team
4	Define data elements and use cases	9 days	Mon 1/7/13	Thu 1/17/13	InTech Health Ventures,HIE team	InTech Health Ventures,HIE team
5	Define measurable value for LCMC and partipants	10 days	Mon 1/21/13	Fri 2/1/13	InTech Health Ventures,HIE team	InTech Health Ventures,HIE team
6	Define workflow milestones	10 days	Mon 2/4/13	Fri 2/15/13	InTech Health Vent	InTech Health Ventures,HIE team
7	Determine hardware / software issues	10 days	Mon 2/4/13	Fri 2/15/13	Michael Howard	Michael Howard
8	Define implementation stages with milestone metrics	10 days	Mon 2/18/13	Fri 3/1/13	InTech Health Ventures,HIE team	InTech Health Ventures,HIE team
9	Presentation to Senior Management	1 day	Mon 3/4/13	Mon 3/4/13	Executive Team	Executive Team
10						
11	**Phase 1 - Direct Expansion**	**86 days**	**Tue 1/1/13**	**Tue 4/30/13**		
12	Implement WIHCC server	54 days	Tue 1/1/13	Fri 3/15/13	Peter Virmilyea	Peter Virmilyea
13	Review current participants pros and cons	17 days	Fri 2/15/13	Mon 3/11/13	HIE team	HIE team
14	Implement / expand particpants and categories	40 days	Mon 2/4/13	Fri 3/29/13	HIE team	HIE team
15	Purchase Direct Exchange account	5 days	Mon 2/11/13	Fri 2/15/13	Michael Howard	Michael Howard
16	Improve workflow issues	22 days	Mon 3/18/13	Tue 4/16/13	HIE team	HIE team

ID	Task Name	Duration	Start	Finish	Resource Names	January	Februar	March	April	May	June	Jul
17	Review implemented participants value metrics	10 days	Wed 4/17/13	Tue 4/30/13	HIE team					HIE team		
18	Presentation to Senior Management	1 day	Tue 4/30/13	Tue 4/30/13	Executive Team					Executive Team		
19												
20	**Phase 2 - HINAZ implementation**	**76 days**	**Fri 3/15/13**	**Fri 6/28/13**								
21	Subsribe to HINAZ	11 days	Wed 5/1/13	Wed 5/15/13	Executive Team						Executive Team	
22	Define workflow issues with patients	14 days	Thu 5/16/13	Tue 6/4/13	HIE team						HIE team	
23	Define work flow issues with HINAZ / participants	14 days	Mon 5/27/13	Thu 6/13/13	HIE team						HIE tea	
24	Determine data elements and use cases	20 days	Mon 5/20/13	Fri 6/14/13	HIE team						HIE tea	
25	Create interface to/from McKesson / HINAZ	30 days	Mon 5/20/13	Fri 6/28/13	Michael Howard							Mi
26	Test interface	5 days	Mon 6/24/13	Fri 6/28/13	Michael Howard							Mi

Task		External Milestone	◆	Manual Summary Rollup	
Split	....	Inactive Task		Manual Summary	
Milestone	◆	Inactive Milestone	◇	Start-only	⊏
Summary		Inactive Summary		Finish-only	⊐
Project Summary		Manual Task		Deadline	⬇
External Tasks		Duration-only		Progress	

Project: Little Colorado HIE Grant
Date: Tue 11/13/12

The HIE status will be communicated weekly to the Executive Team and major milestone decisions are anticipated on completion of the HIE Strategic plan and then again at the end of the Direct Exchange Expansion. Deliverables of the project are:

1. HIE Strategic Plan – This plan will clarify the key stakeholders of HIE, what data elements they want to exchange and the processes to support those exchanges. The plan will also determine which method is the preferable exchange mechanism: Direct HINAZ or direct interfaces. The plan will have measureable milestones regarding implementation timeframes and the technical tasks to achieve implementation.
2. Direct Expansion – This step will coincide with the planning step with first implementing a workflow solution of the new server to improve exchange between WIHCC and LCMC. This improvement will be evaluated and measured for success at the end of the project. The second component of the Direct Expansion will be to increase the use of Direct Exchange accounts among other providers. The targeted providers will be defined in the above plan and implementation will occur in this step.
3. HINAZ implementation – the final step will be to subscribe to HINAZ, define workflow and begin implementation of an interface from the hospital EHR McKesson Paragon.

Line Item Budget

Task Name	Matching funds	Grant Funds	Category
Overall Grant Management • Recruit / Hire Business Analyst	$25,000	$20,000	Salary & Fringe
HIE Strategic Planning • HIE Strategy Planning		$10,000	Consultant Services
Phase 1 - Direct Expansion • Server implementation at WIHCC	$25,000	$50,000	Equipment – see attached quote Appendix C for $138,366
• Inpriva year cost for Direct accounts		$4,080	Software – see attached quote Appendix D
Phase 2 - HINAZ implementation • Subscription to HINAZ		$15,875	One time license fee for Q1 – see attached quote Appendix E
Total	$50,000	$99,955	

Budget Narrative

Salary and Fringe Benefits
LCMC has plans to recruit and hire a clinical business analyst that can lead the HIE efforts and whose primary responsibilities would be to negotiate workflow issues, handle technical problems and facilitate the expansion of HIE with WIHCC and other providers. Salary is projected between $36,000 and $40,000 annually with a 25% benefits allocation. The business analyst will be dedicated full time to this project equating to 40 hours per week at a rate of $21.63 with benefits. Michael Howard and the rest of the HIE team (3 people) will also

allocate their time to this project at 10 hours per week each; their average rate is $36.06 with benefits totaling 624 hours in the grant period. Recruitment of the clinical business analyst has already begun and if the position is not filled during the grant timeframe then Michael Howard will be acting in this capacity and his hour allocation will increase to 40 hours during this time period, as will the other HIE team members . The projected dollar figure is an estimate but will not exceed this amount in the grant request. Any additional cost will be paid by LCMC operationally. Grant funds would be used for a portion of this cost and LCMC would be responsible for the remainder of the cost as their matching funds for the six month time period of the grant.

Consultants/Contracted Services

InTech Health Ventures is a Direct Technical Assistance Provider for the Arizona Regional Extension Center. InTech has been working with Little Colorado Medical Center to help them choose an Electronic Health Record for their hospital and will work with them to reach and attest to Meaningful Use. InTech principles each have over 20 years' experience in hospital IT management, physician clinic EHR software and operational management and strategic planning. The HIE strategic plan would be facilitated by InTech Health Ventures with the involvement of LCMC, WIHCC and key non-employed physicians in Winslow. The plan will include a requirements definition and use cases for HIE, measurable value to participants, prioritization of participants and their key information requirements, an implementation plan and options to achieve the deliverables. InTech was chosen to work on this project based on our past experiences with their work and the interaction they have already had with our systems and physician community. HIE strategy plan is estimated at 50 hours at $200/hour. The consultant fee would be paid through Grant funds.

Equipment

WIHCC has received a hardware quote in the amount of $138,366 (see attached quote Appendix C) to purchase and implement a new server housed in Winslow that will correct and/or greatly reduce the latency time of retrieving transition of care documents sent from LCMC via Direct Exchange. Currently WIHCC utilizes a server located in Nashville, Tennessee to store these documents. The average time to save or retrieve these documents is 3-5 minutes. This delay greatly impacts the HIM clerks' efficiency, as well as the ability for WIHCC physicians to deliver informed care within a reasonable timeframe. The addition of the server will improve the response time and allow for greater expansion of documents to be shared. $50,000 of this quote will be funded by the grant funds and the remainder will be matching funds and WIHCC responsibility. Only $25,000 is listed as matching since the remainder of $63,366 will be paid by WIHCC operationally.

Software

This line item outlines prepayment of Inpriva's annual license and support fees for 20 Direct Exchange accounts for two years (see attached email in Appendix D). The first year of license and support fees was free to LCMC by signing up through the Arizona Regional Extension Center. That allowed LCMC and WIHCC to implement HIE between their two companies and develop workflow exchanges between them. This software line item will allow LCMC to maintain and expand the Direct Exchange concept with other providers and health centers around Northern Arizona, and cover additional costs after the initial fee trial. This cost will be covered by grant funds.

The first quarter subscription fee to HINAZ is quoted at $15,875. This is the only HINAZ quarterly fee that LCMC thinks it can implement in the timeframe of the grant funds due to the implementation of LCMC McKesson Paragon EHR. After the EHR goes live then interfaces for McKesson and Orchard Laboratory would need to be purchased and implemented to establish the linkages to and from HINAZ. This is estimated to be completed after the grant timeframe so is not included in these cost projections. The ongoing subscription fees

(Q2-4) for HINAZ are not included since they also are outside of the grant timeframe. The first quarter fees would be part of LCMC matching funds (see attached quote in Appendix E).

Matching Funds requirement

The matching funds requirement is shared by LCMC and WIHCC. LCMC will be responsible for hiring and paying the business analyst to assist with HIE implementations. LCMC will be responsible for the salary and fringe benefits over the grant requested funds of $24,920. If the business analyst cannot be hired in the grant's timeframe, then Michael Howard will be acting as the project lead for HIE and a portion of his salary and fringe benefits will be allocated to the grant and matching funds not to exceed the identified amounts. LCMC will also be responsible for paying the first quarter of the subscription to HINAZ in the amount of $15,875.

WIHCC matching funds will cover the difference of the cost of purchasing and implementing the new server for Direct Exchange documents. The estimated amount of matching funds is $25,000. WIHCC is also responsible for paying a matching portion of the HIE planning consultant fee of $4,000.

<u>Appendices</u>

    A. **Letters of support from co-applicants – Winslow Indian Health Care Center**
    B. **Michael Howard resume**
    C. **Equipment quote**
    D. **Software quote**
    E. **HINAZ license, implementation fee, and letter of support**

Appendix A – Letter of Support from Co-applicant

WIHCC
Winslow Indian Health
Care Center

500 North Indiana Avenue
Winslow, Arizona 86047

October 31, 2012

Re: Unconnected Healthcare Providers Health Information Exchange Grant Program

Arizona Department of Administration
100 N. 15th Avenue
Phoenix, AZ 85007
Conference Room 300 (3rd Floor)

To Whom It May Concern:

This letter is to indicate support for the Winslow Indian Health Care Center's participation in the Unconnected Healthcare Providers HIE Grant Program (#2012-ASET-HIE-01), in conjunction with the Little Colorado Medical Center. Successful awarding of this grant, will allow the WIHCC to perform efficient bi-directional health information exchange of patient care summaries with the LCMC and other health care facilities in northern Arizona. The WIHCC will provide the necessary matching funds as described in the application to implement this project.

Sincerely,

Peter Vermilyea, PharmD.
Clinical Applications Coordinator
Grants Coordinator
peter.vermilyea@wihcc.org

Phone: (928) 289-   Fax: (928) 289-

Appendix B – Project Manager resume

Michael Howard

1718 N Fort Valley Rd.
Flagstaff, AZ 86001
(928) 310-9244
Michaelhoward2104gmail.com

Highlights include:

- Years of successful experience implementing, managing and supporting multiple types of health information technology including RIS, PACs, LIS, HIS, Practice Management, Electronic Medical Record, Patient Portal, Provider Portal, SQL based analytics tools
- Broad understanding of how the future structure of healthcare and government regulations (Accountable Care Organizations, Patient Centered Medical Homes, Meaningful Use (CPOE, Med Rec, etc.) and PQRS) impact health information systems
- Working experience deploying and testing HL7 interfaces
- Ability to translate business requirements and turn them into HIS solutions
- Proven leadership from project level to functional level
- Proven project management skills
- Proven communications skills with the ability to speak technical with programmers and technicians and also the ability to translate technical information in a manner that fits audiences from providers to CEOs

Work Experience

Chief Information Officer

08/2012 – Present, Little Colorado Medical Center, Winslow, AZ

Hired to develop and implement an I.T. strategy that would help the hospital maximize ROI on technology dollars spent.

Selected Contributions:

- Managed HIS system selection and contract negotiation
- Managed system selection and implementation of hospital wide LMS
- Mentored employees and developed improvement plans to maximize their productivity

Managed Physician I.T. team

Physician I.T. Leader/Project Manager

4/2011 – 08/2012, Northern Arizona Healthcare, Flagstaff, AZ

Hired to manage legacy EMR systems and to manage the selection and implementation of new system. Created and managed community I.T. outreach team.

Selected Contributions:

- Managed, designed, trained and implemented Patient Centered Medical Home with BCBS of AZ
- Product managed provider based portal for 3 hospitals
- Designed, trained and implemented ambulatory order entry system
- Project managed the selection and implementation of ambulatory EMR to 100 plus providers
- Managed Physician I.T. team

Implementation Specialist

2/2005 – 4/2011, Sage Software, Tampa, FL

Managed the implementation and training of RIS, LIS, PACs, EMR, Patient Portal and Practice Management systems. Also utilized as a work flow consultant and as an analytics consultant.

Selected Contributions:

- Managed hundreds of successful implementations
- Called in to fix implementations that went wrong
- Trained user groups of varying size and audiences(Providers, CEOs, Check in staff, etc.) with great success
- Only implementation specialist in the company to be cross trained in all products
- Developed custom analytics reports for clients that R&D could not produce
- Hired out as a consultant to help resolve challenging HIS issues from work flow to analytics reporting

HIT Consultant

1/2007 – Present, Self Employed, Flagstaff, AZ

Consulted in multiple medical practices in varying degrees. I never once solicited this work. All work came to me via word of mouth.

Selected Contributions:

- Developed complex reporting structure for Radiology client to jumpstart their marketing program
- Developed and deployed patient portal for a chain of pain management clinics
- Developed meaningful use plan for Urology client that has had all participating providers paid for MU stage one
- Managed deployment of EHR for web based medical practice

Education

2/2002 – 6/2006, DeVry University, Federal Way, WA

- Bachelor of Science in Computer Information Systems

Currently, Project Management Institute, Phoenix, AZ

- Project management certification course

Appendix C – Hardware Quote for Winslow Indian Health Care Center

Hewlett Packard Company

SEWP IV Quote # : **IMG110112VEA**	**Sales Contact:** Vance Adler 720-733-0861
Issue Date: **November 1, 2012**	**Technical Contact:** Eric Watson 919-805-3868
Quote Expiration: Quote Expires 60 Calendar Days after Issue Date	

Ordering Address:
Hewlett-Packard Company
Federal Program Office
13600 EDS Drive
Herndon, VA 20171

Solution: **VistA Imaging (Budgetary Quote Only)**	
Site Name: **Indian Health - Winslow Imaging**	
Attn: **Alden Anderson**	

FAX or EMAIL all Purchase Orders NASA SEWP IV Program Office
NASA SEWP IV FAX # 301-286-0317
NASA SEWP IV EMAIL: sewporders@sewp.nasa.gov
Contract Reference: HP SEWP IV Contract No. NNG07DA17B

Payment Terms: Acceptance of the equipment for payment purposes is deemed at the time the equipment is delivered at the destination designated on the purchase order. Payment is to be made 30 days from receipt of a proper invoice after delivery of equipment in accordance with the contract terms and conditions of the SEWP IV Contract, NNG07DA17B (The payment terms are in accordance with the Prompt Payment Act - 31 U.S.C. 3903), despite any other terms included on the purchase order or any services included on the purchase order. If services are procured on a purchase order, including installation, a separate invoice will be generated after those services are rendered and should be paid 30 days after receipt of a proper invoice.

VistA Imaging

Line Item	Part Number	Description	Qty	Unit List Price	Adj %	Item Net Amount	Extended Net Amount	Comments & Notes
		Option 1 - VistA Imaging EVA P6300 SAN Configuration - 8TB usable RAID5 storage, expandable to 20TB (FED-xxxxx)						
		HP 10K Series Rack with TFT7600 and 16-port CAT5 KVM Sw.						
1	BW904A	HP 642 1075mm Shock Intelligent Rack	1	1,899.00	30.00%	1,329.30	1,329.30	
2	BW904A-001	HP Factory Express Base Racking Service	1	300.00	30.00%	210.00	210.00	
3	ZU708A	HP Rack Customization Package	1	425.00	30.00%	297.50	297.50	
4	AZ870A	HP TFT7600 G2 KVM Console Rackmount Keyboard US Monitor	1	1,699.00	30.00%	1,189.30	1,189.30	
5	AF617A	HP Server Console 0x2x16 Port Analog Switch	1	1,099.00	37.00%	692.37	692.37	
6	AF426A	HP R5500 3U NA/JP UPS	2	3,099.00	30.00%	2,169.30	4,338.60	
7	252663-D72	HP 24A High Voltage US/JP Modular PDU	2	299.00	30.00%	209.30	418.60	
8	BW932A	HP 600mm Jb Rack Stabilizer Kit	1	229.00	30.00%	160.30	160.30	
9	BW930A	HP Air Flow Optimization Kit	1	99.00	30.00%	69.30	69.30	
10	BW906A	HP 42U 1075mm Side Panel Kit	1	399.00	30.00%	279.30	279.30	
11	AF054A	HP 10642 G2 Sidepanel Kit	1	359.00	30.00%	251.30	251.30	
12	365403-B21	HP 1UCbl Mgmt Arm Kit	1	99.00	30.00%	69.30	69.30	
13	263474-B23	HP IP CAT5 Qty-8 12ft/3.7m Cable	2	43.00	30.00%	30.10	60.20	
14	AF603A	HP KVM USB2 1 PK Interface Adapter	16	129.00	30.00%	90.30	1,444.80	
		HP DL360G7 SAN Management Server						
15	579237-B21	HP DL360G7 CTO Chassis	1	1,441.00	25.00%	1,080.75	1,080.75	
16	588072-L21	HP E5620 DL360G7 FIO Kit	1	599.00	30.00%	419.30	419.30	
17	500656-B21	HP 2GB 2Rx8 PC3-10600R-9 Kit	3	110.00	30.00%	77.00	231.00	
18	512545-B21	HP 72GB 6G SAS 15K 2.5in DP ENT HDD	2	289.00	30.00%	202.30	404.60	
19	532066-B21	HP DL360G6 12.7mm SATA DVD Kit	1	90.00	30.00%	63.00	63.00	
20	462967-B21	HP 512MB P-Series BBWC Upgrade	1	299.00	30.00%	209.30	209.30	
21	503296-B21	HP 460W HE 12V Hotplt AC Pwr Supply Kit	2	249.00	30.00%	174.30	348.60	
22	A8003A	HP FC2242SR PCI-e DC HBA	1	1,780.00	37.00%	1,121.40	1,121.40	
23	534516-B21	HP PL Foundation Pk Single Rel FIO SW	1	1.00	30.00%	0.70	0.70	
		HP DL380G7 Cluster Servers						
24	583914-B21	HP DL380G7 SFF CTO Chassis	2	1,591.00	25.00%	1,193.25	2,386.50	
25	587476-L21	HP E5620 DL380G7 FIO Kit	2	599.00	30.00%	419.30	838.60	
26	587476-B21	HP E5620 DL380G7 Kit	2	599.00	30.00%	419.30	838.60	
27	500656-B21	HP 2GB 2Rx8 PC3-10600R-9 Kit	6	110.00	30.00%	77.00	462.00	
28	512545-B21	HP 72GB 6G SAS 15K 2.5in DP ENT HDD	4	289.00	30.00%	202.30	809.20	
29	481041-B21	HP Slim 12.7mm SATA DVD Optical Kit	2	90.00	30.00%	63.00	126.00	
30	462967-B21	HP 512MB P-Series BBWC Upgrade	2	299.00	30.00%	209.30	418.60	
31	A8002A	HP FC2142SR 4GB PCI-e HBA	4	1,140.00	37.00%	718.20	2,872.80	
32	503296-B21	HP 460W HE 12V Hotplg AC Pwr Supply Kit	4	249.00	30.00%	174.30	697.20	
33	534516-B21	HP PL Foundation Pk Single Rel FIO SW	2	1.00	30.00%	0.70	1.40	
34	C7539A	HP Ethernet 7ft CAT5e RJ45 C/O Cable	1	4.70	30.00%	3.29	3.29	

Hewlett Packard Company

SEWP IV Quote # : **IMG110112VEA**	**Sales Contact:**	**Vance Adler 720-733-0861**
Issue Date: **November 1, 2012**	**Technical Contact:**	**Eric Watson 919-805-3868**
Quote Expiration: Quote Expires 60 Calendar Days after Issue Date		

Ordering Address:
Hewlett-Packard Company
Federal Program Office
13600 EDS Drive
Herndon, VA 20171

Solution: **VistA Imaging (Budgetary Quote Only)**
Site Name: **Indian Health - Winslow Imaging**
Attn: **Alden Anderson**

FAX or EMAIL all Purchase Orders NASA SEWP IV Program Office
NASA SEWP IV FAX # 301-286-0317
NASA SEWP IV EMAIL: sewporders@sewp.nasa.gov
Contract Reference: HP SEWP IV Contract No. NNG07DA17B

Payment Terms: Acceptance of the equipment for payment purposes is deemed at the time the equipment is delivered at the destination designated on the purchase order. Payment is to be made 30 days from receipt of a proper invoice after delivery of equipment in accordance with the contract terms and conditions of the SEWP IV Contract, NNG07DA17B (The payment terms are in accordance with the Prompt Payment Act - 31 U.S.C. 3903), despite any other terms included on the purchase order or any services included on the purchase order. If services are procured on a purchase order, including installation, a separate invoice will be generated after those services are rendered and should be paid 30 days after receipt of a proper invoice.

VistA Imaging

Line Item	Part Number	Description	Qty	Unit List Price	Adj %	Item Net Amount	Extended Net Amount	Comments & Notes
	HP DL360G7 Gateway Servers							
35	579237-B21	HP DL360G7 CTO Chassis	2	1,441.00	25.00%	1,080.75	5,148.50	
36	588072-L21	HP E5620 DL360G7 FIO Kit	2	599.00	30.00%	419.30	838.60	
37	500656-B21	HP 2GB 2Rx8 PC3-10600R-9 Kit	6	110.00	30.00%	77.00	462.00	
38	512545-B21	HP 72GB 6G SAS 15K 2.5in DP ENT HDD	4	289.00	30.00%	202.30	809.20	
39	532066-B21	HP DL360G6 12.7mm SATA DVD Kit	2	90.00	30.00%	63.00	126.00	
40	462967-B21	HP 512MB P-Series BBWC Upgrade	2	299.00	30.00%	209.30	418.60	
41	503296-B21	HP 460W HE 12V Hotplg AC Pwr Supply Kit	4	229.00	30.00%	160.30	641.20	
42	534516-B21	HP PL Foundation Pk Single Rel FIO SW	2	1.00	30.00%	0.70	1.40	
	HP EVA P6300 Storage Subsystem							
43	QK739A	HP 6300 EVA FC SFF Combo Fact Kit	1	16,000.00	45.00%	8,800.00	8,800.00	
44	AJ840A	HP M6625 SAS 2.5 Inch Drive Enclosure	1	4,326.00	45.00%	2,379.30	2,379.30	
45	QR478A	HP M6625 900GB 6G SAS 10K 2.5in HDD	24	1,995.00	45.00%	1,097.25	26,334.00	
46	T5494G	HP P6000 CV V9.4 RSM V5.3 Media Kit	1	125.00	45.00%	68.75	68.75	
47	T5505H	HP P6000 SmartStart V3.4 Media Kit	1	125.00	45.00%	68.75	68.75	
48	AJ836A	HP 5m Multi-mode OM3 LC/LC FC Cable	8	95.00	45.00%	52.25	418.00	
49	AM866A	HP 8/8 Base (0) e-port SAN Switch	2	3,499.00	37.00%	2,204.37	4,408.74	
50	AJ716A	HP 8Gb Shortwave B-series FC SFP+ 1 Pack	16	199.00	37.00%	125.37	2,005.92	
51	BK840A	HP 5m Premier Flex LC/LC Optical Cable	14	109.00	37.00%	68.67	961.38	
	HP MSL4048 LTO4 Tape Library							
52	AJ038A	HP MSL4048 2 LTO-4 Ultrium1840 FC TP Lib	1	13,999.00	30.00%	9,799.30	9,799.30	
53	AM495A	HP 1/8 G2 and MSL Encryption Kit	1	2,500.00	30.00%	1,750.00	1,750.00	
54	C7978A	HP Ultrium Universal Cleaning Cartridge	1	98.15	46.00%	53.00	53.00	
55	Q2009A	HP LTO4 Ultrium RW Bar Code Label Pack	1	92.99	45.00%	51.14	51.14	
56	C7974A	HP LTO4 Ultrium 1.6TB RW Data Tape	48	59.68	45.00%	32.82	1,575.36	
57	221692-B22	HP 5m Multi-mode OM2 LC/LC FC Cable	2	95.00	30.00%	66.50	133.00	
	HP 3Yr Support Plus 24 SVC w/DMR Service							
58	HG930A3#7G3	Proliant ServerDL38x HWSupport	2	1,262.00	25.00%	946.50	1,893.00	
59	HG930A3#7G2	Proliant Server DL36x HW Supp	3	1,029.00	25.00%	771.75	2,315.25	
60	HG930A3#80K	MSL4048 Library Support	1	5,120.00	25.00%	3,840.00	3,840.00	
61	HG930A3#Q99	P6300 EVA Dual Cntrl CV Combo Kit JWSupp	1	5,163.00	45.00%	2,839.65	2,839.65	
62	HG930A3#Q25	P6300/P6500 Drive Enclosure JW Supp	1	452.00	45.00%	248.60	248.60	
63	HG930A3#Q26	P6300/P6500 HDD Support HW Supp	24	190.00	45.00%	104.50	2,508.00	
64	HG930A3#9LJ	HP B-Series 8/8 and 8/24 Switch Support	2	1,002.00	25.00%	751.50	1,503.00	
65	HG930A3#7GV	UPS Equal 3VA Less than 6KVA HW Support	1	0.00	0.00%	0.00	0.00	
	Backup Exec							
66	A778361	Backup Exec 2010 Svr WIN per Svr BNDL Std Lic Gov Band S Ess 12 mo.	1	556.00	0.00%	556.00	556.00	
67	A778353	Backup Exec 2010 Option SAN Shared Storage WIN per Svr BNDL Std Lic GOV BAND S	1	556.00	0.00%	556.00	556.00	

Hewlett Packard Company

SEWP IV Quote # :	**IMG110112VEA**	
Issue Date:	**November 1, 2012**	
Quote Expiration:	**Quote Expires 60 Calendar Days after Issue Date**	

Sales Contact: **Vance Adler 720-733-0861**
Technical Contact: **Eric Watson 919-805-3868**

Solution:	**VistA Imaging (Budgetary Quote Only)**
Site Name:	**Indian Health - Winslow Imaging**
Attn:	**Alden Anderson**

Ordering Address:
Hewlett-Packard Company
Federal Program Office
13600 EDS Drive
Herndon, VA 20171
FAX or EMAIL all Purchase Orders NASA SEWP IV Program Office
NASA SEWP IV FAX # 301-286-0317
NASA SEWP IV EMAIL: sewporders@sewp.nasa.gov
Contract Reference: HP SEWP IV Contract No. NNG07DA17B

Payment Terms: Acceptance of the equipment for payment purposes is deemed at the time the equipment is delivered at the destination designated on the purchase order. Payment is to be made 30 days from receipt of a proper invoice after delivery of equipment in accordance with the contract terms and conditions of the SEWP IV Contract, NNG07DA17B (The payment terms are in accordance with the Prompt Payment Act - 31 U.S.C. 3903), despite any other terms included on the purchase order or any services included on the purchase order. If services are procured on a purchase order, including installation, a separate invoice will be generated after those services are rendered and should be paid 30 days after receipt of a proper invoice.

VistA Imaging

Line Item	Part Number	Description	Qty	Unit List Price	Adj %	Item Net Amount	Extended Net Amount	Comments & Notes
68	A778357	Backup Exec 2010 Agent for WIN Sys per Svr BNDL Std Lic Gov Band S Ess 12 mo.	1	332.00	0.00%	332.00	332.00	
69	A778351	Backup Exec 2010 Option Lib Expansion WIN per Device BNDL Std Llc Gov Band S ESS	1	556.00	0.00%	556.00	556.00	
70	A780984	Backup Exec 2010 Svr WIN ML DVD Media	1	29.00	0.00%	29.00	29.00	
71	A750059	PCANYWHERE 12.5 HOST ONLY	5	86.00	0.00%	86.00	430.00	
	MS W2008 Svr							
72	604967-B21	Microsoft Windows Server 2008 R2 Enterprise Edition 25 CAL Not Preinstalled FIO en fr e	2	2,789.00	0.00%	2,789.00	5,578.00	
73	589253-B21	Microsoft Windows Server 2008 R2 Standard Ed 5CAL Not Preinstalled FIO en fr it de es	3	722.00	0.00%	722.00	2,166.00	
	HP Installation and Integration Services							
74	FM-HPSBK-CR	Hardware Install	2	1,500.00	0.00%	1,500.00	3,000.00	
75	FORKDATA	HP Integration Services	1	20,000.00	10.00%	18,000.00	18,000.00	
76	SEWPZ	SEWP IV Contract Surcharge (.45%)	1	619.86	0.00%	619.86	619.86	
					VistA Imaging SAN Total		**$138,365.51**	

Appendix D – Inpriva software quote

From: Dave Gross [mailto:dgross@inpriva.com]
Sent: Wednesday, November 07, 2012 3:17 PM
To: Michael Howard; Theresa.McKinley@azhec.org
Cc: 'Don Jorgenson'
Subject: RE: Direct exchange

Hi Michael,

We have a discount step for a block of 40-100 mailboxes, which you would qualify for since you would be committing to multiple years (20 mailboxes x 2 or 3 years would equal 40-60 units) of $9.20/month/mailbox. Plus, because you will be paying in advance we will discount a little more.

We are delighted to offer you the price of **$8.50/month/mailbox ($102/yr/mailbox)** for the quantities outlined above (20 additional mailboxes to be paid in advance for 2 or 3 years). The total to prepay for the 20 mailboxes for 2 years would come to **$4,080**; for 3 years it would be **$6,120**.

Again, we thank you for your business and your nice compliment of our service-it is our pleasure to serve Little Colorado Medical Center. Please let me know if you have any questions or how we can move forward to satisfy your request.

Thanks,

Dave Gross

Inpriva, Inc.

bus: 970.472.1441

cell: 970.232.8020

fax: 970.472.5658

dgross@inpriva.com

www.inpriva.com

Phase	Hospital Group	Beds		Quarter 1	Quarter 2	Quarter 3 (2a)	Quarter 4 (2b)	Year 1 subtotal	Quarter 5 (2c)	Quarter 6 (2d)	Quarter 7	Quarter 8	Year 2 subtotal	Quarter 9	Quarter 10	Quarter 11	Quarter 12	Year 3 subtotal	Total for entire period
				Phase 1		Phase 2													
	Little Colorado (W	25	infrastructure			$375	$375	$750	$375	$375	$375	$375	$1,500	$375	$375	$375	$375	$1,500	$3,750
			interface & setup			$12,500		$12,500					$0					$0	$12,500
			administration			$3,000	$3,000	$6,000	$3,000	$3,000	$3,000	$3,000	$12,000	$3,000	$3,000	$3,000	$3,000	$12,000	$30,000
			Total			$15,875	$3,375	$19,250	$3,375	$3,375	$3,375	$3,375	$13,500	$3,375	$3,375	$3,375	$3,375	$13,500	$46,250

November 15, 2012

Manisha Patel
Project Manager
Arizona Strategic Enterprise Technology (ASET) Office
State of Arizona
100 N. 15th Avenue, Suite 400
Phoenix, AZ 85007

Dear Manisha:

The core mission of Health Information Network of Arizona (HINAz) is to make health information exchange (HIE) connectivity available for providers of health care across the State of Arizona.   HINAz wholeheartedly supports the objective of the Unconnected Healthcare Providers HIE Grant Program being offered by the Arizona Strategic Enterprise Technology office (ASET). It constitutes significant support to providers of health care to make exchange possible at local and state-wide levels.

HINAz supports the application for the Unconnected Providers grant being made by Little Colorado Medical Center and will actively work with this applicant toward the success of the program, including coordination and execution of activities involving connectivity to HINAz.

Sincerely,

Kalyanraman Bharathan
Executive Director

3480 E. Britannia Drive, Suite 120
Tucson, Arizona 85706
(520) 309-2944