



# CALIFORNIA CORRECTIONAL HEALTH CARE SERVICES



## REQUEST FOR PROPOSAL

### ELECTRONIC MEDICAL RECORD PROJECT

**#12-009-ITS**

#### **Addendum #2**

April 26, 2012

#### **BACKGROUND**

The California Department of Corrections and Rehabilitation (CDCR), California Correctional Health Care Services (CCHCS), is requesting proposals for an Electronic Medical Record (EMR) solution using a multi-stage procurement approach. Contractor will work with CCHCS personnel and other stakeholders to design, install, configure, and implement a commercial off-the-shelf (COTS) EMR solution statewide.

Proposals are due **Monday, May 21, 2012, at 3:00 p.m.**, Pacific Time (PT). Bidder proposal and other required documents must be submitted in hard-copy and clearly labeled to the department contact noted below.

#### **ACTION**

CCHCS has received ninety-eight (98) bidder questions for RFP #12-009-ITS. The addendum answers twelve (12) bidder questions posed.

- The addendum answers initial questions for the purpose of expedited vendor review;
- Additional questions and answers will be forthcoming; and
- Please recognize that the last date for submittal of second-round questions is May 4, 2012, at 3:00 p.m.

#### **CONTACT PERSON**

Bidders may contact the following person with any questions or concerns:

California Correctional Health Care Services  
IT Acquisitions  
Attention: Alexander Thomson  
501 J Street  
P.O. Box 4038  
Sacramento, CA 95812-4038  
(916) 322-0529  
[Alexander.Thomson@cdcr.ca.gov](mailto:Alexander.Thomson@cdcr.ca.gov)

All other RFP terms and conditions remain the same.

## **QUESTIONS/STATEMENTS AND ANSWERS**

1. Question(s)/Statement(s):

“Proposal evaluations include both a product demonstration and bidders interview. As a systems integrator, we will not bring a specified COTS product offering to the CCHCS until requirements are more defined through Stage 1. Will the inability to provide a product demonstration at this point, will the bidders Interview score be weighted the same as the COTS product demonstration?”

Answer(s)/Statement(s):

Yes; all Bidders, including System Integrators, must propose a COTS solution and be willing to provide a product demonstration in the Initial Stage to be considered for Stage 1 award.

2. Question(s)/Statement(s):

“With at least two (2) bidders awarded in Stage 1 with similar analysis tasks to perform, how will the CCHCS manage the logistics related to site visits and staff interviews through in Stage 1?”

Answer(s)/Statement(s):

There will be no site visits to adult institutions or staff interviews in Stage 1.

CCHCS will provide Stage 1 contractor(s) with both medium level business/technical requirements and CCHCS specific use cases.

3. Question(s)/Statement(s):

“Will the CCHCS/CDCR provide a ‘Stage 1’ internal liaison to coordinate access to sites and staff and meeting times?”

Answer(s)/Statement(s):

No; see Answer #2

4. Question(s)/Statement(s):

“In Section III.3. Mandatory Requirements ~ sub sections A, B, C - (pages 18-20); the RFP denotes the mandatory requirements for the bidder to meet systems specific business and technical requirements. Most of these requirements are specific to a defined vendor/bidder software offering. How do you wish a systems integrator firm to address these requirements without degradation to our evaluation score?”

Answer(s)/Statement(s):

A System Integrator must partner with a COTS product to be considered in the Initial Stage.

5. Question(s)/Statement(s):

“When preparing Stage 1 and Stage 2 rate sheets, can you please provide the exact Number of Sites?”

Answer(s)/Statement(s):

The EMR will be deployed at thirty-four adult-inmate institutions and utilized at CCHCS' headquarters facilities.

6. Question(s)/Statement(s):

“When preparing Stage 1 and Stage 2 rate sheets, can you please provide the exact Number of Inmates?”

Answer(s)/Statement(s):

There are approximately 132,887 adult-inmates in the California state prison system. However, the population varies every month.

7. Question(s)/Statement(s):

“When preparing Stage 1 and Stage 2 rate sheets, can you please provide the exact Number of Total Users?”

Answer(s)/Statement(s):

There will be a maximum of 12,000 total users.

8. Question(s)/Statement(s):

“When preparing Stage 1 and Stage 2 rate sheets, can you please provide the exact type of training model CCHCS prefers (i.e. Train the Trainer, Train everyone, etc.)?”

Answer(s)/Statement(s):

CCHCS prefers a Train-the-Trainer model combined with onsite real-time training for one (1) week post "go live" at each site.

9. Question(s)/Statement(s):

“Should the Bidder include Audited Financials (how many years) with its submission or have them available for future reference?”

Answer(s)/Statement(s):

Bidders must submit proof of independently-audited annual financial statements for the past fiscal year to demonstrate its financial viability.

10. Question(s)/Statement(s):

“Does the primary data center have to reside in CA?”

Answer(s)/Statement(s):

Yes.

11. Question(s)/Statement(s):

“Does the state have redundant data center capability?”

Answer(s)/Statement(s):

No; not at this time.

12. Question(s)/Statement(s):

“Are the rate sheets based on a 4 year proposal?”

Answer(s)/Statement(s):

Yes; Bidder's rate sheet should include Stage 1 fixed cost, out-of-the-box cost(s) to meet CCHCS' minimum mandatory requirements, estimated implementation cost (over no more than a 24 month period), and estimated ongoing cost(s).

The initial agreement term is anticipated to be four (4) years.