



Vendor Selection

Leidos Health has developed a thorough vendor selection (VS) methodology that enables your organization to make the best strategic decision.

LEIDOS HEALTH PROVEN METHODOLOGY – KEY PHASES

- ▶ **Project Initiation:** Establish foundational elements for project success
- ▶ **Phase 1: IT Strategic Alignment and Organizational Requirements Validation** – Development and/or validation of Ideal IT Future State capabilities regardless of vendor and current state functionality requirements and gaps
- ▶ **Phase 2: Vendor Selection** – Request for Proposal (RFP), with client-specific requirements, submitted to vendors along with facilitation of vendor site visits, scripted vendor demonstrations or vendor fair, vendor's client site visits and reference checks
- ▶ **Phase 3: Total Cost of Ownership (TCO)** – Identification of the capital expenditures and operating expenses related to proposed vendors compared to current state
- ▶ **Vendor Contract Advisory Services** – Provide guidance to client leadership and legal counsel to facilitate an appropriate contract

Leidos Health uses the departmental assessments and strategic alignment to develop a customized RFP for VS. We identify potential vendor partners, establish a baseline for solution functionality, and develop a high-level TCO for identified vendor solutions.

LEIDOS HEALTH ADDRESS THE FOLLOWING REQUIREMENTS

- ▶ Qualified vendors capable of replacing the current systems environment and address gaps identified by the strategic assessment process above
- ▶ Coordinate submissions of vendor responses
- ▶ Coordinate meetings and establish meeting governance
- ▶ Assess current state of IT
- ▶ Prepare scoring matrix for RFP responses
- ▶ Summarize results
- ▶ Coordinate onsite demonstrations
- ▶ Coordinate customer site visits with core teams



CLIENT TESTIMONIALS

We are proud of our vendor selection services, but even more proud of what our clients have to say about working with us.

“Just wanted to once again extend my thanks to you and the team for our IT assessment, and the report you summarized for our key stakeholders ... It was a pleasure to work with such a group of dedicated and knowledgeable people, and gain the benefits of your collective years of experience and wisdom, and even have some fun doing it.”

– **Gregg Martin, CIO**
Arnot Health System – Elmira, NY

“The team has been extremely helpful, on target with timelines, promises, and resources. The burdensome tasks of coordinating vendors, discussions, demos, paperwork, etc. was handled proficiently, expeditiously, and above all, in a very professional manner.

The Leidos Health team has been available to our leadership and EHR Selection team keeping everyone informed of results and next steps through onsite presentations and online meetings as we have progressed through the entire process. The techniques and tools utilized to develop a fully integrated total cost of ownership models that accurately depict the capital and resource requirements for an enterprise EMR implementation has been extremely insightful and helpful during the planning and selection phase.”

– **Pam Pellegrin, IT Director**
Terrebone General Medical Center – Houma, LA

“We were very pleased with the competency and ability of Leidos Health. We challenged them with assessing our corporate strategic initiatives coupled with a very tight timeline. They surpassed our expectations and we were effective in coming to organizational alignment with relation to our choice of EHR vendor. We couldn’t have done it more methodically or analytically in the timeframe we had on our own.”

– **Brandon J. Price, D.O., Chief Medical Information Officer**
St. Alexius Health System – Bismark, ND

FOR MORE INFORMATION

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