

Sole Source Purchase  
Experian Transaction Services  
MUHC

In accordance with the Collected Rules and Regulations 80.010, MU Health Care (MUHC) requests approval for the sole source purchase of Experian (eCareNext) Transaction Services from Cerner Corporation, Kansas City, Missouri, for a total of \$6,729,265 for a 6-year term.

Under this contract, MUHC would obtain the following services from Experian (by purchase through Cerner):

- Maintain and enhance the ability to obtain payment authorizations from payors pre-service
- Provide bi-directional communication of eligibility and authorization directly with payors
- Estimate patient out of pocket costs prior to service by leveraging the patient's clinical information
- Establish a patient's ability to pay
- Store all information into one integrated system

These services are needed as part of MUHC's conversion to Cerner's Revenue Cycle Software. With its current revenue cycle services, MUHC currently receives similar services from four different vendors. In implementing the Cerner Revenue Cycle Software, MUHC desires to obtain the services from a single vendor and in a form that can be readily integrated with the Cerner Revenue Cycle Software.

The Experian eCareNext product is the only solution fully integrated and embedded within Cerner Revenue Cycle Software and Cerner Electronic Medical Record (EMR) that leverages patient clinical information to drive and enhance financial performance. This solution can only be purchased at this level of integration through Cerner and to Cerner clients.

The Experian eCareNext product will provide the following benefits:

- Create greater workflow efficiency for staff
- Eliminate the need for work to be completed in multiple systems not able to be integrated into Cerner Revenue Cycle platform
- Improve system reliability and reduce costs and maintenance of managing multiple interfaces
- Provide an automated workflow to secure payment pre and post service
- Reduce manual work efforts to allow for increased growth, allowing work effort to focus on exceptions

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- Streamline communication between clinicians and payors by leveraging one system to communicate, pulling information from the EMR and revenue cycle platform.
- Provides a more robust financial tool not currently available with current systems
- Align MUHC on a roadmap for enhanced capabilities thru future developments in financial performance

Experian is the sole vendor that offers the services being sought in a solution fully integrated and embedded within the Cerner Revenue Cycle software and the Cerner EMR. Experian will only sell the integrated solution through Cerner.

Other alternatives would require MUHC to continue to support at a minimum an additional four software systems, as none of the current systems contain all of the functionality required to perform the work and none are integrated within the Cerner Revenue Cycle system. In addition, alternatives would require maintaining manual work efforts that will require costs and staff as volumes grow.

This procurement is in alignment with the Cerner Preferred Client Relationship Agreement between The Curators of the University of Missouri on behalf of University of Missouri Health System and Cerner Corporation, effective July 2015.

The total \$6,729,265 expenditure will be paid from the MU Health Care Information Technology operating funds.

No. 7

Recommended Action - Sole Source – Experian Transaction Services, MUHC

It was recommended by Chancellor Cartwright, endorsed by President Choi, recommended by the Finance Committee, moved by Curator \_\_\_\_\_ and seconded by Curator \_\_\_\_\_, that the following action be approved:

that the MU Health Care (MUHC) be authorized to purchase Experian Transaction Services from Cerner Corporation, at a total cost of \$6,729,265 over a 6-year term.

Funding is as follows:

MUHC IT Clinical Applications Operating Fund H2790 739800

Roll call vote Finance Committee YES NO

Curator Brncic  
Curator Chatman  
Curator Layman  
Curator Steelman

The motion \_\_\_\_\_.

Roll call vote Full Board: YES NO

Curator Brncic  
Curator Chatman  
Curator Farmer  
Curator Graham  
Curator Layman  
Curator Phillips  
Curator Snowden  
Curator Steelman  
Curator Sundvold

The motion \_\_\_\_\_.

February 7, 2019