Background

PIN 85994-Services and PIN 85978-Supplies: Enabling Healthcare reform through strategic ICT and eHealth

The Health Service Executive (HSE) is planning a Tender Competition for the provision of services to support the delivery of the ICT and E-Health components of the system reform programme. In advance of such a tender competition, the HSE is engaging with the ICT and eHealth industry to obtain informal views on the proposed strategy prior to finalising the procurement process. The overall objective is to ensure an effective and efficient procurement process capable of delivering a successful outcome in a timely manner.
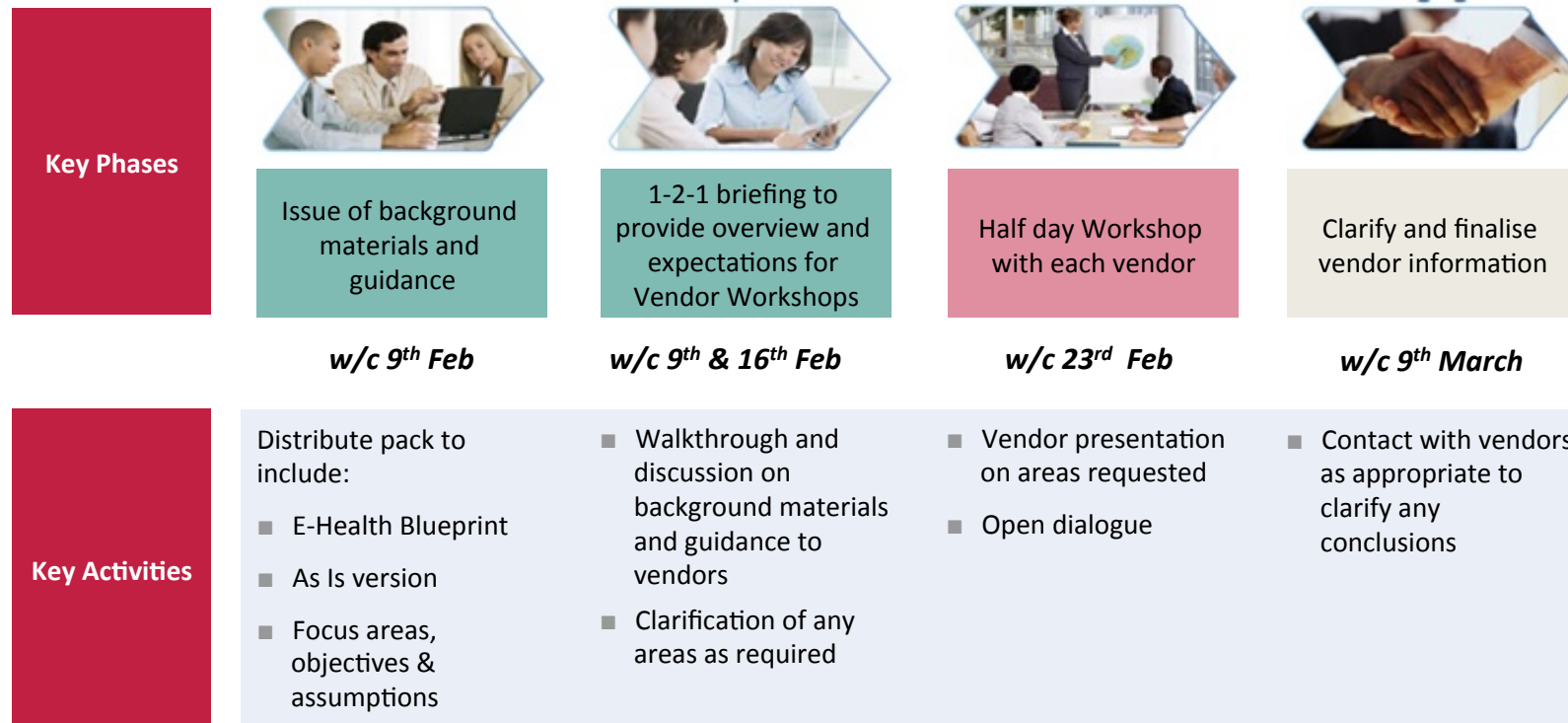
Between October and December of 2014, the HSE engaged with some sections of the market and gained valuable insight on what the market could offer. This activity helped further develop the ICT Strategy.

Electronic Health Record (EHR) is a foundational cornerstone of this strategy and will be the focus of an initial procurement with the overall scope yet to be defined. To ensure an effective procurement process the HSE intends to invite representative product vendors for a further round of engagement.

The proposed scope and approach to the engagement of product vendors is outlined in this document. At a high level, 3rd party suppliers are invited to attend a half day workshop to present their views on the set of topics outlined on slide 6. Against each topic, the HSE have outlined the insight they hope to gain and the type of information to be presented and discussed. It is expected that 3rd parties will substantially leverage standard internal materials to prepare their presentation and that presentations will be at a level capable of supporting an open learning dialogue. To further aid preparation and to provide insight on HSE thinking, a set of high level assumptions is also provided.

To ensure 3rd parties have sufficient insight and clarity on the process, the HSE propose to hold individual briefings by telephone in advance of the workshop (to be advised separately).
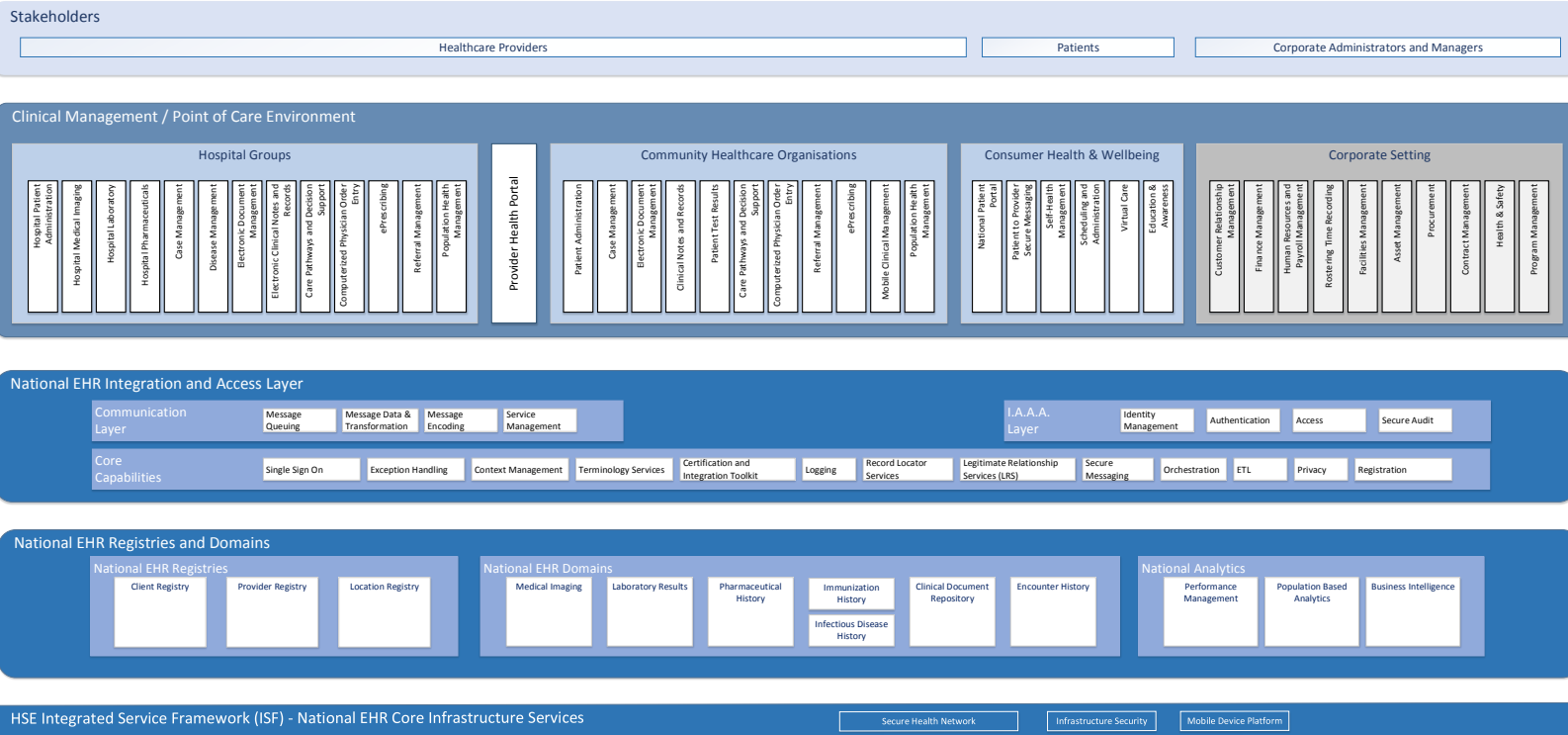
EHR Product Vendor Engagement Timeline

Key Phases	Issue of background materials and guidance	1-2-1 briefing to provide overview and expectations for Vendor Workshops	Half day Workshop with each vendor	Clarify and finalise vendor information
	w/c 9th Feb	*w/c 9th & 16th Feb*	*w/c 23rd Feb*	*w/c 9th March*
Key Activities	Distribute pack to include: ■ E-Health Blueprint ■ As Is version ■ Focus areas, objectives & assumptions	■ Walkthrough and discussion on background materials and guidance to vendors ■ Clarification of any areas as required	■ Vendor presentation on areas requested ■ Open dialogue	■ Contact with vendors as appropriate to clarify any conclusions

Functional E-Health Blueprint
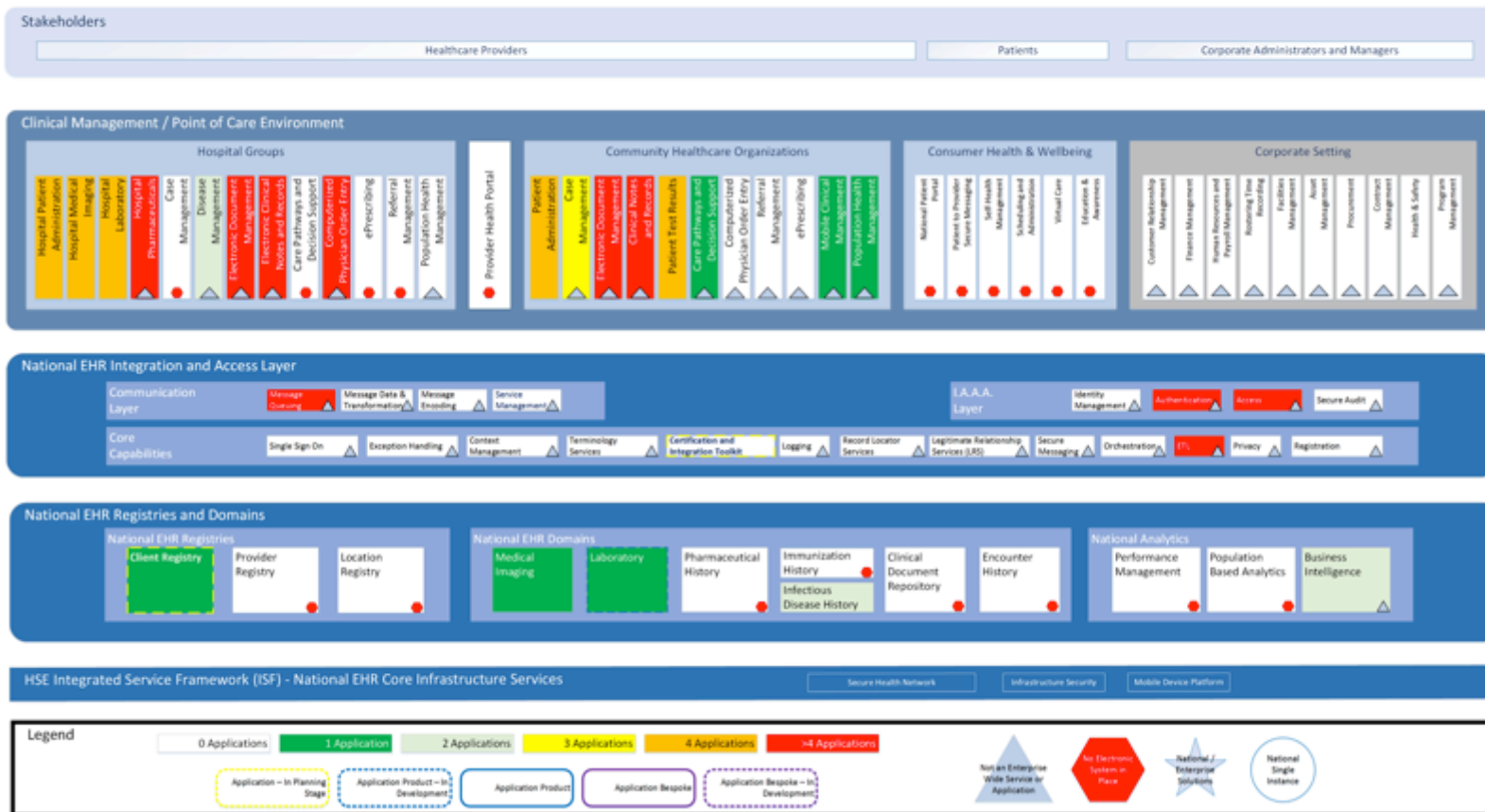## Overview

National eHealth Blueprint

- This illustration provides a high level Functional view of the National eHealth Architecture

- We would like you to use this to identify where your product solution addresses core functionality

- Initial interest is in EHR solutions and integration across Hospital Groups, Community Healthcare Organisations and Consumer Health and Wellbeing

Functional E-Health Blueprint
HSE As Is Representation

National eHealth Blueprint – HSE As Is Representation

- This illustration provides an As-Is solutions overlay on the e-Health Blueprint

- It provides you with high level insight on the migration and integration challenges that may exist

- The intent is to provide additional context to support a more comprehensive, HSE specific, dialogue

Key Assumptions
Indicative intent of the HSE

Area	Assumptions
Timeline	• Procurement initiated in the 3rd Quarter • 3rd parties contracted by end of year
Functionality	• Key principle will be to 'Adopt' out of the box functionality and to minimise local customisation • Key aspiration will be to leverage 'Configuration' activity over more technical and costly 'Customisation' activity
Role of HSE	• Role of 3rd parties will be tied to achieving defined 'Business Outcomes' • HSE role and responsibilities will recognise that the HSE is not an expert
Implementation	• Procurement is currently aimed at a national solution(s) across Hospital Groups, Community Healthcare Organisations and Health and Wellbeing • New Children's Hospital is the intended first phase implementation of Hospital Groups
Key Influencers	• Cost • Risk • Timeline • Total cost of ownership
Commercial	• HSE is open to all funding models • Market should recognise current financial constraints

- These initial assumptions are intended to provide you with high level insight on current HSE views that continue to evolve

- It is intended to support a more comprehensive HSE specific dialogue

Guidance on the Information Request
Key areas of interest for the HSE

Area of Interest	Focus	Insight Sought	What we would like you to present and discuss in the workshop
Offering	• Breadth of functionality • Modular Options • Differentiated features	• Coverage • Adopt versus adapt • Procurement options	1. Overlay your product offerings on the eHealth blueprint to show the breadth of your solution coverage 2. Inform us on the modular procurement options for your product 3. Highlight, at a high level, your key differentiated proposition 4. Set expectations on the ability for the Irish system to adapt directly to your product
Specifications	• Technology • Standards • Integration	• Future proof • Flexibility • Total cost of ownership	1. Your current technology platform and high level roadmap 2. Technical and industry standards you currently, or plan to conform to 3. How other solutions can integrate with your product 4. The standard approach to configuration and customisation
References	• Maturity • Fit for Purpose • Cost • Benefits	• Learnings from elsewhere • Comparability to Ireland • Confidence in business case	1. Maturity of your references 2. The extent of configuration versus customisation that was required 3. Estimates of cost / resourcing and relevance to an Irish implementation 4. Your customers' experience on timing and what to do or avoid to achieve planned benefits
Implementation	• SI Partners • How to Migrate • Timelines • Key Considerations	• SI Partner Strategy/ Approach • Risk Considerations • Migration Challenge	1. Your approach to using partners in implementation, if any, and who they might be? 2. Your approach to migration/ specific tools and utilities? 3. Guideline on timelines for an Irish implementation and what are key influencers? 4. Your recommendation on requirements or approach that we should consider?
Prerequisites	• Middleware • Standards • Platforms • Data	• Programme phasing • HSE Preparation Activities	1. Insight and guidance on pre-requisites that could influence phasing or risk management 2. How the HSE can prepare to minimise mobilisation timescales and/or early phase dependency on the HSE
Commercials/ Funding	• Build, operate & maintenance options • Funding models	• Likely scale and timing of state commitment	1. The scope you would be willing to consider – Build, Operate, Maintain 2. The commercial models[1] you would consider – deferred funding, pay-as-you-go, outcome based payment, etc.

[1] *We would like you to give particular consideration to this focus area. An understanding of funding options is critical in shaping the procurement approach*

Contact Details

If you require further details in advance of the individual briefing on this material please contact:

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