

ACTIVITY	COLLABORATORS Responsible Party	OUTCOMES DELIVERABLES	START DATE	END DATE
Received structured lab results incorporated into CPSI system	Jean Jennings, IT	orders/results from Sonora and auto sending reports to the State lab and surveillance programs		
IMPLEMENT E-PRESCRIBING				
Set up physician security and pharmacy ID and zip code database for E-scribe.	Lesley Spivey, CPSI, Kevin Brown, It Manager Megan Blong, RN, IT Educator	Identification of pharmacies, creation of physician security and E-prescribing system parameters.	01/01/13	03/15/13
Provide individual training for staff physicians.	Kevin Brown, It Manager Megan Blong, RN, IT Educator	Train all physicians on the process, and limits of E-prescribing for types of drugs and how it works within CPOE.	03/15/13	04/30/13
Provide individual training for independent physicians and specialists	Kevin Brown, It Manager Megan Blong, RN, IT Educator	Train all physicians on the process, and limits of E-prescribing for types of drugs and how it works within CPOE.	03/15/13	04/30/13
GO LIVE E-prescribing to multiple pharmacies.	Kevin Brown, It Manager Megan Blong, RN, IT Educator	Live/Test data showing E-Prescribing in place and effective.	04/30/13	04/30/13

2. LINE ITEM BUDGET

Item	Description	Cost	No.#	Total	Grant	Match
Symantec Protection Suite	Virus Protection, Web Filtering, Email filtering, Email encryption, Device Control	\$4,500	1	\$4,500	\$4,500	
Exchange Email Server	Exchange 2013, Office 2013 Professional (100 licenses)	12,060	1	12,060	12,060	
BackUp Exec	Back Up software	4,400	1	4,400	4,400	
External Drives	External Drives 3 Terabyte	450	3	1,350	1,350	
Computer on wheels for E-prescribing	CPSI Computer on Wheels for Physician/Staff HIE with Pharmacies/laboratories	7,376	2	14,752	4,890	\$9,862

Item	Description	Cost	No.#	Total	Grant	Match
Interface with AZHEC	CPSI interface	5,000	1	5,000	5,000	
Interface with Sonora	CPSI interface	9,000	1	9,000	9,000	
Initial Set-up Fees with AZHEC	AZ Health-e Connection Direct Exchange, Organizational and Individual Accounts (20)	225	20	4,500	4,500	
Consultant Fees	Micah Katke, CONEX Technical Consulting	3,800	1	3,800	3,800	
IT Staff	Kevin Brown, IT 346 hours planning, set-up and installation. Wage \$30.30/hour Benefits at 0.28	10,484 2,935	1	10,484 2,935		10,484 2,935
Nursing Staff Training	125 persons, 3 hours training Average wage \$18.47/hour Benefits at 0.28	6,926 1,939	1	6,926 1,939		6,926 1,939
Physician Training	5 employed physicians Average wage \$92.00/hr 2 hours training Benefits at 0.28	920 258	1	920 258		920 258
Megan Blong, RN IT Trainer	96 hours preparation, training program development, training of nurses, physicians, and patients. Wage \$32.00/hour Benefits at 0.28	3,072 860	1	3,072 860		3,072 860
Matching Funds						15,794
TOTAL				86,756	50,000	36,756

3. BUDGET NARRATIVE

The budget for the project includes software, hardware, consulting and staff wage and benefit expense. We have made an arrangement with Fast Health Corp. to consult with us and set up the patient portal, free of charge, in exchange for our commitment to continue contracting for web support. Sonora Quest laboratory has agreed to provide their end of the CPSI – Sonora interface free of charge.

A. Salary and Fringe Benefits

Each employed staff member is billed at their salary and a 28% benefit rate, which covers FICA, Worker's Compensation, Unemployment Ins., Disability, and Life Insurance, Employer portion of Health, Vision and Dental insurance.

- i. **\$10,484** Kevin Brown, IT, 346 hours planning, set-up and installation. Wage \$30.30/hour.
2,935 Benefits at 0.28. Kevin Brown will be the "go to" person for the installation and set-up of all hardware/software changes/updates. He will also participate in education of staff and physicians.
- ii. **\$ 6,926** 125 persons, 3 hours training, Average wage \$18.47/hour,
1,939 Benefits at 0.28. Nursing, physicians, laboratory, quality improvement, medical records, and

business office will be required to attend education for these new processes.

- iii. \$ 920 Five employed physicians, Average wage \$92.00/hr, 2 hours training,
258 Benefits at 0.28 All five employed physicians will be required to have training.
- \$ 3,072 Megan Blong, RN, IT Educator, Wage \$32.00/hour.
860 Benefits at 0.28. Ms. Blong will hold training classes, on the spot training, and follow up meetings with physician and staff on the connectivity processes including the physician portal, access to the portal, limitations of the portal, E-prescribing and interfaces with Sonora/AZ State.

B. Travel

No travel is billed under the grant.

C. Equipment

The purchase of the Microsoft exchange 2013 server will allow hospital departments the ability to send a maximum message size of 25mb increased from 10mb in previous versions. This increase in message size will be needed as the size of electronic health information continues to grow. This physician portal project will increase the accessibility of electronic health information by providing healthcare organizations the ability to directly access patient information thru the use of our web based EHR and Radiology systems. In addition unaffiliated health care organizations will be able to submit an electronic request for ePHI and receive the information via secure SMTP transmission.

- i. \$12,060 The physician exchange project involves the purchase of a Microsoft Exchange server and Microsoft Office software so that all departments and users are able to exchange secured electronic information. The hospital is required to update the Office product as departments are using various Office products dating back to a 1998 version.
- ii. \$ 1,350 Three 3-terabyte drives to accommodate the backup system on the exchange server.
- iii. \$14,752 Two computer on wheels will be necessary for the increased computer usage for the physician portal and the Sonora Lab interface.

D. Software

- i. \$ 4,500 One of the first steps in creating a system with outside access is to protect the internal system. The Symantec Protection Suite will provide that protection with Virus Protection, Web Filtering, Email filtering, E-mail encryption and device control.
- ii. \$ 4,400 Back up software is required for the data, so that tracking and investigation is enabled.
- iii. \$18,500 The hospital computer system, CPSI, will charge \$9,000 for the bidirectional interface with Sonora and \$5,000 for the unidirectional interfaces with AZHEC Direct Connect for State Lab and Surveillance reporting. This software will allow the two systems to communicate and to retrieve/store data in the correct place and manner. An initial set-up of 20 access points (\$450 each=\$4,500) to Direct Connect will connect hospital, clinics and private practices for data exchange.

E. Consultants

\$3,800 Micah Katke, Consultant with Conex Technical, will be the project consultant for the installation of the physician portal and connectivity issues with the interfaces. He has extensive experience in computer connectivity and prior consultant experience with La Paz Regional.

H. In Kind Match The Hospital will match the \$50,000 grant with \$37,256, of which \$25,394 is an in-kind support of wages and benefits for project participants, and \$11,862 is matching funds.

4. LETTER(S) OF SUPPORT

Sonora Quest Letter of Support: See Attachment

M. Victoria Clark. C.P.A.
P.O. Box 829
Parker, AZ 85344
vclark@lapazhospital.org

EXPERIENCE

La Paz Regional Hospital, Parker, AZ 2002 — Present

CHIEF EXECUTIVE OFFICER. Directs hospital operations for this 25-bed acute care hospital and three Rural Health Clinics. Revenue growth from \$23 million to \$61 million. Listed under Thompson's Top 100 Hospitals in 2007.

Palo Verde Hospital, Blythe, CA. 1996-2001

Subsidiary of Province Healthcare (formerly Brim Healthcare, Inc.)

CHIEF EXECUTIVE OFFICER. Directed all hospital operations for this 51-bed acute care hospital.

General Hospital, Eureka, California. January 1990 to 1996.

Subsidiary of Brim Healthcare, Inc.

ASST ADMINISTRATOR/CHIEF FINANCIAL OFFICER. Directed all financial operations for this 85-bed acute-care hospital and 15-bed rehabilitation unit with annual revenues of \$57 million, four subsidiary operations, 500+ employees and a capital budget of \$3.3 million.

Navapache Regional Medical Center, Show Low, Arizona. 1981 to 1989. Managed by Brim Healthcare, Inc.

CHIEF FINANCIAL OFFICER/ASSISTANT ADMINISTRATOR (1986 to 1990).

DIRECTOR OF CASE MANAGEMENT. (1985 to 1986)

MEDICAL TECHNOLOGIST. (1981 to 1985) Performed laboratory procedures and quality control in all laboratory departments.

Northland Pioneer College, Show Low, Arizona (1996-1998) Concurrently with CFO position)

INSTRUCTOR, Part time. Computer applications: Lotus, Word

EDUCATION

University of Arizona. Tucson, Arizona. B.S. Biology 1977.

30 credits, MBA program, 1978 — 1981.

PROFESSIONAL

ORGANIZATIONS/CERTIFICATIONS

Certified Public Accountant, State of Arizona.

HealthCare Financial Management Association, Fellow Parker Rotary Club

Medical Technologist, AMT, HEW.

REFERENCES: Upon Request



November 14, 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:

On behalf of Sonora Quest Laboratories, I am very pleased to write this letter of support for La Paz Regional Hospital to include in their application to participate in the Arizona Strategic Enterprise Technology's (ASET) Unconnected Healthcare Providers Health Information Exchange (HIE) Grant Program

Sonora Quest Laboratories is an integrated laboratory system servicing over 7,000 clients throughout Arizona including hospitals, physicians, and managed care organizations. We have approximately 2,600 employees statewide and perform over 70,000 diagnostic tests per day. Our comprehensive on-site test menu encompasses testing from routine to esoteric cytogenetic studies.

Key values within the Sonora Quest Laboratories system are compassion, collaboration and quality. Our passion is to provide every patient and every customer with services and products of uncompromising quality - error free, on time, every time. We believe in teamwork and the limitless possibilities of collaborative energy. We achieve excellence by putting collective goals ahead of personal interests. We support and encourage open communication and meaningful cooperation among colleagues from varying backgrounds and disciplines.

La Paz Regional Hospital currently uses Sonora Quest Laboratories for reference testing and we are long time business partners. La Paz has implemented CPSI, an electronic health information system, for their hospital and three clinics to improve patient care within their network. One area where our business relationship can improve is with the installation of a bi-directional interface between our information systems to enhance our testing collaboration. This grant will assist La Paz in securing the resources from CPSI for the interface in early 2013 and we at Sonora Quest Laboratories will assign the appropriate resources to begin working with them at that time.

Our commitment to the promotion of HIT and HIE in Arizona is evidenced by my service and participation on the Board of Directors and Executive Committees for both Arizona Health-e Connection (AzHeC) and Health Information Network of Arizona (HINAz), as well as serving as the Board Chair for AzHeC. Through this participation as well as through my personal

Manisha Patel
November 14, 2012
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commitment to assisting long term care facilities with health IT and HIE adoption, I am pleased to offer my support to La Paz Regional Hospital.

In conclusion, Sonora Quest Laboratories strongly recommends La Paz Regional Hospital for receipt of a grant award through the ASET Unconnected Healthcare Providers HIE Grant Program, to support their HIE initiatives.

Sincerely,

A handwritten signature in cursive script that reads "David A. Dexter". The signature is written in dark ink and is positioned above the printed name and title.

David A. Dexter
President & CEO