



The Product

Effective health care information systems are a critical success factor for sustainable growth and operational performance. Fulcrum Methods *Vendor Selection Methodology (VSM 2009)* provides a structured approach and tools to analyze, plan, evaluate and select information systems that deliver maximum value with minimum costs and risks. Use *VSM 2009* to:

- Assess current information systems features/functions/capabilities/costs/benefits against other systems in the market
- Select a new or replacement information system:
 - ✓ Enterprise-wide clinical (e.g., EMR, Decision Support)
 - ✓ Financial information system (e.g., General Financials, Revenue Cycle)
 - ✓ Departmentally focused system (e.g., Laboratory, Radiology, Pharmacy)
 - ✓ Service line information system (e.g., Cardiology, Obstetrics, Emergency)
 - ✓ Majority/single vendor, best-of-breed, cluster or discrete system purchase
- Conduct a comprehensive Cost-Benefit Analysis to determine total cost of ownership (TCO) and return on investment (ROI). Analyze benefits for cash savings, efficiency, new revenue and strategic basis
- Negotiate performance and benefits-based contracts with the vendor

The People

“Fulcrum Methods VSM has helped us navigate through the complexities of our vendor selection and acquisition and guided us toward the product that best met our goals and needs. In the process, it educated our project team members on product capabilities, industry best practices and alternative implementation scenarios to maximize our benefits and limit our costs and risks.”

Katherine Sorenson, Vice President
John Muir Physician Network

The Power

- Decreases selection project time
- Faster benefits realization
- Reduces risk of failed implementation through use of proven process
- Scenario-based demonstrations ensure products can perform required tasks
- Proven, pre-defined quality control points
- Harmonizes process design and technology with what the vendor can deliver
- Realistic and balanced implementation planning prior to contract execution

The Value

- Reduce costs and increase performance
- Accurately forecast requirements for resources/costs/benefits
- Comprehensively align selected vendor/system with organizational needs
- Reduce risk through performance and benefits-based contracting
- Provide continuing education with Fulcrum Methods Certification Program
- Flexible licensing structure scalable to your requirements

The Solution: VSM 2009

Work Plan

- Select an information system or service provider
- Optimize workflow and process design
- Identify and screen vendors
- Issue Request for Proposal
- Evaluate vendors of proposal responses, demos, references and site visits
- Determine finalist vendor(s)
- Negotiate contract
- Pre-implementation planning

Guidebook Overview

- Project governance
- “Framework for Success”
- Future state process design
- Vendor/product screening
- RFP preparation and distribution
- Proposal response analysis
- Vendor demo, learning lab, site visit and reference checks
- Cost-benefit analysis
- Vendor contracting

Standard Deliverables

- Executive Steering Committee Charter
- Design Advisory Committee (DAC) Charters (e.g., Clinical, Financial, Technical)
- Status Report Template
- Risk Management Plan
- Future State Design Templates
- Qualified Vendor Templates
- 50+ Sample RFPs
- RFP Analysis Templates
- Vendor demonstration, site visit, learning lab, reference check templates
- Cost-Benefit analysis templates
- Contracting guidelines
- Pre-implementation planning guidelines



Learn More:

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