Defense Health Agency Awards Worldwide Electronic Health Record Support Contract to LOUi Consulting Group, Inc.

Small Latino-owned business awarded $7M DoD contract to support thousands of military patients’ electronic health records

WARNER ROBINS, Ga. (PRWEB) March 14, 2019 -- “Best Value” and Past Performance have earned small minority-owned business enterprise (MBE) LOUi Consulting Group, Inc. (LCGI) its fourth consecutive multi-million-dollar electronic health records (EHR) contract with the Defense Health Agency (DHA). The DHA has awarded LCGL a $7M, 22-month contract to maintain the computer servers that gather and share crucial clinical information for thousands of U.S. servicemen and women in 36 Department of Defense (DoD) hospitals around the world. Since 2012, the Warner Robins, Georgia-based Defense Contractor has been awarded nearly $50M for its EHR expertise.

The contract was procured on a competitive basis and constituted LCGL’s seventh year of providing electronic health record IT support to DHA. Essentris® is the inpatient EHR system used by DoD. LCGL’s System Administration staff act as subject-matter experts on the EHR and a liaison between the manufacturer of Essentris and each Military Treatment Facility (MTF).

“The DHA trusts us to provide excellent, reliable service that assures the EHR systems in all 36 hospitals operate at peak performance 24 hours a day, seven days a week,” said LCGL president and CEO Elias Rodriguez. “My team of subject-matter experts understand that we’re doing more than maintaining a data system; we’re facilitating the flow of information critical to the high-quality health and well-being of our Warfighters and their families.

“When healthcare teams fully embrace EHR systems, they can improve the coordination of care between primary care physicians, and specialists, and most importantly communication is improved between patients, physicians and staff.”

Essentris® is designed to maintain a complete record of inpatient encounters with military healthcare providers – physicians, nurses, and staff – thus enhancing the clinical services received throughout the patients’ continuum of care. The Essentris EHR system has a comprehensive suite of modules, which include real-time heart and fetal monitoring, inpatient admissions, discharge, and transfer information, laboratory results and radiology text interpretation. There is also real-time data backup for every single transaction through Essentris.

LCGL personnel are on-site at hospitals in 12 U.S. states, and seven countries, proactively maintaining the servers, troubleshooting emerging issues and activating backup systems as necessary.

LCGL won its first DHA contract for EHR maintenance and training in 2012 for $22M against behemoth incumbents Centech / IBM.

“We learned that you don’t have to be big to be great.” said Rodriguez. “The DoD said we had a perfect Technical Proposal. And for the last seven years, this methodology has kept us on top.

“We also believe our corporate culture of ‘MIJO’, which in Spanish is a term for brotherhood and belonging, has allowed us to work with more unity, accountability, and professionalism.”
About LOUi Consulting Group, Inc. (LCGI)

Founded in 2001 by Brooklyn, New York, native Elias Rodriguez, LOUi Consulting Group, Inc. is a burgeoning small business with U.S. Army, Navy, and Air Force contracts. LCGI specializes in advanced technology solutions and services including Engineering Support, Information Systems Development, Telecommunications Consulting, Data Management and Program Management. LCGI is headquartered in Warner Robins, Georgia, (100 miles south of Atlanta), with offices in Texas and Virginia. The minority-owned business enterprise has 55 employees worldwide and $7M annual revenue.
Contact Information
Holly Houston
Impact Consulting Enterprises
http://https://eimpactconsulting.com
4155833706

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