

Healthcare IT Consulting & Advisory | Prime Vendor | Subcontractor | Managed Services

Apsis Solutions Inc.

The agility of a boutique firm. The capability of a prime.

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15+	30+	98%	48hr
Years in Healthcare IT	Organizations Served	Client Retention Rate	Avg. Staffing Deployment

COMPANY OVERVIEW

Apsis Solutions Inc. is a Tampa-based healthcare IT consulting and technology operations firm delivering **enterprise-grade results at independent firm value**. We serve health systems, academic medical centers, federal agencies, and prime contractors as a capable prime vendor, strategic subcontractor, and managed services partner.

With deep specialization across Epic/Oracle Health/MEDITECH/Cerner EHR ecosystems, HL7 FHIR R4 interoperability, HIPAA compliance, and cloud-enabled data platforms, APSIS provides the clinical domain expertise and certified professional bench that major health IT engagements demand — at the responsiveness only a focused firm can deliver.

CORE CAPABILITIES

Full lifecycle healthcare IT services — from strategic planning through implementation, operations, and optimization.

EHR Implementation ▶ Epic (20+ modules) ▶ Oracle Health / Cerner ▶ MEDITECH Expanse ▶ Go-live command center ▶ Post-live optimization	Analytics & Data Platforms ▶ Epic Cogito / Clarity / Caboodle ▶ HL7 FHIR R4 / CDA ▶ Power BI & Tableau ▶ Predictive AI / ML ▶ Revenue cycle analytics	Cybersecurity & Compliance ▶ HIPAA risk assessments ▶ NIST CSF / HITRUST ▶ Penetration testing ▶ SOC monitoring & IR ▶ Vendor risk management	Cloud & Database Infrastructure ▶ Azure / AWS / GCP migration ▶ SQL Server & Oracle DBA ▶ ETL design & optimization ▶ High availability / DR ▶ Hybrid cloud architecture
IT Workforce Staffing ▶ Epic-certified analysts ▶ PMP project managers ▶ Integration engineers ▶ HL7 / FHIR specialists ▶ Contract & direct hire	Managed IT Services ▶ 24/7 DBA & tech support ▶ Application management ▶ SLA-backed operations ▶ Help desk & NOC ▶ Incident response	Federal & Gov. Health IT ▶ VA / DoD / IHS / CMS exp. ▶ FISMA compliance ▶ ATO support ▶ Federal EHR modernization ▶ NAICS registered	Strategic Advisory ▶ CIO / CMIO advisory ▶ IT strategic planning ▶ Vendor selection ▶ Change management ▶ Workforce transformation

WHY APSIS — KEY DIFFERENTIATORS

What separates APSIS from generalist IT firms and staffing-only providers:

01	Clinical Domain Depth — Not Just Technical Breadth Our consultants understand clinical workflows, not just IT systems. We speak both Epic and clinical operations — a distinction that prevents costly go-live failures and change-order surprises.
02	Epic Data Layer Mastery — Cogito, Clarity, Caboodle We go deeper than most: custom Clarity reports, Caboodle optimization, SlicerDicer governance, and data warehouse architecture — capabilities that define true Epic partnership.
03	Certified Bench, Rapid Deployment 80+ Epic-certified analysts. 40+ HIPAA compliance specialists. Deployed in as little as 24–48 hours. We maintain an active, vetted bench — not a cold rolodex.
04	Prime Vendor Program Management Capability We operate end-to-end as a prime: SOW development, subcontractor coordination, program governance, and federal contract compliance. Not just staff augmentation.
05	Proven Turnaround on Mission-Critical Systems Track record of stabilizing critical ETL failures, EHR performance degradations, and reporting breakdowns under tight timelines — when organizations need results, not proposals.
06	Small Business Agility + Enterprise Standards SB-certified with the delivery infrastructure of a major firm: PMP-led engagements, SOC 2-aligned operations, HIPAA BAAs on all engagements, and ISO 27001-aligned security.

NAICS CODES & CONTRACT READINESS

Registered and contract-ready across all primary healthcare IT procurement categories.

541511 Custom Computer Programming Services	541512 Computer Systems Design Services
541519 Other Computer Related Services	541611 Administrative Management Consulting
621999 All Other Ambulatory Health Care Services	561320 Temporary Staffing Services

GSA Schedule Eligible	Small Business Certified	HIPAA BAA Ready	S-Corp ESBT Ready
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CERTIFICATIONS & TECHNOLOGY PARTNERSHIPS

Platform Certifications - Epic Certified — 20+ application modules - Oracle Health (Cerner) Implementation Partner - MEDITECH Expanse Certified - HL7 FHIR R4 Interoperability Specialist - Microsoft Azure Health Data Services - CPHIMS — Certified Health Informatics Professional - AWS Healthcare Competency Partner	Compliance & Quality Standards - HIPAA Security & Privacy Rule Compliance - NIST Cybersecurity Framework Implementation - ISO 27001-Aligned Security Practices - SOC 2 Type II Operations - HITRUST CSF Readiness - PMP — Project Management Professional - CISSP — Certified Information Systems Security
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PAST PERFORMANCE HIGHLIGHTS

Representative engagements demonstrating prime-vendor-level delivery across health systems, federal agencies, and enterprise clients.

Large Academic Medical Center Epic EHR Implementation & Optimization Deployed 14 Epic-certified analysts for go-live surge support. Reduced post-live help desk ticket volume by 62% within 16 weeks through targeted workflow redesign and at-the-elbow training programs.	Regional Health System Network (7 Hospitals) ETL Failure Remediation & Data Warehouse Stabilization Stabilized a failing Clarity/Caboodle ETL pipeline. Achieved 99.7% nightly load success within 30 days. Delivered an estimated \$2.4M in annual reporting cost savings.
Federal Health Agency (VA / DoD) Healthcare IT Subcontracting & FISMA Compliance Served as healthcare IT subcontractor to a national prime. Provided FISMA-compliant EHR integration analysts. Zero contract performance issues across a 24-month engagement. CPARS-ready documentation maintained.	National Prime IT Contractor Prime Vendor — Multi-Year Healthcare IT Task Order APSYS served as prime on a multi-year task order: managed 3 subcontractors, delivered analytics, staffing, and cybersecurity workstreams across 5 hospital systems, on time and within budget.

TEAMING & PARTNERSHIP OPPORTUNITIES

APSYS engages as prime, subcontractor, or managed services partner — with the flexibility to meet any contract structure.

Prime Vendor End-to-end program management. Full team assembly, SOW development, subcontractor coordination, and delivery oversight.	Strategic Subcontractor Healthcare IT SMEs supporting prime bids. Clinical domain depth, certified personnel, and NAICS-aligned capabilities for any health IT scope.	Managed Services Partner SLA-backed IT operations, 24/7 DBA and application support, ongoing staffing partnerships, and co-managed service arrangements.
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CONTACT & NEXT STEPS

Renbert McLean

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Ready to Partner?

- Download our full capabilities statement at apsisinc.com
- Submit a teaming inquiry at apsisinc.com/teaming
- Call us directly — we respond within 2 business hours
- Request staffing — deployment in as little as 24–48 hours
- DUNS / SAM.gov registration available upon request

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