

RESOLUTION NO. 080739

BOARD OF SUPERVISORS, COUNTY OF SAN MATEO, STATE OF CALIFORNIA

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RESOLUTION AUTHORIZING AN AMENDMENT TO THE AGREEMENT WITH NORDIC CONSULTING PARTNERS, INC TO PROVIDE REVENUE CYCLE CONSULTING SERVICES, EXTENDING THE TERM OF THE AGREEMENT BY THREE MONTHS THROUGH MARCH 31, 2025, AND INCREASING THE AMOUNT BY \$398,000, TO AN AMOUNT NOT TO EXCEED \$594,000

RESOLVED, by the Board of Supervisors of the County of San Mateo, State of California, that

WHEREAS, the San Mateo Medical Center (SMMC) identified the need for assistance with various Revenue Cycle consulting services as a part of the San Mateo County Health implementation of Epic; and

WHEREAS, SMMC issued five separate Request for Quotes (RFQ) between 2023 and 2024 resulting in the selection of Nordic Consulting Services (Nordic) as the winning bidder for various revenue cycle consulting services totaling \$991,000; and

WHEREAS, the fifth awarded agreement with Nordic was to provide revenue cycle organizational readiness services to support charge capture and revenue reconciliation training and readiness for the term September 9, 2024, through December 31, 2024, in an amount not to exceed \$196,000; and

WHEREAS, during the Epic project go-live readiness phase, SMMC identified that different revenue cycle groups needed additional support to be fully ready to operate the new Epic functionality; and

WHEREAS, as a result, SMMC published two (2) additional RFQs in

September seeking assistance with: 1) designing an operating model to support workflows and business requirements for a denials management program in Patient Financial Services, and 2) providing Epic post-live revenue cycle operational support for the Revenue Integrity department; and

WHEREAS, after completing evaluation of all proposals, Nordic was deemed the best fit and providing the best overall value to the County to provide these services based on their expertise, comprehensive scope of services, and pricing for these additional services;

WHEREAS, this amendment will extend the term of the fifth agreement by three months through March 31, 2025 and increase the amount of the agreement by \$398,000, to an amount not to exceed \$594,000; and

WHEREAS, in consideration of Nordic's ability to provide the best overall value to the County, SMMC is requesting that this Board waive here the requirements for formal solicitations for contracts exceeding \$200,000, to allow SMMC to award additional services to Nordic based on the result of SMMC's published competitive RFQs; and

WHEREAS, Ordinance Code Section 2.83.170 authorizes the Board of Supervisors to waive the competitive procurement in any situation where the Board of Supervisors determines that the best interest of the County could be served without the necessity of a proposal; and

WHEREAS, this Board has determined it is in the best interest of the County to waive competitive procurement with Nordic to provide its revenue cycle consulting

services; and

WHEREAS, this Board has been presented with the amendment to the agreement, has examined and approved it as both form and content, and desires to enter into it.

NOW, THEREFORE, IT IS HEREBY DETERMINED AND ORDERED that the President of the Board of Supervisors be and is hereby authorized and directed to execute said amendment for and on behalf of the County of San Mateo, and the Clerk of the Board shall attest the President's signature thereto.

BE IT FURTHER RESOLVED that the Chief of San Mateo County Health or designee is authorized to execute contract amendments which modify the County's maximum fiscal obligation by no more than \$25,000 (in aggregate) and/or modify the contract term and/or services so long as the modified term or services is/are within the current or revised fiscal provisions.

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