

RESOLUTION NO. .

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

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RESOLUTION AUTHORIZING AGREEMENTS WITH: A) CMRE FINANCIAL SERVICES, INC. DBA HEALTHCARE REVENUE MANAGEMENT GROUP FOR SELF-PAY PATIENT EARLY OUT ACCOUNT SERVICES FOR THE TERM AUGUST 1, 2022 THROUGH JULY 31, 2025, FOR AN AMOUNT NOT TO EXCEED \$360,000, AND B) RASH CURTIS & ASSOCIATES TO PROVIDE SELF-PAY COLLECTION SERVICES FOR THE TERM OF AUGUST 1, 2022, THROUGH JULY 31, 2025, IN AN AMOUNT NOT TO EXCEED \$750,000

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

WHEREAS, in May of 2019, San Mateo Medical Center (SMMC) completed a Request for Proposals (RFP) for self-pay early outpatient services and bad debt collections; and

WHEREAS, in August of 2019, this Board approved agreements with CMRE Financial Services Inc. dba Healthcare Revenue Management Group (CMRE) to provide self-pay early out account services and Rash Curtis and Associates (Rash Curtis) for bad debt collections due their experience in their specialized areas; and

WHEREAS, SMMC provides medical services to the County's safety net population and many of those services are supported by state and federal funding sources; and

WHEREAS, some patients do not have insurance, or they have insurance which may require co-payments or deductibles; and

WHEREAS, as patients become responsible for larger portions of their healthcare bills, it is imperative for hospitals to continue to have an appropriate collection program to manage these accounts; and

WHEREAS, in consideration of the unavailability of the Patient Financial Services team due to their current projects on hand, including implementation of the new electronic medical record, and their focus on maintaining SMMC's financial performance, SMMC is requesting that this Board waive the Request for Proposals process; and

WHEREAS, Ordinance Code Section 2.83.170 authorizes the Board of Supervisors to waive the RFP process 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 the RFP process; and

WHEREAS, SMMC is recommending to enter into an agreement with CMRE Financial Services, Inc. for self-pay patient early out account services for the term August 1, 2022 through July 31, 2025, for an amount not to exceed \$360,000; and

WHEREAS, SMMC is recommending to enter into an agreement with Rash Curtis & Associates to provide self-pay collection services for the term of August 1, 2022, through July 31, 2025, in an amount not to exceed \$750,000; and

WHEREAS, this Board has been presented with a form of such agreements, has examined and approved them as to both form and content, and desires to enter into them.

NOW, THEREFORE, IT IS HEREBY RESOLVED that the RFP process for said agreements is hereby waived.

BE IT FURTHER RESOLVED that the President of the Board of Supervisors be and is hereby authorized and directed to execute said agreements 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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