

RESOLUTION NO. _____

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

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RESOLUTION AUTHORIZING THE PRESIDENT OF THE BOARD TO EXECUTE AMENDMENT NO. 1 TO THE AGREEMENT WITH PEROT SYSTEMS REVENUE CYCLE SOLUTIONS, INC. TO CONTINUE TO PERFORM COLLECTION OF ACCOUNTS AT SAN MATEO MEDICAL CENTER, EXTENDING THE TERM BY ONE YEAR FOR A NEW TERM OF JUNE 28, 2010 THROUGH JUNE 27, 2013, AND INCREASING THE AMOUNT OF THE AGREEMENT BY \$1,500,000 FOR A NEW MAXIMUM FISCAL OBLIGATION OF \$3,875,000

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

WHEREAS, on May 25, 2010, by Resolution 070783 this Board approved an Agreement with Perot Systems Revenue Cycle Solutions, Inc. (Perot) to assist San Mateo Medical Center (SMMC) with the collections of its outstanding accounts receivable; and

WHEREAS, SMMC has made substantial progress in reducing the number of claims submission errors, bringing it in line with the industry standard, although there still remains a large amount of small balance and self-pay accounts outstanding; and

WHEREAS, of April 30, 2012, there are 48,900 active accounts receivable with balances less than \$250, and there are 8,489 self-pay accounts with balances greater than \$250; and

WHEREAS, Perot has been performing the billing and collections for low balance and self pay-accounts (averaging an 80% resolution on all assigned accounts),

allowing SMMC staff to focus on current receivables and accordingly to increase collections, decrease the number of days accounts remain receivable; and

WHEREAS, this Agreement provides that Perot will be paid for working aged accounts only if it is able to collect on such accounts; and

WHEREAS, both parties wish to amend the Agreement to continue to use Perot's expertise in accounts receivable collections, extending the term by one year for a new term of June 28, 2010 through June 27, 2013, and increasing the amount by \$1,500,000, for a new maximum fiscal obligation of \$3,875,000; and

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

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

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