



**COUNTY OF SAN MATEO**  
Inter-Departmental Correspondence  
Health System



**Date:** December 6, 2012  
**Board Meeting Date:** January 15, 2013  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Jean S. Fraser, Chief, Health System  
Susan Ehrlich, MD, MPP, Chief Executive Officer, San Mateo Medical Center

**Subject:** Agreement with the Regents of the University of California

**RECOMMENDATION:**

Adopt a Resolution authorizing an agreement with the Regents of the University of California to provide dermatology and teledermatology services for the term of October 1, 2012 through September 30, 2014, in the amount of \$188,000.

**BACKGROUND:**

Most skin problems are non-life-threatening. By using teledermatology to transmit an image of the affected area to the doctor, appropriate treatment can be prescribed for the patient without having the patient return to San Mateo Medical Center (SMMC) on clinic day. This also frees up time on clinic day for the treatment of more serious and/or life-threatening conditions such as various skin cancers.

In January 2011, the County entered into an agreement with the Regents of the University of California, Department of Dermatology (UCSF) to provide teledermatology screening and dermatology clinics at SMMC. Converting from dermatology physician services to telemedicine with physician clinic coverage has resulted in a net annual savings of \$66,000.

**DISCUSSION:**

Based on the success of this conversion, a new agreement will allow for continuation of service. The services provided under this agreement include 24 hour, 7 days per week teledermatology coverage and one day per week of dermatology clinic.

Delay in the submission of this agreement to your Board was due to prolonged, complex negotiations and failure of the provider to return the signed agreement in a timely manner.

The agreement and Resolution have been reviewed and approved by County Counsel as to form. The contractor's insurance meets certification requirements.

SMMC also requests that your Board authorize the Chief of the Health System or designee 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.

The Contractor has assured compliance with the County's Contractor Employee Jury Service Ordinance, as well as all other contract provisions that are required by County ordinance and administrative memoranda, including but not limited to insurance, hold harmless, non-discrimination and equal benefits.

This agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by providing access to dermatology services to residents of San Mateo County. It is anticipated that 100% of teledermatology patients will be screened for possible malignancy.

**PERFORMANCE MEASURE(S):**

Measure	FY 2011-12 Actual	FY 2012-13 Projected
Percentage of teledermatology patients who will be screened for possible malignancy	N/A*	100%

\*This is a new performance measure.

**FISCAL IMPACT:**

The term of this agreement is October 1, 2012 through September 30, 2014. The maximum fiscal obligation is \$188,000. Funds in the amount of \$70,500 are included in the SMMC FY 2012-13 Adopted Budget and \$94,000 will be included in the SMMC FY 2013-14 Recommended Budget. Similar arrangements will be made for future budget years.

Expenses at SMMC are covered by fees for services or third-party payors whenever possible. The portion of expenses for services provided to the medically indigent or to those covered by programs that do not fully meet the costs of care are covered by the County General Fund contribution to SMMC, and are within the existing annual appropriation.