



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



**Date:** January 22, 2015  
**Board Meeting Date:** February 24, 2015  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Jean S. Fraser, Chief, Health System  
Srija Srinivasan, Director of Strategic Operations

**Subject:** Agreement with C & C Advisors

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with C & C Advisors to provide project management and consulting services for the Blue Shield of California Foundation four-county "Indigent Enrollment System Analysis Project," for the term of January 5, 2015 through January 3, 2016, in an amount not to exceed \$150,000.

**BACKGROUND:**

The Health Coverage Unit (HCU) of the Health System has been collaborating with Alameda County, Los Angeles County and the City and County of San Francisco on aspects of San Mateo County's indigent healthcare program (the ACE program) for many years. As HCU has worked together with these three counties to adapt our respective local indigent programs to conform with the Affordable Care Act, we have a collective interest in redesigning the electronic systems that serve as our local programs' "system of record". Because all four counties use a common vendor for at least part of the scope of our local programs, we jointly approached the Blue Shield of California Foundation (BSCF) to seek its philanthropic support for this redesign work. HCU served as the lead entity to write the grant application and coordinate the project.

**DISCUSSION:**

As part of the grant application, HCU explored the availability of consulting firms with the necessary knowledge and availability to carry out this project beginning January 2015. The identified contractor has worked for Alameda County for several years and is the only firm HCU could identify with knowledge of all four counties' programs and systems, as well as availability to lead this work in a short timeframe.

The contractor's key activities and deliverables include: a) documenting County-specific requirements for each indigent program's system of record; b) researching the

capabilities offered by potential vendor partners including existing systems used by Covered California and county social services agencies for some or all of the counties' business requirements; c) facilitating a consensus on the unified business requirements for which we want to develop detailed technical specifications; and d) enlisting an appropriate subcontractor to complete detailed technical specifications for the system desired.

HCU is requesting that your Board waive the requirement for the RFP process because of the time-sensitive need to secure uncommon expertise of county indigent healthcare programs and technological expertise. The counties collaborating on this project determined that the contractor's unique experience and availability made them suitable to propose to BCSF, as part of the grant application, and worked with the contractor to develop the scope, deliverables and timeline to be of maximum value to the counties.

The Resolution contains the County's standard provisions allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

The agreement and Resolution have been reviewed and approved by County Counsel as to form.

Approval of this agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by ensuring that County residents enroll in available health insurance. It is anticipated that the number of adults and children enrolled in the County's local program will increase to 23,886 in FY2015-2016.

**PERFORMANCE MEASURE(S):**

Measure	FY 2014-15 Estimated	FY 2015-16 Projected
Number of Adults/Children enrolled in local programs	23,800	23,886

**FISCAL IMPACT:**

The term of the agreement is January 5, 2015 through January 3, 2016. The amount of the agreement is not to exceed \$150,000. HCU is simultaneously introducing for your Board's consideration a grant agreement with BCSF (and related ATR) for \$150,000, which will be the source of funding for this agreement. As a result, no Net County Cost is associated with this agreement. \$100,000 is included in the HCU FY2014-15 Adopted Budget; similar arrangements will be made for future years.