



**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  
Susan Ehrlich, MD, MPP, Chief Executive Officer, San Mateo Medical Center

**Subject:** Acceptance of a grant from Blue Shield of California Foundation

**RECOMMENDATION:**

Adopt a resolution authorizing the acceptance of a grant from Blue Shield of California Foundation, for the term of January 1, 2015 through June 30, 2016, in the amount of \$317,600.

**BACKGROUND:**

Patient visits to specialty providers cost more and are less accessible than a visit to a primary care provider. San Mateo Medical Center (SMMC) recognized this problem several years ago and developed the Smart Referral system to improve the process of referring patients to specialty providers. The Smart Referral system allows primary care providers to interact with specialists and to establish prerequisite specialty referral criteria. This in turn prevents referral of patients to a specialist without test results that are needed on the first visit in order to begin meaningful diagnosis and treatment activities. Use of the Smart Referral system therefore promotes efficiency and improves accessibility by increasing the speed with which patients receive appropriate care, while simultaneously reducing unnecessary visits to specialists.

**DISCUSSION:**

SMMC received initial grant funding to develop the Smart Referral system with its ambulatory electronic medical record vendor, eClinicalWorks (eCW). This enabled SMMC to create a sophisticated workflow for Smart Referral through interaction with medical staff, eCW and a 3<sup>rd</sup> party vendor, but more funding was required to implement this solution. In December 2014, the Blue Shield of California Foundation (BSCF) awarded SMMC \$317,600 to implement the Smart Referral at SMMC and its community clinic partner Ravenswood Clinic. Blue Shield Foundation set the agreement up for

signature by SMMC's Chief Executive Officer (CEO), and so SMMC is asking for the Board to authorize the CEO to execute the grant agreement.

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

Acceptance of this grant contributes to the Shared Vision 2025 outcome of a Healthy Community by providing a tool for primary care providers to better coordinate with specialty providers for referrals. It is anticipated that time to the "3<sup>rd</sup> next available" specialty appointment for a new patient will be reduced to 21 days.

**PERFORMANCE MEASURE:**

<b>Measure</b>	<b>FY 2014-15 Estimated</b>	<b>FY 2015-16 Projected</b>
Time to "3 <sup>rd</sup> next available" specialty appointment for a new patient.	31 days	21 days

**FISCAL IMPACT:**

The term of the grant is January 1, 2015, through June 30, 2016, in the amount of \$317,600. Funds in the amount of \$105,867 will be included in the SMMC FY 2014-15 Adopted Budget and \$211,733 will be included in the SMMC FY 2015-16 Recommended Budget. Since this is a grant to the County, no Net County Cost is associated with this agreement.