



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



**Date:** November 17, 2015  
**Board Meeting Date:** February 9, 2016  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Louise Rogers, Chief, Health System  
Susan Ehrlich, MD, MPP, Chief Executive Officer, San Mateo Medical Center

**Subject:** Agreement with InnVision Shelter Network to provide case management services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with InnVision Shelter Network to provide case management services to San Mateo County's homeless population for the term January 1, 2016 through December 31, 2017, in an amount not to exceed \$348,150.

**BACKGROUND:**

San Mateo Medical Center (SMMC) was awarded a Health Care for the Homeless/Farmworker Health (HCH/FH) grant from the Bureau of Primary Health Care of the US Department of Health and Human Services. The HCH/FH grant will fund SMMC's ongoing HCH/FH Program, which provides primary medical, dental, and behavioral health care to San Mateo County's homeless population. SMMC's HCH/FH Program is designed to assist homeless adults, families, and youth with access to and utilization of SMMC's continuum of care and other support services. The HCH/FH Program contracts with both County departments and community-based organizations.

**DISCUSSION:**

In October 2015, SMMC conducted a Request for Proposals for the HCH/FH Program. InnVision Shelter Network (IVSN) was selected to receive HCH/FH funding to provide case management, outreach, patient and community education, transportation, eligibility assistance, translation services, and referral services to improve client access to SMMC primary medical services.

The resolution contains the County's standard provisions allowing amendment of the County 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. This agreement is being sent to your Board late due to protracted negotiation with the vendor.

This agreement contributes to the Shared Vision 2025 of a Healthy Community by providing access to case management services to homeless individuals residing at shelters and to unsheltered homeless individuals residing on streets of San Mateo County. It is anticipated that approximately 50 unduplicated homeless individuals who have not been seen in a primary clinic in the past two years will be assigned to a medical home as represented by a minimum of two clinic visits.

**PERFORMANCE MEASURE:**

Measure	FY 2014-15 Actual	FY 2015-16 Projected
Approximate number of unduplicated homeless individuals who have not been seen in a primary clinic in the past two years will be assigned to a medical home as represented by a minimum of two clinic visits	NA*	50

New Measure\*

**FISCAL IMPACT:**

The term of the agreement is January 1, 2016 through December 31, 2017. The amount of the agreement is not to exceed \$348,150. Funds in the amount of \$87,037.50 are included in the SMMC FY 2015-16 Adopted Budget and funds in the amount of \$174,075 will be included in the SMMC FY16-17 Recommended Budget. Similar arrangements will be made for future years. This agreement will be 100% funded by the HCH/FH grant; there is no Net County Cost.

The proposed agreement with IVSN is substantially the same as the current agreement. While the payment rate for case management was reduced from \$255 to \$250 for each unduplicated individual, the agreement also adds the service of intensive case management to engage those who have been outside of the healthcare system at a rate of \$500 for each unduplicated individual. Finally, the agreement increases the total number of clients receiving case management services from a total of 500 to 550.

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 meet the full costs of care are covered by the County's General Fund contribution to SMMC.

# Request for Proposals – Matrix

<b>1</b>	Where was the RFP advertised?	San Mateo Medical Center Website San Mateo County Procurement Website Public Purchase Website
<b>2</b>	In addition to any advertisement, list others to whom the RFP announcement was sent:	NONE
<b>3</b>	State the total number of RFP's sent to prospective proposers:	NONE
<b>4</b>	How many proposals did you receive?	9
<b>5</b>	List in alphabetical order the names of the proposers and the location:	Samaritan House, San Mateo, CA Puente de la Costa Sur, Pescadero, CA Public Health Policy & Planning, San Mateo, CA InnVision Shelter Network, Menlo Park, CA Legal Aid Society of San Mateo County, Redwood City, CA Ravenswood Family Health Center, E Palo Alto, CA Sonrisas Community Dental Clinic, Half Moon Bay, CA Health Mobile, Santa Clara, CA Community Overcoming Relationship, San Mateo, CA