



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: November 16, 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 Peninsula Pathologists Medical Group for pathology slide preparation and histology services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Peninsula Pathologists Medical Group for pathology slide preparation and histology services for the term of January 1, 2016 through December 31, 2018 in an amount not to exceed \$636,000.

BACKGROUND:

Histology is the microscopic study of tissue removed during surgical and biopsy procedures. The information obtained from pathological review of the tissue specimens assists medical professionals in reaching an accurate diagnosis of a patient's specific condition and in formulating an appropriate treatment plan.

DISCUSSION:

In August 2015, the San Mateo Medical Center (SMMC) completed a Request for Proposals for pathology slide preparation and histology services. Peninsula Pathologists Medical Group was selected by the evaluation committee because of its extensive experience in histology and pathology, in addition to offering fixed bid pricing for the term of the agreement. This agreement is coming to your Board late due to protracted negotiations with the vendor.

The resolution contains the County's standard provision 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.

The agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by providing pathology slide preparation for accurate diagnosis and treatment of disease. It is anticipated that 100% of blocks and slides will be returned to the lab for analysis within 48 hours from time of pick-up.

PERFORMANCE MEASURE:

Measure	FY 2014-15 Actual	FY 2015-16 Projected
Percentage of blocks and slides returned to the lab for analysis within 48 hours from time of pick-up	100%	100%

FISCAL IMPACT:

The term of this agreement is January 1, 2016 through December 31, 2018. The amount of the agreement is \$636,000. Funds in the amount of \$106,000 are included in the SMMC's FY 2015-16 Adopted Budget.

The terms of this agreement are different from the previous agreement due to a 3% increase in total costs.

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, and are within the existing annual appropriation.

Request for Proposals – Matrix

1	Where was the RFP advertised?	San Mateo Medical Center Website San Mateo County Procurement Website Public Purchase Website
2	In addition to any advertisement, list others to whom the RFP announcement was sent:	Peninsula Pathologists Medical Group Peninsula Histopathology Laboratory Inc. Histo-Tec Laboratory
3	State the total number of RFP's sent to prospective proposers:	3
4	How many proposals did you receive?	2
5	List in alphabetical order the names of the proposers (or finalists, if applicable) and the location:	Peninsula Pathologists Medical Group S. San Francisco, CA Peninsula Histopathology Laboratory Inc. Campbell, CA