



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: November 19, 2012
Board Meeting Date: December 11, 2012
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 Total Renal Care, Inc.

RECOMMENDATION:

Adopt a Resolution authorizing an agreement with Total Renal Care, Inc. to provide acute inpatient dialysis services at the San Mateo Medical Center for the term of December 1, 2012 through November 30, 2015, in an amount not to exceed \$1,500,000.

BACKGROUND:

San Mateo County is responsible for providing medical care to its medically indigent adult population, including acute inpatient dialysis treatment at San Mateo Medical Center (SMMC). Because of the costs associated with necessary equipment and the need for specialized staffing, it is more economical to contract for this service with a third-party vendor than to perform the services through SMMC.

DISCUSSION:

Total Renal Care, Inc. (Total Renal Care) has been providing SMMC with high quality dialysis care since 1999 and maintains compliance with regulatory standards. SMMC recently completed a Request for Proposals (RFP) for acute care dialysis services. Total Renal Care was elevated because of the range of offered services and its demonstrated program competency. In addition, Total Renal Care provides acute dialysis services (including equipment, supplies, appropriate personnel and in-service training) and has adequate capacity for staffing, and other key factors required to meet SMMC's renal care service needs. The agreement has been delayed due to extensive negotiations with the vendor.

County Counsel has reviewed and approved the agreement and Resolution as to form. Contractor meets insurance 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 quality renal care services to San Mateo County patients. Analysis of patient clinical data is an indicator of the effectiveness of dialysis treatment. It is anticipated that the quarterly list of clinical quality indicators will be at 95% or greater.

PERFORMANCE MEASURE:

Measure	FY 2011-12 Actual	FY 2012-13 Projected
Quarterly list of clinical quality indicators for services provided will be at 95% or greater	95%	95%

FISCAL IMPACT:

The term of the agreement is December 1, 2012 through November 30, 2015, in an amount not to exceed \$1,500,000. Funds in the amount of \$291,670 are included in the SMMC FY 2012-13 Adopted Budget and funds in the amount of \$500,000 are included in the SMMC 2013-14 Recommended Budget. Similar arrangements will be made for future years.

The payment provisions and levels of service in this agreement for inpatient dialysis services are essentially the same as the prior agreement.

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.	General Description of RFP	Acute Care Dialysis and Continuous Ambulatory Peritoneal Dialysis	
2.	List key evaluation criteria	<p>A. <u>Staffing Coordination</u>: The Renal Dialysis Center (RDC), utilizing an Acute Service Coordinator provided by vendor, will provide staff scheduling for acute treatments upon direct request from the patient's physician (within the limitations and/or requirements of SMMC's nursing staff). Dialysis treatments are to be offered at SMMC's Medical Surgical Services Unit (MSSU) and Intensive Care Unit (ICU). The volume for such services has historically been 1000 patient dialysis treatments/year in MSSU and 1200 patient dialysis treatments/year in ICU.</p>	
		<p>B. <u>Staff Qualifications</u>: All of vendor-provided RDC acute staff servicing SMMC must be Registered Nurses with a minimum of one (1) year of acute inpatient dialysis experience. Said RDC staff will be expected to complete SMMC competencies relevant to the care of the patients. Staff will be required to orient to Hospital Interim Life Safety and Emergency Response at SMMC.</p>	
		<p>C. <u>Acute Nursing Care</u>: In collaboration with the assigned primary nurse at SMMC, vendor will provide RDC with a full acute dialysis nursing service which will:</p>	
		1.	Set-up and take down equipment
		2.	Initiate dialysis
		3.	Monitor vital signs
		4.	Carry out nephrologists' dialysis orders
		5.	Draw and label lab work
		6.	Administer antibiotics or other medication via dialysis lines
		7.	Report post-dialysis status to floor nurse and nephrologists
		8.	Perform patient documentation
		9.	Respond to patient emergencies by stabilizing the patient's condition
3.	Where advertised	San Mateo Medical Center Website	
4.	In addition to any advertisement, list others to whom RFP was sent	<p>Artificial Kidney Services Fresenius Medical Care of North America Philip Hertz, M.D. Satellite Healthcare, Inc. Total Renal Care, Inc.</p>	

5.	Total number sent to prospective proposers	5
6.	Number of proposals received	3
7.	Who evaluated the proposals	Jenna Bilinski, Nurse Manager Joan Spicer, Deputy Director of Acute Care Liz Evans, Deputy Director of Psychiatric Service Ron Keating, Contract Administrator
8.	In alphabetical order, names of proposers (or finalists, if applicable) and location	Artificial Kidney Services Satellite Healthcare, Inc. Total Renal Care, Inc.