



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: March 14, 2013
Board Meeting Date: April 23, 2013
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 Golden State Anesthesia Consultants, Inc.

RECOMMENDATION:

Adopt a Resolution authorizing an agreement with Golden State Anesthesia Consultants, Inc. to provide specialty anesthesia and pain management services for the term of May 1, 2013 through April 30, 2016, in an amount not to exceed \$5,400,000.

BACKGROUND:

San Mateo County is responsible for providing necessary medical care to its medically indigent population. This care includes anesthesia and pain management services, and the management and supervision of those services. Another contractor was the provider of those services at San Mateo Medical Center (SMMC) for more than fifteen years.

DISCUSSION:

Toward the end of the term of the most recent anesthesia services contract, SMMC Administration determined that it was in the best interest of the County to issue a Request for Proposals (RFP) for these services. An RFP was published on September 12, 2012 and was closed on December 3, 2012. After careful consideration and evaluation, Golden State Anesthesia Consultants, Inc. was selected as the successful proposer. Anesthesiology services to be provided include anesthesia for invasive surgical procedures, acute and chronic pain management, and emergency or consultative critical care services. The contractor will staff three surgical suites daily, Monday through Friday.

The agreement and Resolution have been reviewed and approved by County Counsel as to form. The Contractor's insurance meets County Insurance Certification requirements.

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.

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.

This agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by providing access to professional anesthesia and pain management services to residents of San Mateo County. It is anticipated that 100% of physician surveys of anesthesia services assessing communication, timeliness, and overall quality will be rated at levels 4 or 5 on a 5 point scale, which is an indicator of the highest level of quality care.

Performance Measure:

Measure	FY 2012-13 Estimated	FY 2013-14 Projected
Percentage of physician surveys of anesthesia services assessing communication, timeliness and overall quality rated at levels 4 or 5 on a 5 point scale	100%	100%

FISCAL IMPACT:

The term of this agreement is May 1, 2013 through April 30, 2016. The maximum fiscal obligation is \$5,400,000. Funds in the amount of \$300,000 will be included in the SMMC Adopted FY 2012-13 Budget. Funds in the amount of \$1,800,000 are included in the SMMC FY 2013-14 Recommended Budget. Similar arrangements will be made for future budget years. The payment provisions of the agreement are different from the previous agreement which was with another vendor. The amount of the agreement is 8.5% more annually than the previous agreement. The increase is based on expanded services.

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 Health System Website San Mateo County Website
2.	In addition to any advertisement, list others to whom the RFP announcement was sent:	EmCare Golden State Anesthesia Consultants Premier Anesthesia Sequoia Anesthesia Consultants TeamHealth
3.	State the total number of RFP's sent to prospective proposers:	7
4.	How many proposals did you receive?	5
5.	List in alphabetical order the names of the proposers (or finalists, if applicable) and the location:	<p>ApolloMD 5665 New Northside Dr., Suite 200 Atlanta, GA 30328</p> <p>EmCare 850 S. Palafox St., Suite 101 Pensacola, FL 32502</p> <p>Golden State Anesthesia Consultants P. O. Box 50045 Pasadena, CA 91115</p> <p>Premier Anesthesia 2655 Northwinds Parkway Alpharetta, GA 30009</p> <p>Sequoia Anesthesia Consultants 320 Mindanao Dr. Redwood City, CA 90465</p> <p>Somnia, Inc. 10 Commerce Dr. New Rochelle, NY 10801</p> <p>TeamHealth 265 Brookview Centre Way, Suite 400 Knoxville, TN 37919</p>