

**RESOLUTION NO. \_\_\_\_\_**

**BOARD OF SUPERVISORS, COUNTY OF SAN MATEO, STATE OF CALIFORNIA**

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**RESOLUTION AUTHORIZING AN AMENDMENT TO THE AGREEMENT WITH  
TOYON ASSOCIATES, INC. TO PROVIDE THIRD-PARTY REIMBURSEMENT  
SERVICES TO THE SAN MATEO MEDICAL CENTER, INCREASING THE AMOUNT  
BY \$380,000 TO AN AMOUNT NOT TO EXCEED \$917,000**

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**RESOLVED**, by the Board of Supervisors of the County of San Mateo, State of California, that

**WHEREAS** on January 24, 2012, your Board approved an agreement with Toyon Associates, Inc. (Toyon) for third party reimbursement services; and

**WHEREAS**, a Request for Proposals was conducted in June of 2011 and Toyon was chosen because of their extensive knowledge of San Mateo Medical Center's (SMMC) financial operations, as well as their unique understanding of the complex and frequently-changing supplemental revenue calculations, specific to County healthcare operations; and

**WHEREAS**, the agreement specified annual amounts for retainer services to be provided, but in the interim, vacancies occurred in two key positions, the Senior Reimbursement Accountant and the Reimbursement Manager; and

**WHEREAS**, as a result, Toyon had to assume much of the work that would normally be handled by the persons holding these positions; and

**WHEREAS**, 2014 is the year when Public Hospitals will establish their base

year equations under State Assembly Bill 85 (AB85), which is the state's implementation of the Accountable Care Act for health care reform; and

**WHEREAS**, As a complete restructuring of public hospital reimbursement, the AB85 strategic analysis exercise has required a significant (but one-time) effort on the part of Toyon. This effort has been necessary, given AB85's enormous anticipated effect on how SMMC is paid for Medi-Cal and low income patient services going forward.; and

**WHEREAS**, Toyon's diligence in aggressively pursuing SMMC's Medi-Cal appeals has recovered \$2.1 million in revenue over the term of the agreement so far; and

**WHEREAS**, this makes the continued utilization of their services essential to SMMC's efforts to maximize third-party reimbursements.; and

**WHEREAS**, both parties wish to amend the agreement to increase the amount by up to \$380,000, to an amount not to exceed \$917,000; and

**WHEREAS**, this Board has been presented with a form of such amendment, has examined and approved it as to both form and content, and desires to enter into it.

**NOW THEREFORE, IT IS HEREBY DETERMINED AND ORDERED** that the President of this Board of Supervisors be and is hereby authorized and directed to execute said Amendment No. 1 to the agreement with Toyon for and on behalf of the County of San Mateo, increasing the amount by \$380,000 to an amount not to exceed

\$917,000 and the Clerk of the Board shall attest the President's signature thereto.

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