

RESOLUTION NO. _____

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

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**RESOLUTION AUTHORIZING AN AMENDMENT TO THE AGREEMENT WITH HFS
CONSULTANTS, EXTENDING THE TERM THROUGH MARCH 31, 2015 AND
INCREASING THE AMOUNT BY \$821,400 TO AN AMOUNT NOT TO EXCEED
\$921,400**

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

WHEREAS, on October 16, 2013, the Chief Executive Officer of the San Mateo Medical Center (SMMC) signed an agreement in the amount of \$100,000 with HFS Consultants (HFS) for a Chief Revenue Officer (CRO) and an Interim Billing and Collections Manager to support SMMC's finance unit until permanent candidates can be recruited; and

WHEREAS, HFS was able to provide a qualified local candidates on short notice with the experience needed to support the financial unit; and

WHEREAS, SMMC has a great need for continuing support from HFS in order to address long-standing needs within the finance unit until permanent replacements are hired, specifically having the CRO help facilitate SMMC's ICD-10 implementation and provide the necessary leadership for SMMC to recover \$1.9 million in denial write-offs and point of service collections for a 2:1 Return on Investment (ROI) over the term of the amended agreement; and

WHEREAS, HFS will facilitate the recruitment of qualified candidates to fill three vacant Financial Service Manager II (FSM II) positions, and HFS guarantees the placement of successful candidate(s) for a period of three months from each candidate's start date, and SMMC will only be charged the fee for recruiting services if a successful placement is made; and

WHEREAS, based on the success of the initial work from HFS and the pressing need at SMMC for these services, SMMC recommends a waiver of the Request for Proposals (RFP) process to permit HFS to continue providing these services; and

WHEREAS, Ordinance Code Section 2.83.170 authorizes the Board of Supervisors to waive the RFP process in any situation where the Board of Supervisors determines that the best interest of the County could be served without the necessity of an RFP; and

WHEREAS, this Board of Supervisors determines that the best interest of the County could be served without the necessity of an RFP in this context; and

WHEREAS, both parties wish to amend the agreement to extend the term through March 31, 2015, and to increase the amount by up to \$821,400, to an amount not to exceed \$921,400; 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 County requirement for the RFP process for said agreement is hereby waived.

BE IT FURTHER RESOLVED that the President of this Board of Supervisors be and is hereby authorized and directed to execute said Amendment No. 1 to the agreement for and on behalf of the County of San Mateo, and the Clerk of the Board shall attest the President's signature thereto.

BE IT FURTHER RESOLVED that the Chief of the Health System or designee is authorized 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.

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