



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: September 30, 2014
Board Meeting Date: November 18, 2014
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

Subject: Agreement with Peninsula Urology, LLC

RECOMMENDATION:

Adopt a Resolution authorizing an agreement with Peninsula Urology, LLC to provide portable laser equipment, supplies and technician services for the term of October 1, 2014 through September 30, 2017, in an amount not to exceed \$1,062,000.

BACKGROUND:

San Mateo Medical Center (SMMC), unlike most hospitals in the area, does not own lasers or equipment for the treatment of urology ailments such as kidney or bladder stones or strictures. Therefore, this equipment must be leased from outside sources. Since June 2013, Peninsula Urology LLC has been providing the lasers, support staff and disposables used in urology procedures in a prompt, professional manner, at a savings to the County.

DISCUSSION:

Because there is a continuous need for both sonic and laser equipment, a Request for Proposals (RFP) was published on May 14, 2014. Peninsula Urology, LLC was the only entity to submit a proposal and was ultimately awarded the contract. Please note that a related agreement for urology services is being brought to your Board on this same agenda.

The Resolution contains the County's standard provisions 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 access to urological care for the residents of San Mateo County. It is anticipated that a certified technician will be available and on-call 24 hours per day/7 days per week, and shall arrive on site at SMMC within 2 hours of any telephone request from SMMC.

PERFORMANCE MEASURE(S):

Measure	FY 2014-15 Estimated	FY 2015-16 Projected
Percentage of time a certified technician will be on site at SMMC within 2 hours of a SMMC telephone request	100%	100%

FISCAL IMPACT:

The term of the agreement is October 1, 2014 through September 30, 2017. The amount of the agreement is not to exceed \$1,062,000 for the 3-year term. Funds in the amount of \$265,500 are included in the SMMC FY 2014-15 Adopted Budget. Funds in the amount of \$354,000 will be included in the SMMC FY 2015-16 Recommended Budget. Similar arrangements will be made for future fiscal years.

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.