



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: August 25, 2016
Board Meeting Date: October 18, 2016
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise Rogers, Chief, Health System
Chester J. Kunnappilly, MD, Interim Chief Executive Officer, San Mateo Medical Center

Subject: Agreement With Castle Dental Laboratory to Provide Removable Dental Prosthodontics Fabrication and Repair Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Castle Dental Laboratory to provide fabrication and repair of dental prosthodontics for patients seen at the San Mateo Medical Center or its clinics, for the term of January 1, 2017 through December 31, 2019, in an amount not to exceed \$450,000.

BACKGROUND:

San Mateo Medical Center (SMMC) has an ongoing need to provide its patients with fabrication of removable dental prosthodontics to correct intraoral defects such as missing teeth and missing soft or hard structures of the jaw and palate. Castle Dental Laboratory (Castle) has been providing these services to SMMC's patients since 2009.

DISCUSSION:

In June 2016, SMMC completed a Request for Proposals and Castle was chosen to continue to provide SMMC's patients with removable dental prosthodontics fabrication based on price, quality, and the positive feedback received from SMMC's patient surveys.

The resolution contains the County's standard provisions allowing amendment of the County 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.

This agreement contributes to the Shared Vision 2025 of a Healthy community by providing prosthodontics services at SMMC and its clinics. It is anticipated that SMMC and its clinics will receive a patient survey satisfaction mean score of 75%.

PERFORMANCE MEASURE:

| Measure | FY 2015-16 Actual | FY 2016-17 Projected |
|----------------------------------------------------------------------------|-------------------|----------------------|
| SMMC and its clinics will receive a patient survey satisfaction mean score | 75% | 75% |

FISCAL IMPACT:

The term of the agreement is January 1, 2017 through December 31, 2019. The amount of the agreement is not to exceed \$450,000 for the three-year term. Funds in the amount of \$75,000 are included in the SMMC FY 2016-17 Adopted Budget. Funds in the amount of \$150,000 will be included in the SMMC FY 2017-18 Recommended Budget. Similar arrangements will be made for future years.

The payment provisions differ from the previous agreement due to an 8% increase in pricing. The last price increase was implemented in 2013.

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 fully meet the costs of care are covered by the County General Fund contribution to SMMC, and are within the existing annual appropriation.

Request for Proposals – Matrix

| | | |
|----------|-------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Where was the RFP advertised? | Public Purchase San Mateo County Times San Mateo Medical Center Website San Mateo County Procurement Website |
| 2 | In addition to any advertisement, list others to whom the RFP announcement was sent: | Castle Dental Laboratory UniDent Laboratories, LLC Gregory Weil Dental Ceramic Studio Syndicated Dental Inc., dba JDH Dental Lab Arkalign Laboratories |
| 3 | State the total number of RFP's sent to prospective proposers: | 5 |
| 4 | How many proposals did you receive? | 6 |
| 5 | List in alphabetical order the names of the proposers (or finalists, if applicable) and the location: | Arkalign Laboratories, San Jose, CA Burbank Dental Laboratory, Burbank, CA Castle Dental Laboratory, Daily City, CA Gregory Weil Dental Ceramic Studio, Chico, CA Rainbow Lab, San Francisco, CA UniDent Laboratories, LLC, San Francisco, CA |