



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 22-1005

Board Meeting Date: 12/13/2022

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

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

Subject: Agreement with Lisa Tsang, OD to Provide Optometry Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Lisa Tsang, OD to provide optometry services for the term of January 1, 2023, through September 30, 2025, in an amount not to exceed \$218,144.

BACKGROUND:

San Mateo County is responsible for providing necessary medical care to its medically indigent population. Lisa Tsang, OD has provided optometry services for San Mateo Medical Center (SMMC) since January 2022. The County's need for optometry services is increasing due to the aging of its patient population. SMMC will continue to meet this growing need through contracts with Dr. Tsang and other optometrists.

DISCUSSION:

Under this agreement, Lisa Tsang, OD has agreed to provide a minimum of 192 optometry clinics annually.

County Administrative Memorandum B-1 provides that contracts for physicians are exempt from the Request for Proposals process.

The agreement and resolution have been reviewed and approved by the County Attorney as to form.

The resolution contains the County's standard provisions allowing amendment of the County fiscal obligations by a maximum of \$25,000 (in aggregate).

It is anticipated that 70% of patients who complete the patient satisfaction survey will recommend Dr. Tsang as a provider.

PERFORMANCE MEASURE:

Measure	FY 2022-23 Estimated	FY 2023-24 Projected
Percentage of patients who complete the patient satisfaction survey that recommend Dr. Tsang as a provider	85%	85%

FISCAL IMPACT:

The term of the agreement is January 1, 2023, through September 30, 2025. The amount of the agreement is not to exceed \$218,144 for the thirty-three months term. Funds in the amount of \$42,221 are included in the SMMC FY 2022-23 Adopted Budget. Funds in the amount of \$84,442 are included in the SMMC FY 2023-24 Recommended Budget.

The payment provisions and levels of services in this contract differ from that of the previous contract. Specifically, the total value of the new contract represents a 14% increase compared to that of the previous contract due to an increase in compensation based on VMG Health, a nationally recognized medical services valuation firm which indicates an hourly rate of \$98 - \$ 109.00 is within fair market for independently contracted optometry services. All compensation to the provider was negotiated at arm's length and is reasonably needed based on the need to continue these services to County's patients.

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 is covered by the County's General Fund contribution to SMMC and is within the existing annual appropriation.