



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 24-013

Board Meeting Date: 1/9/2024

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 Sanjay & Archana Bindra MDs Inc. to Provide Cardiology Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Sanjay & Archana Bindra MDs Inc. to provide cardiology services for the term of February 1, 2024 through January 31, 2027, for an amount not to exceed \$2,228,880.

BACKGROUND:

San Mateo County is responsible for providing necessary medical care to its medically indigent population. This includes services for cardiology disorders and the management and supervision of those services. SMMC has seen its outpatient cardiology volume grow 58% between FY 2019-20 and FY 2021-22. Post-pandemic demand for cardiology services appears to be accelerating within the County.

DISCUSSION:

In response to increased community needs, Dr. Bindra is willing to provide expanded cardiology services. While previously Dr. Bindra provided 432 annual hours of clinical cardiology services, the new proposed contract would increase Dr. Bindra's maximum coverage obligation to 816 annual hours of clinical coverage services. In addition to non-invasive outpatient clinic, reading, and interpretation services, Dr. Bindra will also provide electrophysiology services, which include device implantation and remote device interrogation and interpretation. There is no change in the number of on-call services that will be provided.

County Attorney has reviewed and approved the resolution and agreement 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 95% of the time, Dr. Bindra will document and perform nutrition counseling for patients during ambulatory clinic visits when patients have a Body Mass Index (BMI) > 25. It is also anticipated that 85% of patients who complete the Patient Satisfaction Survey would recommend Dr.

Bindra as a provider.

PERFORMANCE MEASURE:

| Measure | FY 2023-24 Estimated | FY 2024-25 Projected |
|--|-----------------------------|-----------------------------|
| Percentage of the time Dr. Bindra documents and performs nutrition counseling for patients during ambulatory clinic visits when patients have a BMI > 25 | 95% | 95% |
| Percentage of patients who complete the Patient Satisfaction Survey that recommend Dr. Bindra as a provider | 85% | 85% |

FISCAL IMPACT:

The term of the agreement is February 1, 2024, through January 31, 2027. The amount of the agreement is not to exceed \$2,228,880 for the three-year term. Funds in the amount of \$742,960 are included in the SMMC FY 2023-24- Adopted Budget. Similar arrangements will be made for future years.

The payment provisions and levels of services in this contract differ from that of the previous contract due to an 88% increase in the maximum number of annual clinical service hours and an adjustment from a flat combined monthly-rate compensation model to an hourly compensation model. The total value of the new contract represents a 19% increase compared to that of the previous contract.

The rates in the new contract are within fair market value according to VMG Health, a nationally recognized medical services valuation firm that relies upon multiple industry-standard provider compensation surveys and aggregates that data.

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.