



# County of San Mateo

## Inter-Departmental Correspondence

---

**Department:** HEALTH

**File #:** 20-671

Board Meeting Date: 9/15/2020

---

**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

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

**Subject:** Agreement with Hong Zheng, D.O., Inc. to Provide Non-Invasive Cardiology Services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Hong Zheng, D.O., Inc. to provide non-invasive cardiology services, for the term of October 1, 2020 through September 30, 2022, for an amount not to exceed \$550,000.

**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. The County's need for these cardiology services is increasing due to the aging of its patient population.

**DISCUSSION:**

Dr. Zheng will provide up to four half-day clinics per week, Transesophageal Echocardiogram interpretations, Electrocardiogram (EKGs) readings, Stress Echocardiograms (Stress Echoes), Stress Tests, and Holter Monitors. Dr. Zheng will also provide call coverage.

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

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

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

It is anticipated that Contractor will complete 3,068 Relative Value Units (RVUs) per annum.

**PERFORMANCE MEASURE:**

Measure	FY 2020-21 Estimated	FY 2021-22 Projected
Number of projected volumes of RVUs per annum	3,068	3,068

**FISCAL IMPACT:**

The term of the agreement is October 1, 2020 through September 30, 2022. The amount of the agreement is not to exceed \$550,000 for the two-year term. Funds in the amount of \$275,000 are included in the SMMC FY 2020-21 Recommended Budget. Similar arrangements will be made in future years.

The payment provisions of this contract are based on the non-invasive cardiology 2019 Medical Group Management Association Provider Compensation and Production Report, which San Mateo Medical Center (SMMC) uses to benchmark its contracted provider rates.

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.