



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 24-375

Board Meeting Date: 5/21/2024

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**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 Philips Healthcare to Provide an Electrocardiogram System, Patient Monitoring System, and EPIC Integration Services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Philips Healthcare to provide an electrocardiogram system, in-patient monitoring system, and EPIC integration services for the term of May 1, 2022, through April 30, 2029, in an amount not to exceed \$640,473.

**BACKGROUND:**

Philips Healthcare (Philips) currently provides two separate systems to San Mateo Medical Center (SMMC), IntelliSpace and IntelliVue. IntelliSpace is the current electrocardiogram (ECG) software that stores all the ECG tracings for SMMC's patients. Cardiologists read and provide an interpretation of ECGs, stress tests, and holter monitors within IntelliSpace. Tracings and interpretation are sent out to SMMC's current electronic health records. IntelliVue is SMMC's current in-patient monitoring system that provides the clinician with vital signs to analyze, interpret, and present patient data to provide comprehensive healthcare.

**DISCUSSION:**

With SMMC's new electronic health record system, EPIC, going live at the end of the calendar year, SMMC is seeking to continue the usage of these current systems and equipment to interface with EPIC to meet the go-live deadlines. SMMC is requesting that this Board waive the Request for Proposals process to allow Philips to continue to provide these services with the additional EPIC integration services. Switching vendors at this critical juncture could result in unnecessary County resources being expended and potential confusion during the conversion process. This agreement is going to this Board late due to prolonged negotiations with the vendor; additionally, this agreement is covering services that were provided but never paid, dating back to May 2022.

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).

The Information Services Department has reviewed and approved the IT component of this agreement.

The County’s Contract Compliance Committee has approved a waiver request for a seven-year term for this agreement.

It is anticipated that Philips’ systems will have an “uptime” of 95%. It is also anticipated that the in-patient monitoring system, IntelliVue, provides accurate clinical data on demand, ensuring 100% functionality.

**PERFORMANCE MEASURE:**

<b>Measure</b>	<b>FY 2023-24 Estimated</b>	<b>FY 2024-25 Projected</b>
Percentage of Philips’ systems “uptime”	95%	95%
Percentage of IntelliVue’s functionality providing accurate clinical data on demand	100%	100%

**FISCAL IMPACT:**

The term of the agreement is May 1, 2022, through April 30, 2029. The amount of the agreement is not to exceed \$640,473 for the seven-year term. Funds in the amount of \$172,000 are included in the SMMC FY 2024-25 Recommended Budget. Funds in the amount of \$84,548 will be included in the SMMC FY 2025-26 Recommended Budget.

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.