



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 16-719

Board Meeting Date: 11/7/2017

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

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

Subject: Agreement with The CBORD Group, Inc. to Provide Nutritional System Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with The CBORD Group, Inc. to provide nutritional system services for the term of November 1, 2017 through October 31, 2022, in an amount not to exceed \$220,000.

BACKGROUND:

San Mateo Medical Center (SMMC) has a continuous need for patient nutritional system services. A patient diet software system is intended to ensure patients receive nutritionally adequate meals in accordance with their physician-prescribed diet order. SMMC's current patient diet software system is unable to automatically provide compliant diet orders to patients, sending patients items that they do not like or cannot tolerate. In addition, the current diet software system is no longer being supported. Due to the lack of system support and features, and the impact on patient experience score for SMMC's food quality, it is in SMMC's best interest to seek a new provider.

DISCUSSION:

A waiver of the Request for Proposals process has been approved under the existing Group Purchasing Organization (GPO) agreement with MedAssets, which secures competitive rates for such services for the County.

The CBORD Group, Inc. (CBORD), a GPO vendor, was chosen to provide a replacement nutritional system to SMMC. The nutritional system will automate and manage patient menu cycles, tray tickets, recipe scaling and costing, ordering and receiving integration with the vendor Sysco, and nutrition analysis. This agreement is coming to your Board late due to protracted negotiations.

The agreement and resolution have been reviewed and approved by County Counsel 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 this agreement.

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

The agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by providing an automated nutrition system to improve dietary safety and satisfaction of SMMC's patients. It is anticipated that related SAFE reports filed will reduce by 20%.

PERFORMANCE MEASURE:

Measure	FY 2016-17 Actual	FY 2017-18 Projected
Percent reduction in related SAFE reports filed	21%	20%

FISCAL IMPACT:

The term of the agreement is November 1, 2017 through October 31, 2022. The amount of the agreement is not to exceed \$220,000. Funds in the amount of \$29,333 are included in the SMMC FY 2017-18 Adopted Budget and funds in the amount of \$44,000 will be included in the SMMC FY 2018-19 Recommended Budget. Similar arrangements will be made for future years.

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.