



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 18-494

Board Meeting Date: 6/19/2018

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 July 1, 2018 through June 30, 2020, for an amount not to exceed \$560,000.

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 five half-day clinics per week, inpatient cardiology consults, Transesophageal Echocardiogram interpretations, Electrocardiogram (EKGs) readings, Stress Echocardiograms (Stress Echoes), Stress Tests, and Holter Monitors. Dr. Zheng will also provide call coverage for an average of six days per month.

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.

Approval of this agreement contributes to the Shared Vision 2025 outcome of a Health Community by providing San Mateo County residents with access to non-invasive cardiology services. It is

anticipated that 100% of all EKGs, Stress Echoes and Holter Monitor test results will be read and interpreted within 24 hours of admission.

PERFORMANCE MEASURE:

Measure	FY 2017-18 Estimated	FY 2018-19 Projected
Percentage of EKGs, Stress Echoes, and Holter Monitors read and interpreted within 24 hours of admission	100%	100%

FISCAL IMPACT:

The term of the agreement is July 1, 2018 through June 30, 2020. The amount of the agreement is not to exceed \$560,000 for the two-year term. Funds in the amount of \$280,000 are included in the SMMC FY 2018-19 Recommended Budget. Similar arrangements will be made in future years.

The payment provisions of this contract have increased by 7% over the prior agreement due to a rate increase for non-invasive cardiology per the 2017 Medical Group Management Association Provider Compensation and Production Report, which 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.