



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 18-974

Board Meeting Date: 10/23/2018

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

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

Subject: Amendment to Agreement with Carol Moreali for Resource Management Consulting Services

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with Carol Moreali for resource management consulting services, extending the term through June 30, 2019 and increasing the amount payable by \$150,000, to an amount not to exceed \$450,000.

BACKGROUND:

In July 2017, the San Mateo Medical Center (SMMC) Chief Executive Officer approved an agreement with Carol Moreali for an amount not to exceed \$100,000. Under this agreement, Ms. Moreali agreed to provide support and training for SMMC Resource Management Department (RMD) staff with respect to reimbursement-related regulations and other compliance related services. In December 2017, the agreement was amended to expand the scope of services to include development and implementation of appropriate measures reflecting best practices. In addition, the Board of Supervisors waived the Request for Proposals process, extended the term of the agreement through December 31, 2018 and increased the maximum amount payable under the agreement by an amount not to exceed \$300,000.

DISCUSSION:

SMMC's RMD Director recently resigned and in order to ensure continuous RMD operations and the implementation of recommendations and support measures, Ms. Moreali's level of effort has increased significantly.

Given this ongoing need, SMMC requests that your Board approve extending the current agreement through June 30, 2019 and increase the maximum amount payable under the agreement by \$150,000, to an amount not to exceed \$450,000.

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

The amendment contributes to the Shared Vision 2025 outcome of a Healthy Community by reducing the number of appeals and denials for SMMC’s patients due to lack of documented medical necessity. It is anticipated that the percent of medical-surgical patient days not meeting medical necessity will be reduced to 5%.

PERFORMANCE MEASURE:

Measure	FY 2017-18 Actual	FY 2018-19 Projected
Percentage of medical-surgical patient days not meeting medical necessity	20%	5%

FISCAL IMPACT:

The term of the revised agreement is July 1, 2017 through June 30, 2019. The amount of the agreement is not to exceed \$450,000. The amendment increases the contract amount payable by \$150,000. Funds in the amount of \$150,000 are included in the SMMC FY 2018-19 Adopted 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 are covered by the County’s General Fund contribution to SMMC, and are within the existing annual appropriation.