



# County of San Mateo

## Inter-Departmental Correspondence

---

**Department:** HEALTH

**File #:** 19-701

Board Meeting Date: 7/9/2019

---

**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 Michael Aratow, MD for Chief Medical Information Officer Services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Michael Aratow, MD to provide Chief Medical Information Officer Services for the term of July 1, 2019 through June 30, 2020, in an amount not to exceed \$270,000.

**BACKGROUND:**

To ensure effective information technology (IT) decision-making, San Mateo Medical Center (SMMC) developed a long-range Information Technology Strategic Plan (ITSP). The ITSP recommended appointment of a Chief Medical Information Officer (CMIO) to provide critical physician input for IT decisions. The SMMC Executive Management Team, along with the County's Information Services Department, selected Dr. Michael Aratow to serve as the CMIO. Since assuming the role of CMIO, Dr. Aratow has provided leadership at SMMC by serving as the primary clinician stakeholder in clinical IT projects. Dr. Aratow is Board Certified in Clinical Informatics.

**DISCUSSION:**

Dr. Aratow continues to demonstrate a unique ability to balance the perspectives of IT professionals and clinicians, resulting in significant progress in the areas of clinical application, development, and acceptance. In addition, the role of CMIO has proven to be critical, as the County Health positions itself to continue to meet the changes required by the Federal Health Architecture to assure seamless interchange of health data.

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

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 agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by ensuring effective planning and preparation in support of Health IT projects. It is anticipated that Dr. Aratow will identify and test a minimum of four innovation projects at SMMC.

**PERFORMANCE MEASURE:**

<b>Measure</b>	<b>FY 2018-19 Estimated</b>	<b>FY 2019-20 Projected</b>
Minimum number of projects Dr. Aratow will identify and test at SMMC	3 projects	4 projects

**FISCAL IMPACT:**

The term of this agreement is July 1, 2019 through June 30, 2020. The amount of the agreement is not to exceed \$270,000 for the one-year term. Funds in the amount of \$270,000 are included in the SMMC FY 2019-20 Recommended Budget.

This contract's payment provisions differ from that of the previous contract. Specifically, there is a 5% increase in compensation per year, due to increased rates published in the national survey conducted by the Association of Medical Directors of Information Systems, a tool SMMC uses to benchmark contract compensation.

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 fully meet the costs of care is covered by the County General Fund contribution to SMMC, and is within the existing annual appropriation.