



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 20-737

Board Meeting Date: 9/29/2020

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 Chris Threatt, MD Inc., a Professional Medical Co., Doing Business as Sequoia Urology Center.

RECOMMENDATION:

Adopt a resolution authorizing the Contractor name change, an extension of the agreement with Chris Threatt, MD, Inc. a Professional Medical Co., doing business as Sequoia Urology Center, to provide portable laser equipment, supplies, and technician services for an additional three years from October 1, 2017 through September 30, 2023, and to increase the amount not to exceed \$2,438,352.

BACKGROUND:

San Mateo Medical Center (SMMC), unlike most hospitals in the area, does not own lasers or equipment for the treatment of urology ailments such as kidney or bladder stones or strictures. Therefore, this equipment must be leased from outside sources. Since June 2013, Sequoia Urology Center has been providing the lasers, support staff, and disposables used in urology procedures in a prompt, professional manner, at a savings to the County.

DISCUSSION:

SMMC has a continuous need for both sonic and laser equipment. Sequoia Urology Center is the sole provider of on premise leased laser equipment in the area. This enables SMMC's urologists to maintain consistency and quality of care by providing access to the equipment and a certified technician 24 hours a day, 7 days a week. Therefore, SMMC is requesting a waiver of the Request for Proposals process.

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

It is anticipated that a certified technician will be on-call 24 hours a day, 7 days a week, and arrive at SMMC within 2 hours of a request 100% of the time.

PERFORMANCE MEASURES:

Measure	FY 2020-21 Estimated	FY 2021-22 Projected
Percentage of time a certified technician will be on-call 24 hours a day, 7 days a week, and arrive at SMMC within 2 hours of a request	100%	100%

FISCAL IMPACT:

The term of the agreement is October 1, 2017 through September 30, 2023. The amount of the agreement is not to exceed \$2,438,352 for the six-year term. Funds in the amount of \$406,392 will be included in the SMMC FY 2020-21 Recommended Budget. Similar arrangements will be made for future years.

The payment provisions of this agreement are the same of the previous agreement but the maximum amount has increased because the term has been extended for three 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.