



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 21-313

Board Meeting Date: 4/20/2021

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: Amendment to the Agreement with Sanjay & Archana Bindra MDs Inc. to Provide Non-Invasive Cardiology

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with Sanjay & Archana Bindra MDs Inc. to amend Exhibit A call definition, replace Exhibit B with Exhibit B1, to add \$118,000 and increase the not to exceed amount to \$1,820,000.

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.

On January 5, 2021, parties signed an agreement for Dr. Sanjay Bindra to provide non-invasive cardiology services, for the term of February 1, 2021 through January 31, 2024, for an amount not to exceed \$1,702,000. Specifically, Dr. Bindra has provided a minimum of 9 half-day clinics, consult sessions, or testing sessions per week; read Holter Monitors, EKGs, Stress Echos, and Stress Tests; and performed pacemaker and defibrillator implantations. Dr. Bindra also provides significant call coverage.

DISCUSSION:

Dr. Bindra has been providing more electrophysiology services in addition to non-invasive cardiology services. Cardiac electrophysiology is a subspecialty of cardiology that focuses on the heart's electrical activity designed to find new treatments and cures for arrhythmias. As such, Dr. Bindra's compensation and RVU quota needed to be adjusted to reflect electrophysiology services, in addition to non-invasive cardiology services.

Additionally, to provide clarity, we also added a definition for what constitutes a weekend call

schedule or a weekday call schedule.

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 Dr. Bindra will provide cardiology coverage with the cardiology team and meet all call coverage needs 100% of the time for our patients, both in inpatient and outpatient settings.

PERFORMANCE MEASURE:

Measure	FY 2021-22 Estimated	FY 2022-23 Projected
Percent of time that cardiology coverage with the cardiology team is provided in order to meet all call coverage needs for our patients, both in inpatient and outpatient settings.	100%	100%

FISCAL IMPACT:

The term of the agreement is February 1, 2021 through January 31, 2024. The amount of the agreement is not to exceed \$1,820,000 for the three-year term. Funds in the amount of \$606,666 are included in the San Mateo Medical Center (SMMC) FY 2021-22 Recommended Budget. Similar arrangements will be made in future years.

The payment provisions of this contract are based on the non-invasive cardiology and electrophysiology service rates from the 2019 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.