



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 22-210

Board Meeting Date: 3/22/2022

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 Cardiology Services

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with Sanjay & Archana Bindra MDs Inc. to expand cardiology services, increasing the amount by \$94,824 to an amount not to exceed \$1,917,164 with no change to the contract term.

BACKGROUND:

San Mateo County is responsible for providing necessary medical care to its medically indigent population. This includes services for cardiology disorders and management and supervision of those services. The County's need for these cardiology services is increasing due to the ageing of its patient population.

On January 5, 2021, your Board approved 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.

On April 20, 2021, your Board approved an amendment to expand Dr. Bindra's services to provide more electrophysiology services and increase the contract amount to an amount not to exceed \$1,822,340.

DISCUSSION:

Dr. Bindra has been providing increasingly more clinic and reading/implant block services, in addition to his call coverage, due to patient demand. Specifically, Dr. Bindra will provide 240 clinic blocks, 192-240 reading/implant blocks, and 128 days of on-call coverage for each contract year. It is necessary to increase the contract amount by \$94,824, to an amount not to exceed \$1,917,164, in order to compensate Dr. Bindra for his on-call coverage, which was not covered under the previous agreement.

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).

It is anticipated that Dr. Bindra will provide cardiology coverage and meet all call coverage needs 100% of the time, both in inpatient and outpatient settings.

PERFORMANCE MEASURE:

Measure	FY 2022-23 Projected	FY 2023-24 Projected
Percentage of time that Dr. Bindra provides cardiology coverage and meets all call coverage needs both in inpatient and outpatient settings	100%	100%

FISCAL IMPACT:

The term of the amended agreement is February 1, 2021 through January 31, 2024. The amount of the amended agreement is not to exceed \$1,917,164 for the three-year term. This amendment increases the contract amount by \$94,824. Funds in the amount of \$487,674 are included in the SMMC FY 2022-23 Recommended Budget. Similar arrangements will be made in future years.

The payment provisions in this amendment differ from that of the current contract, due to an increase in the clinical commitment and increase in compensation listed in the 2020 data (released in 2021) for Cardiology: Noninvasive and Cardiology: Electrophysiology from Medical Group Management Association, which San Mateo Medical Center (SMMC) uses to benchmark its contracted provider compensation and productivity. The total value of the amendment represents a 7% increase compared to that of the existing contract.

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 is covered by the County's General Fund contribution to SMMC and is within the existing annual appropriation.