

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	Triage, LLC	Division/Section	SFHN - Nursing	DS RP
Address	12020 Pacific Street, Omaha, NE 68154	Deputy Director	Roland Pickens	
Contact	Scott Feltrup	DPH Administrator	Terry Dentoni	TD
	Client Services Director	Program Administrator	Gillian Otway	
		Contract Analyst	Lin Qiu	Phone 415-554-2612
				Phone 628-206-3780

Request for approval of a new contract with Triage, LLC. in the amount of \$9,000,000, including a 12% contingency, for temporary traveling nurse registry personnel in support of the Department's COVID-19 response and for ongoing operational needs in the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities, for the term of June 1, 2021 through December 31, 2023 (2 years and 7 months).

Profit Non-Profit LBE RFP-Number: 37-2020 Date: 12/1/2020
 New Renewal Mod Sole Source Date: _____

Number of years DPH has been doing business with this organization: 1

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
		<u>6/1/2021-12/31/2023</u>	
Funding Sources:			
FEMA (Federal disaster aid reimbursement for eligible services), Coronavirus Aid, Relief, and Economic Security (CARES) Act, insurance reimbursement and City General Fund.	-\$0-	\$8,035,714	-\$0-
TOTAL DPH REVENUES	-\$0-	\$8,035,714	-\$0-
12% Contingency Amount	-\$0-	\$964,286	-\$0-
CONTRACT TOTAL	-\$0-	\$9,000,000	-\$0-
ANNUAL AMOUNT OF CONTRACT (estimate)	-\$0-	\$3,110,599	-\$0-
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

PROPOSED:

<u>Mode(s) of Service & Unit of Service Definition</u>	<u>No. Of Clients</u>	<u>No. of Units (Hours)</u>	<u>Unit Cost (Per Hour)</u>	
<u>One Unit of Service = One Hour of Nursing Services</u>	N/A Duplicated			
	N/A Unduplicated		(See below for rates by specialty)	
Emergency Rate			12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)
Registered Nurse: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)			\$195.00	\$195.00
Registered Nurse: Non Specialty			\$175.00	\$175.00
Licensed Vocational Nurse			\$80.00	\$80.00
			8 Hour Base Rate (per Hour)	Overtime Rate (per Hour)
			\$195.00	\$243.75
			\$175.00	\$218.75
			\$80.00	\$100.00

Respiratory Therapist	\$125.00	\$125.00	\$125.00	\$156.25
Non- Emergency Rate				
Registered Nurse: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)	12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)	8 Hour Base Rate (per Hour)	Overtime Rate (per Hour)
Registered Nurse: Non Specialty	\$97.50	\$100.50	\$100.50	\$130.00
Respiratory Therapist	\$93.00	\$96.00	\$90.00	\$125.00
	\$43.00	\$46.00	\$41.00	\$58.00

Explanation of Service Change and Variances:

This is a new contract.

Monitoring Report/Program Review & Follow-up:

The contract will be monitored in accordance with all applicable Departmental procedures through the Department of Nursing.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements.

Other Significant Issues:

Triage, LLC will provide as-needed, temporary traveling nurse registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities in support of the Departments COVID-19 response and for ongoing operational needs.

Triage, LLC is a Healthcare Staffing Company headquartered in Omaha, NE – there are two campuses located in Cincinnati, OH & Omaha, NE.

Triage, LLC was selected under RFP 37-2020 as the highest ranked proposer and has been deemed as the “Primary” provider under RFP 37-2020. The RFP established three contracts, where the highest ranked proposer was deemed “Primary”, the second highest ranked proposer was deemed “Backup No.1”, and the third highest ranked proposer was deemed “Backup No.2”.

The RFP allows for a contract of up to 9 years which includes contract options which may or may not be exercised.

Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director

Executive Director: John Maaske

Board of Directors:

Jonathan Wegner, General Counsel
 Brian Zaversnik, Portfolio Director
 Tyler Cyboron,,Director – Portfolio Reporting
 John Maaske,, CEO
 Tyler Pieper, COO

Owners (10% or more):

John Maaske (14%)
 Tyler Pieper (14%)
 McCarthy Capital (65%)

Recommendation: The Department recommends approval of this contract.