

**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

Contractor	<u>Maxim Healthcare Staffing Services, Inc.</u>	Division/Section	<u>SFHN - Nursing</u>
Address	<u>7227 Lee Deforest Drive,</u>	Deputy Director	<u>Roland Pickens</u>
	<u>Columbia, MC 21046</u>	DPH Administrator	<u>Terry Dentoni</u>
Contact	<u>Troy Kato</u>	Program Administrator	<u>Gillian Otway</u> Phone <u>628-206-3780</u>
	<u>Business Development Manager</u>	Contract Analyst	<u>Lin Qiu</u> Phone <u>415-554-2612</u>

**Request for approval of a new contract with Maxim Healthcare Staffing Services, Inc in the amount of \$5,000,000, 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: 0

**CONTRACT INFORMATION:**

**Prior Transaction**

**Proposed Transaction**

**Annualized Difference\***

**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-	\$4,464,286	-\$0-
<b>TOTAL DPH REVENUES</b>	-\$0-	\$4,464,286	-\$0-
12% Contingency Amount	-\$0-	\$535,714	-\$0-
<b>CONTRACT TOTAL</b>	-\$0-	\$5,000,000	-\$0-
<b>ANNUAL AMOUNT OF CONTRACT (estimate)</b>	-\$0-	\$1,728,111	-\$0-
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

**PROPOSED:**

<u>Mode(s) of Service &amp; 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				
<b><u>Emergency Rate</u></b>		<b>(See below for rates by specialty)</b>			
		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: Specialty 1 (Operating Room, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele, Dialysis, Med/Surg, Case Management, Post Partum, Psych)		\$175.00	\$175.00	\$175.00	\$218.75
Registered Nurse: Specialty 2 (Emergency Department, NICU/PICU, PACU, Infusion, Oncology, GI)		\$185.00	\$185.00	\$185.00	\$231.25

Registered Nurse: Specialty 3 (ICU/CCU)	\$195.00	\$195.00	\$195.00	\$243.75
Registered Nurse: Non Specialty	\$125.00	\$125.00	\$125.00	\$156.25
Licensed Vocational Nurse	\$95.00	\$95.00	\$95.00	\$118.75
<b>Non- Emergency Rate</b>				
Registered Nurse: Specialty 1 (Operating Room, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele, Dialysis, Med/Surg, Case Management, Post Partum, Psych)	\$125.00	\$125.00	\$125.00	\$156.25
Registered Nurse: Specialty 2 (Emergency Department, NICU/PICU, PACU, Infusion, Oncology, GI)	\$135.00	\$135.00	\$135.00	\$168.75
Registered Nurse: Specialty 3 (ICU/CCU)	\$150.00	\$150.00	\$150.00	\$187.50
Registered Nurse: Non Specialty	\$90.00	\$90.00	\$90.00	\$112.50
Licensed Vocational Nurse	\$70.00	\$70.00	\$70.00	\$87.50

**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:**

Maxim Healthcare Staffing Services, Inc. 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.

Maxim Healthcare Staffing (Maxim) is an extension of Maxim Healthcare Group, and one of three entities in Maxim's family of companies. Maxim Healthcare Staffing Services, Inc. has been in business for more than 30 years and has a nationwide suite of services includes home healthcare, companion and behavioral care, healthcare staffing, and workforce solutions.

RFP 37-2020 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". If approved by the Health Commission, Maxim Healthcare Staffing Services, Inc. will be "Backup No.2". Maxim Healthcare Staffing Services, Inc. was selected under RFP 37-2020 as the third highest ranked proposer.

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:** William Butz, President, Chief Executive Officer

**Board of Directors:**

James C. Davis  
7301 Parkway Dr.  
Hanover, MD 21076

William Butz  
7227 Lee DeForest Dr.  
Columbia, MD 21046

