

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<u>Supplemental Health Care Services, Inc.</u>	Division/Section	<u>SFHN - Nursing</u>
Address	<u>PO Box 27124</u>	Deputy Director	<u>Roland Pickens</u> ^{DS}
	<u>Salt Lake City, UT 84127</u>	DPH Administrator	<u>Terry Dentoni</u> ^{TD}
Contact	<u>Melissa Evans</u>	Program Administrator	<u>Gillian Otway</u> Phone <u>628-206-3780</u>
	<u>Regional Business Development Director</u>	Contract Analyst	<u>Lin Qiu</u> Phone <u>415-554-2612</u>

Request for approval of a new contract with Supplemental Health Care Services, Inc in the amount of \$3,248,000, including a 12% contingency, for temporary traveling certified nursing assistant and patient care assistant 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 October 1, 2021 through June 30, 2023 (21 months).

Profit
 Non-Profit
 LBE
 RFP-Number: 6-2021
 Date: 1/28/2021
 New
 Renewal
 Mod
 Sole Source
 Date: _____

Number of years DPH has been doing business with this organization: 0

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
	(New)	10/1/2021-6/30/2023	
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-	\$2,900,000	-\$0-
TOTAL DPH REVENUES	-\$0-	\$2,900,000	-\$0-
12% Contingency Amount	-\$0-	\$348,000	-\$0-
CONTRACT TOTAL	-\$0-	\$3,248,000	-\$0-
ANNUAL AMOUNT OF CONTRACT (estimate)	-\$0-	\$1,657,143	-\$0-
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

PROPOSED:

Mode(s) of Service & Unit of Service Definition:

	No. Of Clients	No. of Units (Hours)	Unit Cost (Per Hour) <small>(See page 2 for rates by specialty)</small>
<u>One Unit of Service = One Hour of Assistant Services</u>	N/A Duplicated N/A Unduplicated	As-Needed	

	12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)	8 Hour Base Rate (per Hour)	Overtime Rate (per Hour)
Emergency Rate				
Certified Nursing Assistant and Patient Care Assistant: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)	\$46.00	\$46.00	\$46.00	\$69.00
Certified Nursing Assistant and Patient Care Assistant: Non Specialty	\$45.00	\$45.00	\$45.00	\$67.50
Non-Emergency Rate				
Certified Nursing Assistant and Patient Care Assistant: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)	\$34.00	\$34.00	\$34.00	\$51.00
Certified Nursing Assistant and Patient Care Assistant: Non Specialty	\$33.00	\$33.00	\$33.00	\$49.50

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:

Supplemental Health Care Services, Inc. will provide as-needed, temporary traveling certified nursing assistant and patient care assistant 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.

Supplemental Health Care is a leading healthcare staffing provider based out of Park City, UT and has locations throughout the United States. SHC staff healthcare professionals in hospitals, schools, home health, correctional facilities, and other sites of care.

RFP 6-2021 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, Supplemental Health Care Services, Inc. will be “Backup No.1”. Supplemental Health Care Services, Inc. was selected under RFP 6-2021 as the second 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: Greg Palmer, President and CEO

Board of Directors:

- Greg Palmer President & CEO
- Klaus Geiser Chief Financial Officer
- Harreld Kirkpatrick Vice Present
- Amy Christensen Secretary

DIRECT Ownership:	Percentage of Ownership
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TVG-SHC Acquisition is direct owner at 100%.	
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Recommendation: The Department recommends approval of this contract.