

**SUMMARY OF DEPARTMENT OPERATIONAL SUPPORT CONTRACT  
REQUEST TO THE HEALTH COMMISSION**

*A DOS Contract is a Contract for the provision of goods or services that directly supports DPH's operations.*

<b>Contractor:</b> Health Management Associates, Inc.	<b>Division/Section:</b>	DPH	
<b>Address:</b> 120 N. Washington Square, Suite 705 Lansing, MI 48933	<b>Deputy Director:</b>	Roland Pickens	
<b>Contact:</b> Robert Ross	<b>DPH Administrator:</b>	Baljeet Sangha	
Phone: (646) 590-0232	<b>Program Administrator:</b>	Jonathan Lyens	Phone: 628-271-6165
	<b>Contract Analyst:</b>	Ian Fernando	Phone: 628-271-7092

Request for approval of a new Professional Services Agreement with Health Management Associates, Inc. for as-needed support services to the San Francisco Health Network in establishing and maintaining critical processes related to the recertification of Laguna Honda Hospital. The total proposed contract amount is \$3,237,000 which includes no contingency for the term of July 1, 2024 through June 31, 2025 (1 year).

**Mark only one for each question below:**

- Vendor Type**  For Profit  Non-Profit  Government Entity
- Is the Vendor a CMD Certified LBE?**  Yes  No
- Purchasing Authority:**  RFP  Sole Source  GPO  
RFP Sourcing Event ID: 0000008327  <Sole Source Number>  
 <Approval Date>
- Does DPH have other existing contracts with this Vendor?**  Yes  No  
If yes, approximately how many years has DPH been doing business with this Vendor? Provide explanation, as needed. 7 Years.

**CONTRACT INFORMATION**

**Proposed Transaction**

July 1, 2024 to June 30, 2025

**FUNDING SOURCES:**

General Fund	\$3,237,000
<b>TOTAL DPH REVENUES:</b>	<b>\$3,237,000</b>
12% Contingency Amount	\$0
<b>TOTAL CONTRACT AMOUNT WITH CONTINGENCY:</b>	<b>\$3,237,000</b>
<b>ONE-TIME UPFRONT COSTS:</b>	N/A
<b>ANNUAL AMOUNT OF CONTRACT*:</b>	\$3,237,000
<i>*Excludes one-time upfront/implementation costs.</i>	

**[FOR PROGRAM ADMINISTRATION CONTRACTS ONLY]**

Program Administrator Indirect Percent	
<b>TOTAL INDIRECT EXPENSES:</b>	
<b>TOTAL DIRECT EXPENSES:</b>	

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**PROPOSED BREAKDOWN OF ITEMS/SERVICES**

Item or Service	Quantity	Unit Price (per hour)	Amount
Process Improvement Manager	3150	\$525	\$1,653,750
Principal Physician	500	\$450	\$225,000
Principal	750	\$385	\$288,750
Associate Principal	500	\$315	\$157,500
Senior Consultant	800	\$315	\$252,000
Consultant	508	\$250	\$127,000
Research Associate	500	\$190	\$95,000
Project Manager	500	\$135	\$67,500
Travel (Hotel, Airfare, Transportation and pier diem)	1(Billed on Actuals)	\$370,500	\$370,500

**Purpose of Contract:**

Health Management Associates (HMA), and its sub-contractor Moss Adams, will conduct performance improvement activities, including, but not limited to, consulting services to Nursing staff, develop curriculum and conduct instructional sessions for LHH leadership, develop interviewing processes for key leadership positions, develop a transition plan for post re-certification, provide training as gaps are identified, review reports and provide recommendations of care concerns, review and identify issues with electronic medical records, provide training for care plan intervention, observe CNA activity and provide input to leadership about any care issues.

HMA is a national research and consulting firm in the healthcare industry. Founded in 1985, today HMA has more than 700 consultants and 30 locations across the country, with local expertise and intel in all 50 states plus the District of Columbia and Puerto Rico through HMA State Connect. HMA provides technical assistance, resources, decision support and expertise.

Health Management Associate, Inc. was selected under RFP Sourcing Event ID# 0000008327 conducted by the Department of Public Health. Health Management Associate, Inc. was the second highest ranked proposer and is designated as the backup contractor.

**Performance Monitoring:**

The contract will be monitored in accordance with Hospital and network monitoring procedures by the Program Manager assigned to these services.

**Health Equity and Inclusion Compliance:**

The Contractor will provide necessary information to comply with the Department's Office of Health Equity (OHE) requirements and will align with the citywide efforts on contract equity as overseen by the Office of Racial Equity (ORE) in the Human Rights Commission.

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**Listing of CEO, Board of Directors, and Owners of 10% or More of the Firm:**

**CEO:** Doug Elwell

**Board of Directors:** Jay Rosen, Treasurer   Jeff Wink, Chief Financial Officer   Kelly Johnson, Chief Administrative Officer   Scott Lynch, General Counsel   Chuck Milligan, Chief Operating Officer   Debbie Hofsess