

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<u>Moss Adams LLP</u>	Division/Section:	<u>DPH/SFHN</u>
Address	<u>PO Box 748369</u>	DPH COO:	<u>Greg Wagner</u>
	<u>Los Angeles, CA 90074</u>	SFHN Deputy Director:	<u>Baljeet Sangha</u>
Contact	<u>Craig Vercruysse</u>	Program Manager:	<u>Lisa Golden</u> Phone <u>415-728-4117</u>
	<u>Partner</u>	Contract Analyst:	<u>Ron Rossi</u> Phone <u>415-554-2938</u>

Request for approval of a new contract with Moss Adams LLP, to provide Lean management consulting services department-wide (These services were previously provided to DPH by Rona Consulting Group. Moss Adams and Rona Consulting Group combined in 2017). The total proposed contract amount is \$2,147,119 which includes a 12% Contingency for the term of December 11, 2021 through December 10, 2023 (two years).

Profit Non-Profit LBE RFP: 10-2021 Date: 04/23/2021

New Renewal Mod Sole Source

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)	12/11/2021 – 12/10/2023	
Funding Sources:			
General Fund		\$1,917,071	\$1,917,071
<u>TOTAL DPH REVENUES</u>			
Contingency Amount		\$230,048	\$230,048
<u>CONTRACT TOTAL</u>		\$2,147,119	\$2,147,119
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$958,535	\$958,535
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

PROPOSED:

<u>Mode(s) of Service & Unit of Service Definition</u>	<u>No. of Clients</u>		<u>Number of Units</u>	<u>Unit Cost</u>
	<u>N/A</u> Duplicated	<u>N/A</u> Unduplicated		
<u>Service Level 1 Hoshin Kanri/Strategy Deployment and executive coaching</u>			546	\$488
<u>Service Level 2 All other lean certified facilitation and coaching services</u>			2,604	\$420
<u>Service Level 3 Data Analytics, Communications, enterprise Program Management , Operational support</u>			539	\$280
<u>Service Level 4 Advanced Project Management (PMP certified and/or clinical designation)</u>			0	\$240
<u>Service Level 5 Basic Project Management and training (no certification required)</u>			2,035	\$165
<u>Travel Expenses</u>			As needed	\$70,248

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 San Francisco Health Network.

Nondiscrimination and Cultural Competency:

If required, the Contractor will participate in the cultural competency requirements for the upcoming year.

Other Significant Issues:

Founded in 1913, Moss Adams is one of the 15 largest public accounting firms in the United States and provides accounting, tax and consulting services to public and private middle-market enterprises in many different industries.

Moss Adams has two affiliate companies — Moss Adams Capital LLC and Moss Adams Wealth Advisors LLC — which offer clients additional services such as investment banking and asset management. In addition, Moss Adams provides consulting services in a variety of areas including: business consulting, information technology, litigation support, mergers & acquisitions, personal wealth, research, risk management, SEC/corporate finance and valuations.

Moss Adams will provide services to support implementation and spread of LEAN as a management strategy to streamline processes and create a more patient-focused system of care that supports timely delivery of treatment and other health care services with optimum quality. By using Lean methodology, the Department aims to achieve the highest quality through zero defects, increased patient satisfaction, empowered staff, and improved financial performance. Service techniques include Hoshin Kanri, Kaizen, value stream mapping, and other management systems. Service areas include Hoshin Initiative for Covid Transition (Facilitate hoshin strategy deployment for the COVID transition; Deploy project managers to support leaders in execution of the strategy; Provide data analytics and strategic communication capabilities to support the transition) and Hoshin Initiative Mental Health SF (Organize the MHSF initiative using appropriate hoshin methods and tools; Deploy project management to support execution of the strategy; Provide strategic communication capabilities to support the initiative).

Moss Adams was selected under RFP 10-2021 as the highest scoring submitting vendor.

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

CHRIS SCHMIDT, Chairman and Chief Executive Officer

LUC ARSENAULT, Transaction Services Partner in Charge

STEVE FEIN, Oregon Regional Managing Partner

MICHAEL G. HALL, Partner Review Committee Chair

MEGAN MCFARLAND, Dallas Partner in Charge

ERIC MILES, Consulting Managing Partner

TULLUS MILLER, Financial Services Industry Group Leader

BERTHA MINNIHAN, Northern California Regional Assurance Leader

ROGER WENINGER, Southern California/Phoenix Regional Managing Partner

CARISA WISNIEWSKI, Technology, Communications & Life Sciences Regional Industry Group Leader

Owners of 10% or more of the Firm:

None.

Recommendations:

The Department recommends approval of this contract.