

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	Health Services Advisory Group, Inc	Division/Section	DPH/ Laguna Honda Hospital	DocuSigned by: <i>Greg Wagner</i>	05/26/2022
Address	3133 E. Camelback Rd., Suite 140 Phoenix, Arizona 85016	Chief Operating Officer	Greg Wagner	28527524752049F	
Contact	Joellen Tenison, CPA, MBA Chief Financial Officer	DPH Administrator	Baljeet S. Sangha	DocuSigned by: <i>Baljeet Sangha</i>	05/26/2022
		Program Administrator	Nawz Z. Talai	DE613885E4EE44E	
		Contract Analyst	Robert Longhitano		Phone (415) 554-2659

Request for approval of a new contract with Health Services Advisory Group, Inc to perform specialized consulting services in support of the Laguna Honda recertification effort. The total proposed contract amount is \$1,778,247 which includes a 12% contingency for the term of May 9, 2022 through December 31, 2022 (8 months).

Profit Non-Profit LBE RFP-Number: _____ Date: _____
 _____ New _____ Renewal _____ Mod _____ Sole Source Emergency Contract

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

CONTRACT INFORMATION:	Prior Transaction	Proposed Transaction	Annualized Difference*
	New – No Prior Transaction	05/9/2022 – 12/31/2022	
Funding Sources:			
General Fund	-\$0-	\$1,587,722	\$1,587,722
TOTAL DPH REVENUES	-\$0-	\$1,587,722	\$1,587,722
12% Contingency Amount	-\$0-	\$190,525	\$190,525
CONTRACT TOTAL	-\$0-	\$1,778,247	\$1,778,247
ANNUAL AMOUNT OF CONTRACT <i>(Note: This is less than a 12 month contract annual amount is for illustrative purposes only)</i>	-\$0-	\$2,381,583	\$2,381,583
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

PROPOSED:

Mode(s) of Service & Unit of Service Definition UOS = One Billable Hour	No. Of Clients	No. of Units	Unit Cost (per hour)
	N/A Duplicated		
	N/A Unduplicated		
One week preparation for on=site visit		100	\$325
Quality Improvement Specialist		3,570	\$325
Senior Data Scientist		160	\$275
Project Coordinator		357	\$159
Travel (hotel, Airfare, Transportation, Per Diem)	Actual		\$294,209

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 Central Administration Division.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements.

Emergency Contract: This contract is authorized under section 21.15(c) of the Administrative Code. Authorization Date: 5/13/2022

Other Significant Issues:

Health Services Advisory Group, Inc. has been engaged to:

1) Survey deficiencies and citation review and resource development in preparation for onsite services; 2) Conduct an environmental scan of the clinical practices that impacted the recent CMS surveys. This will include but not be limited to environment of care rounds, staff interviews, observation of care being provided, and documentation review; 3) Participate in pertinent committees and meetings including but not limited to care plan sessions, resident council, QAPI and Infection Prevention; 4) Develop resources and curriculum and conduct instructional sessions for “Teach-Back” to staff as identified by LHH; 5) Conduct focused reviews of care planning development, medication management, and patient chart review to address gaps identified in survey findings; 6) Conduct ongoing environment of care and infection prevention rounds; 7) Participate in Executive team meetings in order to support the coordinated efforts and preparation for CMS reapplication.

Health Services Advisory Group, Inc. (HSAG) is a privately-owned, for-profit healthcare organization, established 43 years ago in 1979. HSAG was incorporated under the laws of the State of Arizona. HSAG collaborates with clients across the country to deliver healthcare quality improvement support and services, positively impacting the healthcare of Medicare, Medicaid, and commercial populations. Areas of focus include providing technical assistance to healthcare providers to improve their services; designing and conducting scientifically sound quality of care and outcome studies; collecting, analyzing, and reporting data for quality improvement and research projects; conducting program evaluations and medical reviews; and developing and testing healthcare quality measures. Over the last four decades, HSAG has been awarded numerous contracts to provide services on state and national levels. of note, HSAG:

- Is a multi-state Quality Innovation Network-Quality Improvement Organization (QIN-QIO), serving approximately 12 percent of the nation’s Medicare population by working with nursing homes, physician offices, and community coalitions to improve healthcare.
- Provides External Quality Review (EQR) services in 18 states, serving 42 percent of the nation’s Medicaid population by evaluating Medicaid healthcare quality, timeliness, and accessibility of services.
- Serves as a Hospital Quality Improvement Contractor (HQIC), supporting 298 hospitals in 29 states and Washington, D.C. to reduce patient harm, improve care transitions, implement opioid stewardship, address disparities in care, and manage public health emergencies.
- Is an End Stage Renal Disease (ESRD) Network Organization, serving 29 percent of the nation’s dialysis population to improve the quality of dialysis-related care and quality of life.

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

Executive Director:

Mary Ellen Dalton, President and Chief Executive Officer

Board of Directors

Mary Ellen Dalton, President and Chair of the Board

P. Craig Cornett, MPA

Leonard Kirschner, MD, MPH

Steven T. Kmucha, MD, JD, FACS
Walter J. Nieri, MD, AGSF, FACP, CMD
Jacquelyn Paige, MA
Otis Wolkins

Owners of 10% or more of the Firm:

Mary Ellen Dalton, President and Chair of the Board
Joellen Tenison, Executive Vice President and Chief Financial Officer

The vendor has 7 board members with 0 vacancies.

Recommendation: The Department recommends approval of this contract.