

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<u>North East Medical Services (NEMS)</u>	Division/Section	<u>SFDPH, SFHN, Primary Care</u>
Address	<u>1520 Stockton Street</u>	Deputy Director	<u>Greg Wagner</u>
	<u>San Francisco, CA 94133</u>	DPH Administrator	<u>(CDTA) April Crawford</u>
Contact	<u>Eddie Chan</u>	Program Administrator	<u>Beth Neary</u> Phone <u>628-206-7679</u>
	<u>President and CEO</u>	Contract Analyst	<u>Annalie Eusebio</u> Phone <u>415-255-3490</u>

Request for approval of a new contract with North East Medical Services (NEMS) to support the Dental Transformation Initiative (DTI), Local Dental Pilot Program (LDPP), for the period of 01/01/2019-12/31/2020 (2 years). The State, through its MediCal Waiver project has allocated innovation pilot funding to DPH to help ensure the target population is accessing dental services. NEMS will participate in the local dual user pilot program by implementing process improvements to increase the level of their primary care patients ages 0-5 who also access co-located dental services on-site at specified NEMS' primary care clinics. Reimbursement is based on achieving an increase in dental services participation. The total proposed contract amount is \$486,058 which includes a 12% contingency.

Profit Non-Profit LBE Sole Source: DPH SS 21.42 Issue Date: 06/04/2019
 New Renewal Mod GPO

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 – No Prior Transaction	01/01/2019-12/31/2020	
<u>Funding Sources:</u>			
California Title XIX Funding under Dept. of Health Care Services (DHCS) 01/01/2019-12/31/2019		\$216,990	\$216,990
California Title XIX Funding under Dept. of Health Care Services (DHCS) 01/01/2020-12/31/2020		\$216,990	\$216,990
TOTAL DPH REVENUES		\$433,980	\$433,980
12% Contingency Amount		\$52,078	\$52,078
CONTRACT TOTAL		\$486,058	\$486,058
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$216,990	\$216,990
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

PROPOSED:

Mode(s) of Service & Unit of Service Definition	No. Of Clients	No. of Units	Unit Cost (Average)
	N/A Duplicated		
1 UOS = 10% Relative Improvement in the percentage of NEMS primary care patients aged 0 to 5 who attend an on-site dental visit in the calendar year compared with previous calendar year baseline.	294 Unduplicated Additional Dental Pa	2	\$108,495

Explanation of Service Change and Variances:

This is a new contract.

The Dental Transformation Initiative (DTI) is a Medi-Cal Waiver 2020 project by the California Department of Health Care Services (DHCS) that provides the San Francisco Department of Public Health (DPH) funding through 2020 to test five innovative pilots to improve access to dental care for Denti-Cal insured children ages 0 to 5. NEMS is part of Pilot 5 in the Local Dental Pilot Program. Pilot 5 Incentivizes San Francisco Federally Qualified Health Centers (FQHCs) that have co-located primary care and dental services to increase the proportion of primary care patients, specifically children ages 0 to 5, who also access and receive dental care on-site.

There are parents and caregivers who are not aware of improvements in preventative dental care for young children and an important avenue of patient education is through primary care appointments. If primary care providers and teams recommend dental services and help schedule appointments at the same clinic, children are more likely to be connected to dental appointments.

This contract incentivizes the quality improvement work necessary to improve primary care and dental team coordination for patients ages 0 to 5. The QI denominator is defined as the number of primary care patients ages 0 to 5 who attended a primary care visit in the previous 12 months. The QI numerator is defined as the number of patients who attended both primary care and dental care appointments in the previous 12 months. In order to earn half of the funding available in this contract NEMS must achieve a 10% relative improvement target. In order to earn the full funding available NEMS must achieve a 20% relative improvement target.

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

NEMS served 3,420 patients ages 0 to 5 with primary care services in 2018 at their Stockton and San Bruno sites, of whom 1,949 (57%) of these children also received dental services in 2018, and 1,471 (43%) did not. Both of these sites have co-located primary care and dental services available. The usage computes to a “dual user” baseline rate of 57%. A relative improvement target focuses on reducing the number of children not seen with on-site dental services. The 10% relative improvement target focuses on the 43% of children not served by on-site dental, and aims to reduce that by 10% ($43\% - 4.3\% = 38.7\%$ non-“dual users”). Reaching an additional 4.3% of NEMS 3,420 children would add 147 unique clients receiving dental services. Reaching the 20% relative improvement target requires reaching another 147 additional children with on-site dental services, or 294 total children within one year, on top of the 1,949 seen in 2018.

This contract is structured as a fee for service contract, and NEMS can invoice for each 10% relative improvement they achieve relative to the baseline, up to a maximum of two units per year, or a total of 20% relative improvement. In addition to demonstrating that the additional patients have been seen, NEMS will provide detail of costs incurred, e.g. non-reimbursed dental supplies to receive reimbursement.

Monitoring Report/Program Review & Follow-up:

The SFDPH Program Administrator will be responsible for assisting and tracking all information related to the accomplishment of the project.

In addition, as soon as an incentive threshold is reached by NEMS the SFDPH Interim Dental Director will conduct a chart audit to verify data integrity. A random sample of Electronic Dental Record and Electronic Health Record charts will be reviewed to verify their classification as qualified primary care and dental visits. This on-site audit will occur before each incentive payment is disbursed under this contract.

Nondiscrimination and Cultural Competency:

The Department will work closely with the contractor to ensure compliance with City and Departmental procedures.

Other Significant Issues: N/A

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

Board of Directors

Anne Brandon, Chair
Nancy Huang, Vice-Chair
Mike Chi, Secretary/Treasurer
Suzanne Cheung, Member
Eunice Hendary, member
Cindy Law, Member
John Jin Lee, Member
Jeany Tay, M.D., Member
Edwin Wang, Member

Owners of 10% or more of the Firm:

None

Executive Director

Eddie Chan, President & CEO

Recommendations:

The Department recommends approval of this contract.