

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor: <u>Nexsys Electronics, DBA Medweb</u>	Division/Section: <u>DPH IT</u>
<u>70 Zoe St. Suite 100</u>	Chief Info. Officer: <u>Bill Kim</u>
Address: <u>San Francisco CA, 94107</u>	DPH Administrator: <u>Jeff Jorgenson, IT Chief Operations Officer</u>
Contact: <u>Mary Dawson-Womack,</u>	Program Manager: <u>Bruce Occena</u> Phone: <u>(415) 206-8833</u>
<u>Director of Operations</u>	Contract Analyst: <u>Jonathan Lyens</u> Phone: <u>(415) 554-2886</u>

Request for approval of a new software license agreement with Medweb for the licensing of the Smart Consult TeleDermatology application and the phased implementation and licensing of the Smart Consult TeleWound Care application, in the amount of \$534,639, for the term of January 1, 2017 through December 31, 2019 (3 years).

Profit Non-Profit LBE RFQ – Number: _____ Date: _____
 New Renewal Mod Sole Source - Approval Date: 3/2017

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

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u> (new)	<u>Proposed Transaction</u> 1/1/17–12/31/19	<u>Annualized Difference</u>
Funding Sources:			
General Funds		\$477,356	\$477,356
TOTAL DPH REVENUES			
12% Contingency Amount		\$57,282	\$57,282
CONTRACT TOTAL		\$534,639	\$534,639
<i>ANNUAL AMOUNT OF CONTRACT</i>		<i>\$159,118</i>	<i>\$159,118</i>
Agency Funds			
Contract FTE		N/A	N/A

<u>PROPOSED:</u>	<u>No. of Clients</u>	<u>Number</u>	<u>Unit</u>
<u>Mode(s) of Service & Unit of Service Definition</u>	<u>N/A Duplicated</u>	<u>Of</u>	<u>Cost</u>
	<u>N/A Unduplicated</u>	<u>Units</u>	
Annual License – Smart Consult TeleDermatology		9	\$13,250.66
Annual License – Smart Consult TeleWound Care		18	\$6,052.80
Smart Consult WoundCare Workflow Module		30	\$5,254.17
Implementation, Installation and Training (by site)		18	\$5,000.00
<i>1 UOS of Service = 1 billable year of service for each module, per facility or new facility installation.</i>			
<i>Listed rates are annual averages.</i>			

Explanation of Service Change and Variances:

This is a new service.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements for the upcoming year.

Other Significant Issues:

Through a partnership with the University of California at San Francisco (UCSF), Medweb has been servicing Zuckerberg San Francisco General (ZSFG) and San Francisco Health Network (SFHN) Community Oriented Primary Care (COPC) clinics for Teledermatology for over four years.

The initial acquisition of the software was through UCSF under a State of California grant. The equipment purchased using these grant funds administered by UCSF has now transitioned to the Department to maintain and keep active.

This new license agreement between Medweb and DPH will allow Telehealth to continue providing and improving services throughout 12 COPC clinics in Teledermatology, and to expand services to the Jail Health system.

In addition to Teledermatology, this software license agreement will enable Telehealth to provide TeleWound Care through an implementation project that will be phased in over the term of the contract.

These Telehealth applications enable primary care providers at COPC clinics to communicate with specialists and receive diagnoses and treatment recommendations for their patients through the Medweb secure vendor-supported platform.

Medweb solutions are installed in over 1,000 worldwide. Medweb is a San Francisco based company, with 78 employees, and has been in business for more than 20 years.

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

Medweb is a privately held company solely owned by Pete Killcommons.

Recommendations:

The Department recommends approval of this contract.