

**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

Contractor	<u>Experian Health</u>	Division/Section	<u>DPH/SFHN</u>
		Exec. Administrator	<u>Greg Wagner, CFO</u>
Address	<u>720 Cool Springs Blvd. Suite 200</u>	DPH Administrator	<u>Diana Guevara</u>
	<u>Franklin, TN 37067</u>	Program Administrator	<u>Tim Arnold</u>
Contact	<u>Scott Owen</u>	Contract Analyst	<u>Arlene Lee</u>
		Phone	<u>759-3351</u>
		Phone	<u>554-2938</u>

Request for approval of a new contract with Experian Health, in the amount of \$2,671,424, which includes a 12% contingency, to provide a Software Solution for Revenue Cycle Management solution for the Electronic Health Record Project for the Department of Public Health, for the period June 1, 2018 through May 31, 2023.

Sole Owner   
  Non-Profit   
  LBE   
  RFP- Number: 38-2017   
 Date: 11/2017  
 New   
  Renewal   
  Mod   
  Sole Source - Approval Date: \_\_\_\_\_

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> 6/1/18 – 5/31/23	<u>Annualized Difference*</u>
<b>Funding Sources:</b>			
General Fund		\$2,385,200	\$2,385,200
TOTAL DPH REVENUES		\$2,385,200	\$2,385,200
12% Contingency Amount		\$286,224	\$286,224
CONTRACT TOTAL		\$2,671,424	\$2,671,424
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$477,040	\$477,040
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

**PROPOSED:**

<u>Mode(s) of Service &amp; Unit of Service Definition</u>	<u>No. Of Clients</u>		<u>No. of Units</u>	<u>Unit Cost (avg.)</u>
	N/A	Duplicated		
	N/A	Unduplicated		
Phase 1– Groundwork (7/1/2018-10/31/2018)	N/A		Flat Rate	\$20,200
Phase 2 – Adoption (11/1/2018-1/31/2019)	N/A		Flat Rate	\$20,200
Phase 3 – Testing (2/1/2019 – 5/31/2019)	N/A		Flat Rate	\$20,200
Phase 4 – Training (6/1/2019 – 7/31/2019)	N/A		Flat Rate	\$20,200
Phase 5 – Go Live (8/1/2019 – 9/30/2019)	N/A		Flat Rate	\$20,200
Application Software including Rev Cycle services – 60 Months Average Cost	N/A		60 Months	\$38,070

**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.

**Nondiscrimination and Cultural Competency:**

The Contractor will participate in applicable cultural competency requirements.

**Other Significant Issues:**

The software provided by Experian Health will provide the San Francisco Department of Public Health with premium Electronic Data Interchange (Real Time Eligibility for Payors), Patient Financial Clearance (Soft Credit Checking), Precise ID with digital risk score/identity verification (HIPAA compliant solution for patient identity verification for integration with Epic Mychart), Coverage Discovery (Checks for coverage options for uninsured patients), Contract Analysis for hospitals and health systems (Models of contract terms to assist in negotiating favorable payor reimbursement).

Experian Health was established in 1994 and is incorporated in the State Delaware. Experian Health was established from a group of acquired companies within the healthcare industry, including SearchAmerica, Medical Present Value (MPV) and Passport Health Communications, Experian Health has become the industry leader offering a full suite of revenue cycle management, identity management, patient engagement, and population wellness solutions. The parent company, Experian plc, is publicly traded on the London stock exchange. Driven by their patent-pending Touchless Workflow™, real-time data, and advanced analytics, their solutions help clients improve efficiency, revenue, and care in today's value-based environment. Currently, more than 3,200 hospitals and 10,000 other healthcare organizations representing 500,000+ providers - more than 60% of the market - partner with Experian Health to make smarter business decisions, boast a better bottom lines, and foster stronger patient relationships.

Experian Health was selected under RFP 38-2017.

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

For Experian Health

Current Board of Directors:

- Jennifer Schulz, CEO
- Craig Boundy, Chairman
- Brian Herb
- Darryl Gibson
- Crista Harwood

Experian Health has 5 Board of Director members. Board members serve until they are replaced or resign. Currently, there are no vacancies, and there are no term limits for these members.

**Recommendations:**

The Department recommends approval of this contract.