

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	AFL Enterprises, LLC	Division/Section	SFDPH / SFHN / Primary Care	
		Exec. Administrator	Alice Chen	
Address	2874 Yosemite Street	DPH Administrator	Bill Blum <i>h SB</i>	
	Denver, CO 80238	Program Administrator	Beth Neary	Phone 628-206-7679
Contact	Phil Ferrero	Contract Analyst	Nora Macias	Phone 415-554-2684

Request for approval of a new contract with the **AFL Enterprises, LLC**, in the amount of **\$1,621,255** which includes a 12% contingency, to provide **initiative breakthrough series learning collaborative workshops to local San Francisco dentists in preventative dental practices in order to better serve children between the ages of 0-5 funded under the Medic-Cal Waiver Dental Transformation Initiative (DTI) Local Dental Pilot 1 Program (LDPP)**, for the period **August 1, 2018 through December 31, 2020 (2.41 years)**.

☒ For-Profit ☐ Non-Profit ☐ DBE ☒ RFP- Number: 19-2018 Date: 7/9/2018
☒ 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>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
	(new)	08/01/18-12/31/20	
Funding Sources:			
State XIX DHCS (08/01/18 – 12/31/18)	\$0	\$221,996	\$221,996
State XIX DHCS (01/01/19 – 12/31/19)	\$0	\$578,314	\$578,314
State XIX DHCS (01/01/20 – 12/31/20)	\$0	\$647,239	\$647,239
TOTAL DPH REVENUES	\$0	\$1,447,549	\$1,447,549
12% Contingency Amount	\$0	\$173,706	\$173,706
CONTRACTUAL AMOUNT	\$0	\$1,621,255	\$1,621,255
TOTAL PROGRAM	\$0	\$1,621,255	\$1,621,255
Contract FTE	n/a	1.85	1.85

PROPOSED:

Mode(s) of Service & Unit of Service Definition	No. Of Clients <u>Duplicated</u> <input checked="" type="checkbox"/> <u>Unduplicated</u>	Number Of Units	Unit Cost
Start-up Months for Dental Practice and Expert Faculty Recruitment and Workshop Planning and Developing (1 UOS = 1 month) Year One (08/01/18 – 12/31/18)	n/a	3	\$28,281.00
Collaborative Workshop Administration Days – Pilot 1 Program (1 UOS = 1 in-person expert meeting or collaborative workshop day) Year One (08/01/18 – 12/31/18)	n/a	3	\$45,718.00

Collaborative Workshop Administration Days – Pilot 1 Program (1 UOS = 1 in-person expert meeting or collaborative workshop day) Year Two (01/01/19 – 12/31/19)	n/a	9	\$64,257.00
Collaborative Workshop Administration Days – Pilot 1 Program (1 UOS = 1 in-person expert meeting or collaborative workshop day) Year Three (01/01/20 – 12/31/20)	n/a	9	\$71,915.50

Explanation of Service:

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. AFL Enterprises, LLC was the successful candidate selected through RFP 19-2018. AFL Enterprises, LLC is part of Pilot 1 in the Local Dental Pilot Program. Pilot 1, which is the Dental Access Collaborative Pilot that will train local San Francisco dentists in preventative dental practices for Denti-Cal beneficiaries to better serve children ages 0-5 through a sequence of Breakthrough Series Learning Collaboratives for Dental Practices.

The start-up months allow for the preparation of the collaborative workshops and the recruitment of eligible San Francisco dentists through the assistance of the San Francisco Community Clinic Consortium, the San Francisco Health Network, and the San Francisco Dental Society. The participating organizations (San Francisco dental practices, each sending 3-person teams) will learn about models for quality improvement, best practices in dental care for the target population and will learn about recent Denti-Cal program updates that introduced new billable services such as motivational interviewing. Special attention will be paid to sharing appointment scheduling best practices to expand access for children ages 0 to 5. Each dental practice team will attend six in-person training days in six to ten month collaborative cohorts. There will be three collaboratives, which will include planning phases, expert meetings and learning sessions. Collaborative 1 will engage 5 dental practices, Collaborative 2 will engage 15 dental practices, and Collaborative 3 will engage 15 dental practices, for a total of 35 practices. Recruitment is designed to reach a mix of FQHCs (Federally Qualified Health Center), private dental practices, and local dental schools that serve children in the neighborhoods most impacted by oral health disparities.

AFL Enterprises, LLC will work with the San Francisco Community Clinic Consortium to recruit appropriate nonprofit Federally Qualified Health Centers (FQHCs) to participate, and the San Francisco Health Network to recruit safety-net public health dental practices. Additionally, the AFL Enterprises Inc. will work with the San Francisco Dental Society to recruit private dental practices, with a goal to recruit a mix of San Francisco's safety net dental clinics and private dental practices serving Denti-Cal beneficiaries aged 0 to 5 for each of the three Collaboratives.

Monitoring Report/Program Review & Follow-Up:

Performance objectives will be monitored annually by the DPH Business Office of Contract Compliance.

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

Nondiscrimination and Cultural Competency:

The Department will work closely with the contractor to ensure that their cultural competency plan is current and in compliance with Departmental procedures.

Listing of Directors:

Colleen Lampron - President	
Phillip Ferrero – Chief Operating Officer	

Recommendations:

The Department recommends approval of this contract.