

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

Contractor	<b>TaleMed, LLC</b>	Division/Section	<b>SFHN - Nursing</b>
Address	<b>6279 Tri Ridge Blvd. #110</b>	Deputy Director	<b>Roland Pickens</b>
	<b>Loveland, OH 45140</b>	DPH Administrator	<b>Terry Dentoni</b>
Contact	<b>Scott Feltrup</b>	Program Administrator	<b>Gillian Otway</b> <b>628-206-3780</b>
	<b>Client Services Director</b>	Contract Analyst	<b>Arlene Lee</b> Phone <b>415-554-2938</b>

Request for approval of a new contract with TaleMed, LLC, in the amount of \$9,840,000, to provide as-needed, temporary traveling nurse registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities, for the term of March 1, 2020 through June 30, 2024 (4 years and 3 months).

Profit  Non-Profit  LBE  RFP- Number: 2-2019 Date: 4/2019

New  Renewal  Mod  GPO

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

<b><u>CONTRACT INFORMATION:</u></b>	<b><u>Prior Transaction</u></b>	<b><u>Proposed Transaction</u></b>	<b><u>Annualized Difference*</u></b>
	(New)	3/1/2020-6/30/2024	
<b><u>Funding Sources:</u></b>			
General Fund		\$8,785,715	\$8,785,715
TOTAL DPH REVENUES		\$8,785,715	\$8,785,715
12% Contingency Amount		\$1,054,285	\$1,054,285
CONTRACT TOTAL		\$9,840,000	\$9,840,000
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>			
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

<b><u>PROPOSED:</u></b>	<b><u>No. Of Clients</u></b>	<b><u>No. of Units (Hours)</u></b>				<b><u>Unit Cost (Per Hour)</u></b>
<b><u>Mode(s) of Service &amp; Unit of Service Definition</u></b>						
	N/A Duplicated					
	N/A Unduplicated					
		12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)	8 Hour Base Rate (per Hour)	Overtime Rate (per Hour)	
Registered Nurse: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)		\$90.00	\$93.00	\$90.00	\$135.00	
Registered Nurse: Non Specialty		\$85.00	\$88.00	\$85.00	\$127.50	
Licensed Vocational Nurse		\$40.00	\$42.00	\$40.00	\$60.00	
Certified Operating Technician		\$50.00	\$53.00	\$50.00	\$75.00	
Certified Nursing Assistant (a.k.a. Patient Care Assistant)		\$26.00	\$26.00	\$26.00	\$39.00	
Social Worker		\$57.00	\$57.00	\$57.00	\$85.50	
Sterile Processing Technician		\$48.00	\$48.00	\$48.00	\$72.00	
Medical Exam Assistant		\$30.00	\$30.00	\$30.00	\$45.00	
Registered Dietician		\$55.00	\$55.00	\$55.00	\$82.50	
Other: Telemetry Technician		\$37.00	\$37.00	\$37.00	\$55.50	

**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:**

TaleMed, LLC was selected under RFP 2-2019. RFP 2-2019 established three contracts to the three highest ranking responsive responsible Proposers. The highest ranked Proposer was deemed "Primary," the second highest ranked Proposer was deemed "Backup No. 1," and the third highest ranked Proposer was deemed "Backup No. 2." Currently, the Department has awarded a contract to the Primary (Cross Country Staffing) and Backup No. 1 (Aya Healthcare). Both of these contracts have been approved by the Health Commission previously. If approved, TaleMed, LLC will be Backup No. 2.

TaleMed, LLC will provide as-needed, temporary traveling nurse registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities.

TaleMed, LLC is an Ohio corporation headquartered in Cincinnati, Ohio. TaleMed, LLC is an S Corporation, founded in 2006, and has been certified by WBENC since 2017.

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

TaleMed does not have a Board of Directors. This firm is a privately owned company owned by CEO Elizabeth Tracy (51%) and President Kendal Tracy (49%).

**Recommendation:**

The Department recommends approval of this contract.