

Board of Trustees Contract Summary | 2017

Contractor/ Vendor Name:	The Regents of the University of California on behalf of the University of California, San Francisco, Department of Neurological Surgery ("UCSF")
Description:	<p>UCSF is a renowned medical institution (ranked first in the Western U.S. in a recent survey) and home to some of the most skilled neurosurgeons in practice today.</p> <p>Alameda Health System ("AHS") has a long-established and well-regarded relationship with the UCSF East Bay Faculty Surgeons ("EBFS") under which EBFS have provided services since July 1, 2001.</p> <p>EBFS currently provides the following services at AHS:</p> <p><u>Highland Hospital services</u></p> <ul style="list-style-type: none"> • Comprehensive coverage for provision of scheduled inpatient and outpatient surgical services for the following specialties: <ul style="list-style-type: none"> ○ General Surgery ○ Thoracic Surgery ○ Vascular Surgery • On-site and on-call trauma coverage 24 hrs/day 365 days/year, including provision of Emergency Department and Inpatient consultation services. <ul style="list-style-type: none"> ○ Coverage is two-deep with one surgeon on-site at all times and a second surgeon on-call as back-up at all times to ensure staffing sufficient to meet our responsibilities as a trauma center. • On-site/on-call Surgical Intensive Care Unit ("SICU") coverage 24 hrs/day, 365 days/year. • Cover scheduled clinics in the following specialties: <ul style="list-style-type: none"> ○ General Surgery and Pre-op Surgery (for Highland and San Leandro patients) ○ Breast Surgery ○ Vascular Surgery ○ Wound Healing ○ Trauma Surgery ○ Minor Surgery • Staff the following administrative positions: <ul style="list-style-type: none"> ○ Chair Department of Surgery ○ Medical Director of the Trauma Service ○ Associate Medical Director of the Trauma Service ○ Medical Director SICU • Provide the following services to support our teaching mission: <ul style="list-style-type: none"> ○ Serve as faculty for the Surgical Department Residency Training Programs, and staff the below administrative oversight positions- <ul style="list-style-type: none"> ▪ Residency Program Director ▪ Associate Residency Program Director ○ Provide medical education and resident supervision activities, including clinical teaching, class-room ("didactic") presentations, counseling and curriculum development

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	<p><u>San Leandro Hospital services</u></p> <ul style="list-style-type: none"> • General surgery call coverage in 24 hour shifts, up to 120 days/year, with the balance of coverage provided by community physicians. <p><u>Expansion: Neurosurgery Services Subject to this Boards Approval</u></p> <p>In light of the long-term and overwhelmingly positive experience to-date with UCSF as a whole, AHS leadership is now proposing to expand the contractual relationship to include UCSF provision of neurosurgery services at Highland Hospital. UCSF's provision of neurosurgery services would represent a quantitative and qualitative advance in service delivery, one that will allow AHS to expand community access to the very highest quality of neurosurgical care. This proposed agreement will not only represent an expansion of our current partnership with UCSF as a whole, but will also be the second agreement between Alameda Health Partners ("AHP") and UCSF. The first agreement between UCSF and AHP is for the "main" trauma/surgery agreement (terms outlined above) and was ratified by the Board in September of 2017. Currently neurosurgery services are provided by two individual physician contractors who although being established providers simply do not have the capacity to provide the degree and scope of services available through UCSF. As a result and upon careful consideration by AHS/P leadership, the decision was made to invite UCSF to provide neurosurgery services going forward.</p> <p>The proposed neurosurgery services will include the following:</p> <ul style="list-style-type: none"> • 24/7/365 day continuous coverage of the service, including "on-call" and/or "emergency call" status. • 6 full-day neurosurgery clinics per week, 48 weeks per year. • 4 full-day operating room blocks, 48 weeks per year. • Chief of the Division of Neurosurgery; 16 hours per month <p>If ratified, the proposed agreement with UCSF will result in a significant increase in services, including a tripling of the number of scheduled clinics, doubling of scheduled OR block time and the provision of a division Chief. While the proposed agreement will result in an annualized percentage increase in compensation (over that paid to the incumbent providers) of 17.5%, AHS/P leadership believes the proposed increase in financial outlay is justified and offset by the significant expansion in service capacity, consequent increases in patient volumes and decreases in wait-times, and an associated increase in system revenue resultant from increased service volumes.</p>
<p>Contract Type and Term:</p>	<p>New Agreement Term: 10/15/17 – 10/14/19 (24 months)</p>
<p>Termination Clause:</p>	<p>Without Cause: Either party may terminate with one-hundred eighty (180) days' prior written notice.</p>

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Total Spend with Vendor:	Description	Board Approval		Total		
	New Agreement (10/15/2017 – 10/14/2019)	Approval /Ratification Requested		\$3,809,833.00		
	Proposed Total Spend:			\$3,809,833.00		
Estimated Cost Savings:	There are no cost savings associated with this proposed replacement agreement.					
Fiscal Implications:	This request will result in a top-line budget variance of \$279,585.77 for the first year (FY18) of the term of the proposed replacement agreement, as compared to the annualized cost per the terms of the incumbent providers' agreements. However AHS/P anticipates that this variance will be offset by additional revenues (<i>estimated at over \$262,100</i>) associated with increased service provision contemplated in the proposed replacement agreement.					
Reasons for Recommendation:	UCSF has a proven track record of providing high quality and reliable physicians that enhance AHS' ability to provide vital services to the community.					
Impacted Facilities:	JGPH	Highland	Fairmont	San Leandro	Alameda	Clinic(s)
		X				
Coordination with Medical Staff:	The proposed replacement agreement was jointly reviewed by AHP's President and AHS' Chief Medical Officer, and was discussed with the Chief of Staff at Highland. In addition, the Chief of Trauma was consulted on the clinical component of this contract.					
Administrative Review:	Primary: President AHP Chief Administrative Officer HGH Secondary: Chief Medical Officer Tertiary: Chief of Staff, Highland Hospital					
Prior BOT Review/Action:	None – this will be a new AHP agreement.					

Executive Sponsor



 Ira Holley
 Vice President, Contracting Services

9.29.17

 Date Approved: