

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

| | | | |
|------------|--|-----------------------|---|
| Contractor | Primary Diagnostics, Inc | Division/Section | DPH/ City Wide |
| Address | 595 Pacific Ave. Floor 4 | Deputy Director | Roland Pickens |
| | San Francisco, California 94133 | DPH Administrator | Eric Rafin |
| Contact | Andrew Kobylinski | Program Administrator | Jonathan Sears Phone 603-770-3617 |
| | Chief Executive Officer | Contract Analyst | Robert Longhitano Phone 554-2659 |

Request for approval of a new emergency contract with Primary Diagnostics, Inc. to provide a data platform that will handle registration, scheduling for COVID-19 vaccination sites and to also provide a call center and insurance billing option related to COVID-19 vaccinations. The total proposed contract amount is \$7,244,160 which includes a 12% contingency for the term of January 31, 2022 through January 31, 2022 (11 months).

Profit Non-Profit LBE RFP-Number: _____ Date: _____

New Renewal Mod Emergency Contract 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 – No Prior Transaction | 2/22/2021-1/31/2022 | |
| <u>Funding Sources:</u> | | | |
| FEMA (Federal disaster aid reimbursement for eligible services), Coronavirus Aid, Relief, and Economic Security (CARES) Act, insurance reimbursement and City General Fund. | -\$0- | \$6,468,000 | \$6,468,000 |
| TOTAL DPH REVENUES | -\$0- | \$6,468,000 | \$6,468,000 |
| 12% Contingency Amount | -\$0- | \$776,160 | \$776,160 |
| CONTRACT TOTAL | -\$0- | \$7,244,160 | \$7,244,160 |
| ANNUAL AMOUNT OF CONTRACT (estimate) | -\$0- | \$6,468,000 | \$6,468,000 |
| Agency Funds | -\$0- | -\$0- | -\$0- |
| Contract FTE | N/A | N/A | N/A |

PROPOSED:

| Mode(s) of Service & Unit of Service Definition | No. Of Clients | No. of Units | Unit Cost (various) |
|--|--|---------------------|----------------------------|
| UOS = One completed hour, month, deliverable as contracted | N/A Duplicated N/A Unduplicated | | |
| Software Platform | | 11 months | \$55,000 / month |
| Per Vaccine Charge (\$1,700,000 allocated) | | Actual | \$1.00/ vaccine |
| Implementation Services (8 deliverables) | | 8 | \$8,125/ blended cost |

| | | | |
|--|------------|------------------------|------------------------------|
| <u>Site Lead Coordinator</u> | <u>N/A</u> | <u>2,200 hours</u> | <u>\$125 / hour</u> |
| <u>Onsite Trainer</u> | <u>N/A</u> | <u>440 hours</u> | <u>\$200 / hour</u> |
| <u>Call Center (Sub Contract Sub contractor 10% mark up included, estimated amount dependent on call volume)</u> | | <u>11 months</u> | <u>\$330,000 / month</u> |
| <u>Insurance Billing (Sub Contract pass-through + 5%)</u> | | <u>Actual</u> | <u>\$100,000</u> |
| <u>Travel / Expenses</u> | | <u>Actual</u> | <u>\$5,000</u> |
| <u>Contingency Amount</u> | | <u>As- Needed</u> | <u>\$776,160</u> |

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 through the Information Technology division and the Public Health Division

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements.

Sole Source: The contract was enter in under the authority of Chapter 21.15 of the Administrative code.

Other Significant Issues:

Primary Diagnostics will provide the scheduling and registration platform used at vaccination sites sponsored by the Department. At present these will include Community vaccination sites and the vaccination site at City College. In addition to the scheduling and registration platform the contractor will also provide through sub-contractors access to a call center and insurance billing services.

Primary Diagnostics, Inc. (brand name Primary.Health) is privately incorporated in Delaware (5/18/20) with headquarters in San Francisco, CA. Primary.Health is the engine behind your COVID-19 testing and vaccination programs. The vendors web-based platform provides government agencies, schools, healthcare facilities, and community-based organizations the ability to quickly register participants, schedule appointments, arrange for easy on-site check-in and check-out, and exchange data between labs and state databases, easing the reporting process. The vendors software has been used to power more than 620 testing sites and 60+ COVID vaccination sites across 13 states.

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

Executive Director:

Andrew Kobylinski, CEO

Board of Directors / Owners of 10% or more of the Firm:

1. Andrew Kobylinski, CEO and President of the Board
2. Jyri Engstrom, Lead Investor, Member of the Board
3. Tucker Warner, COO & Treasurer of the Board

Chris Zhu, CTO (owner of 10% or more / non board member)

All remaining shareholders hold less than 10% each

The board consists of three members who serve for a term of one year. There are no vacancies and no term limits.

Recommendation: The Department recommends approval of this contract.