

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<u>Visit Healthcare</u>	Division/Section	<u>DPH/ City Wide</u>
Address	<u>20 S. Santa Cruz Ave. Ste 300,</u> <u>Los Gatos, CA 95030</u>	Deputy Director	<u>Naveena Bobba, MD</u>
Contact	<u>Olympia Bliss</u> <u>Chief Operating Officer, Director</u>	DPH Administrator	<u>Jonathan Sears</u>
		Program Administrator	<u>Gretchen Paule</u> Phone <u>554-2820</u>
		Contract Analyst	<u>Joanna Li</u> Phone <u>554-2818</u>

Request for approval of a contract with Visit Healthcare for end-to-end COVID-19 vaccination services for an amount not to exceed \$9,500,000 for a total agreement term of March 5, 2021, through February 28, 2022 (12 months)

Profit Non-Profit LBE RFP-Number: 7-2021 Date: 2/2021

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>
		<u>3/5/2021 – 2/28/2022</u>	
Funding Sources:			
FEMA (Federal disaster aid reimbursement for eligible services), Coronavirus Aid, Relief, and Economic Security (CARES) Act, insurance reimbursement and City General Fund.	-\$0-	\$8,482,143	\$8,482,143
TOTAL DPH REVENUES	-\$0-	\$8,842,143	\$8,842,143
12% Contingency Amount	-\$0-	\$1,017,857	\$1,017,857
CONTRACT TOTAL	-\$0-	\$9,500,00	\$9,500,00
ANNUAL AMOUNT OF CONTRACT (estimate)	-\$0-	\$8,482,143	\$8,482,143
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 (per test)
UOS = 1 Vaccine regimen (2 shott or 1 shot)			
	<u>N/A Duplicated</u>		
	<u>N/A Unduplicated</u>		
COVID-19 Vaccine (Two shot regimen)	<u>Actual</u>	<u>Actual</u>	<u>\$46.00</u>
COVID-19 Vaccine (One shot regimen)	<u>Actual</u>	<u>Actual</u>	<u>\$28.00</u>
Back-Up (optional) Insurance Billing (10% Collection Fee) <small>Insurance billing currently performed in the Primary Diagnostics contract</small>	<u>Actual</u>	<u>Actual</u>	<u>10% fee</u>
Contingency Amount (additional vaccinations)	<u>Actual</u>	<u>Actual</u>	<u>\$1,017,857</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 Public Health Division.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements.

Other Significant Issues:

Visit Healthcare will perform end-to-end community COVID-19 vaccination services.

Visit Healthcare is a C-Corporation from California, where it was founded in 2015. The Visit Healthcare team is committed to combating the spread of COVID-19 by aiding in the rapid diagnosis of infection through our well-established COVID-19 RT-PCR testing procedures and operations, as well as vaccinations. Working with states, counties, government agencies, schools, organizations, and private industries, Visit deploys teams of experienced healthcare workers, licensed medical providers and logistics/support staff for high-volume testing projects across the U.S. The Visit team has been in the healthcare business for over 30 years helping to care for patients with tens of thousands of medical personnel. The visit team was on-site in the aftermath of the Loma Prieta earthquake, 9/11, Hurricanes Katrina and Maria, and Northern California wildfires. Visit currently operates dozens of COVID-19 testing projects across the US where thousands of individuals are tested daily.

Visit Healthcare was selected as the highest scoring respondent to RFP 7-2021 and was deemed primary vendor from the RFP.

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

Benjamin Fanger, Chief Executive Officer, Director and Board Member

Board of Directors

1. Benjamin Fanger, Chief Executive Officer, Director
2. Olympia Bliss, Chief Operating Officer, Director
3. Kathleen Hill, Direct of Government Relations

Owners of 10% or more of the Firm:

Benjamin Fanger, Chief Executive Officer, Director and Board Member

At present, there is no term limit for board members and there are no vacancies.

Recommendation: The Department recommends approval of this contract.