

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<u>Bay Area PL Services</u> <u>(Bay Area Phlebotomy & Laboratory Services)</u>	Division/Section	<u>DPH/ City Wide</u>	
Address	<u>321 Potrero Ave. Ste. A</u> <u>San Francisco, CA 94103</u>	Deputy Director	<u>Naveena Bobba, MD</u>	
Contact	<u>Salustiano Ribeiro, MS, CPT (DPH)</u> <u>President & CEO</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 Bay Area PI Services for end-to-end COVID-19 vaccination services for an amount not to exceed \$9,500,000 for a total agreement term of March 24, 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>3/24/2021 – 2/28/2022</u>	
<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-	\$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 <i>(estimate)</i>	-\$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)			
	N/A Duplicated		
	N/A Unduplicated		
COVID-19 Vaccine (Two shot regimen)	Actual	Actual	\$80.00
COVID-19 Vaccine (One shot regimen)	Actual	Actual	\$40.00
Back-Up (optional) Insurance Billing (10% Collection Fee) <small>Insurance billing currently performed in the Primary Diagnostics contract</small>	Actual	Actual	12% fee
Contingency Amount (additional vaccinations)	Actual	Actual	\$1,017,857

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.

Bay Area PL Services (“BayPLS”) is a Bay Area S- Corporation which was established in 2017 providing mobile healthcare services. Dr. John Horning of Urgent Med Housecalls (a partner of BayPLS), a medical board-certified emergency physician provides oversight of BayPLS healthcare services. The contractor has been providing COVID-19 vaccination services through a partnership with the University of California, San Francisco to residents of the Mission District.

Bay Area PL Services was selected as the second highest scoring respondent to RFP 7-2021 and was deemed a secondary vendor from the RFP.

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

Executive Director:

Salustiano Ribeiro, Chief Executive Officer, Director and Board Member

Board of Directors

Salustiano Ribeiro – CEO

Shaun Marchischeck – Secretary

Maria Powell – Director

Owners of 10% or more of the Firm:

Salustiano Ribeiro – CEO – 51% Owner

Shaun Marchischeck – Secretary – 49% Owner

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

Recommendation: The Department recommends approval of this contract.