

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor: Claim Remedi
 Address: 2255 Challenger Way, Suite
Santa Rosa, CA 95407
 Contact: Bob Bleyhl, President

Division/Section: Finance
 Director, DPH: Barbara Garcia
 CFO, DPH: Greg Wagner
 Director, SFHN: Roland Pickens Phone: 554-2711
 Contract Analyst: Ron Rossi Phone: 554-2839

Request for approval of a professional services contract with Claim Remedi to provide patient insurance eligibility verification, services to assist in submitting reimbursement claims in the amount of \$411,899 for the term of December 1, 2015 through December 31, 2020 (61 months).

Profit Non-Profit MBE/WBE RFQ - Number: _____ Date: _____
 New Renewal Mod Sole Source - Approval Date: 11/2/2015

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

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction (new)</u>	<u>Proposed Transaction 12/01/2015 - 012/31/2020 (5 Years)</u>	<u>Annualized Difference</u>
Contract Amount:			
Funding Sources:			
General Funds		\$367,767	\$367,767
MediCal		\$0	\$0
Realignment		\$0	\$0
Grant Funds		\$0	\$0
Work Order Funds		\$0	\$0
Other Funds		\$0	\$0
TOTAL DPH REVENUES		\$367,767	\$367,767
Contingency (12%)		\$44,132	\$44,132
Agency Funds		\$0	\$0
TOTAL PROGRAM		\$411,899	\$411,899
 Contract FTE		 0.00	 0.00

<u>PROPOSED:</u>	<u>Number of Clients N/A Duplicated N/A Unduplicated</u>	<u>Number of Units</u>	<u>Unit Cost</u>
<u>Patient Billing – Claim Scrubbing</u>		12	\$5,000/month
<u>Patient Billing - Eligibility and Claim Transactions</u>		96,000 - 141,000/yr	\$0.10/claim
<u>AIRC - Eligibility and Claim Transactions</u>		15,000 - 22,000/yr	\$0.10/claim

Explanation of Service Change:

This is a new contract.

Monitoring Report/Program Review & follow-up:

The contracts will be monitored in accordance with all applicable Departmental procedures.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements for the upcoming year.

Other Significant Issues:

Claim Remedi will assist the Department of Public Health (DPH) with claims management for Behavioral Health Services (BHS) patient billing, the Adult Immunization and Travel Clinic, and DPH clinics. Claim Remedi will provide patient insurance eligibility verification, claims scrubbing and editing to reduce the number of denied claims, claim management and tracking, as well as analytical tools and reports to manage claims. Claim Remedi will provide access to third party insurance eligibility in a single proprietary application, and will provide DPH with access to clearinghouse services to submit electronic claims to Medicare and third party payers, and to receive payment information in a Health Insurance Portability and Accountability Act (HIPAA) approved electronic format. Claim Remedi is the nation's largest submitter to Medicare and their proprietary application allows claims to be submitted using one submitter ID number, allowing for a streamlined and more efficient submission process. DPH currently submits claims individually.

At present, DPH only has access to patient eligibility information for Medi-Cal clients. Commercial insurance payers typically operate their own system to access insurance eligibility information, requiring the Department to have access to hundreds of payer systems. Claim Remedi's service provides access to third party insurance eligibility in a single application.

In addition, DPH needs access to clearinghouse services in order to submit electronic claims to Medicare and third party payers, and to receive payment status in a HIPAA-approved electronic format.

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

Bob Bleyhl, President and Board Co-Chair
Peter Bowhall, Chief Executive Officer and Board Co-Chair
Diane Bleyhl
Judy Bowhall

Recommendations:

The Department recommends approval of this contract.