

**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

Contractor	<u>Experian Health LLC</u>	Division/Section	<u>DPH/SFHN</u>
		Exec. Administrator	<u>Diana Guevara</u>
Address	<u>720 Cool Springs Blvd. Suite 200</u>	DPH Administrator	<u>Diana Guevara</u>
	<u>Franklin, TN 37067</u>	Program Administrator	<u>Tim Arnold</u>
Contact	<u>Scott Owen</u>	Contract Analyst	<u>Arlene Lee</u>
		Phone	<u>759-3351</u>
		Phone	<u>554-2938</u>

Request for approval of a new contract with Experian Health LLC, in the amount of \$2,739,380, which includes a 12% contingency, to provide a healthcare claims and healthcare claim payment remittance application, including billing scrubbing for the San Francisco Department of Public Health, for the period June 1, 2018 through May 31, 2023.

Sole Owner   
  Non-Profit   
  DBE   
  RFP- Number: 14-2016   
 Date: 9/2016  
 New   
  Renewal   
  Mod   
  Sole Source - Approval 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)	6/1/18 – 5/31/23	
<b>Funding Sources:</b>			
General Fund		\$2,445,875	\$2,445,875
<b>TOTAL DPH REVENUES</b>		\$2,445,875	\$2,445,875
12% Contingency Amount		\$293,505	\$293,505
<b>CONTRACT TOTAL</b>		\$2,739,380	\$2,739,380
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$489,175	\$489,175
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

**PROPOSED:**

<u>Mode(s) of Service &amp; Unit of Service Definition</u>	<u>No. Of Clients</u>		<u>No. of Units</u>	<u>Unit Cost (avg.)</u>
	<u>N/A</u>	<u>Duplicated</u>		
	<u>N/A</u>	<u>Unduplicated</u>		
Phase 1 – Groundwork Deliverables (7/1/2018 – 10/31/2018)	N/A		Flat Rate	\$24,700
Phase 2 – Adoption Deliverable (11/1/2018 – 1/31/2019)	N/A		Flat Rate	\$24,700
Phase 3 – Testing Deliverables (2/1/2019-5/31/2019)	N/A		Flat Rate	\$24,700
Phase 4 – Training Deliverables (6/1/2019 – 7/31/2019)	N/A		Flat Rate	\$24,700
Phase 5 – Go Live Deliverables (8/1/2019 – 9/30/2019)	N/A		Flat Rate	\$24,700
Application Software – 60 Months Average Cost	N/A		60 Months	\$38,707

**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.

**Nondiscrimination and Cultural Competency:**

The Contractor will participate in applicable cultural competency requirements.

**Other Significant Issues:**

The Experian products will be the Epic Claim Scrubber for and submitter of SFDPH health claims, ensuring pertinent claim edits are satisfied before being submitted to Payors in order for SFDPH to receive prompt reimbursement for the healthcare services being provided to our patients. Properly submitted claims to Payors are essential to maximize revenue for the Department.

Experian Health was established in 1994 and is incorporated in the state of Delaware. Established from a group of acquired companies within the healthcare industry, including SearchAmerica, Medical Present Value (MPV) and Passport Health Communications, Experian Health has become the industry leader offering a full suite of revenue cycle management, identity management, patient engagement, and population wellness solutions. The parent company, Experian plc, is publicly traded on the London stock exchange. Driven by their patent-pending Touchless Workflow™, real-time data, and advanced analytics, their solutions help clients improve efficiency, revenue, and care in today's value-based environment. Currently, more than 3,200 hospitals and 10,000 other healthcare organizations representing 500,000+ providers - more than 60% of the market - partner with Experian Health to make smarter business decisions, boast a better bottom lines, and foster stronger patient relationships.

Experian Health was selected under RFP 14-2016.

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

For Experian Health

Current Board of Directors:

- Jennifer Schulz, CEO
- Craig Boundy, Chairman
- Brian Herb
- Darryl Gibson
- Crista Harwood

Experian Health has 5 Board of Director members. Board members serve until they are replaced or resign. Currently, there are no vacancies, and there are no term limits for these members.

**Recommendations:**

The Department recommends approval of this contract.