

**EAST SIDE UNION HIGH SCHOOL DISTRICT
Board Meeting of June 21, 2012**

AWARD OF BIDS

(MAA) Medi-Cal Administrative Activities Program & (LEA) Medi-Cal Direct Billing Option Program

Bid	Bid Opening	Legal Advertisements	Advertisement Date(s)	Project Description
RFP-23-11-12	May 31, 2012	San Jose Post – Record and was posted on ESUHSD website	05/11/2012, 05/16/2012	To develop, implement and manage a Local Education Agency Medi-Cal Direct Billing Option (LEA) program and Medi-Cal Administrative Activities (MAA) program.

RFP Results:

Consultant	LEA Proposed Fee	MAA Proposed Fee	Score
Leader Services	9%	8% - 9%	56%
Northern California Medi-Cal Administrative Services – JPA	No Bid at this time but will be available soon	7% (when rebated 2.3-3.2% average)	78%
Veritam, Inc.	\$10,500 plus \$90/hr for software changes & \$25/hr for inputting claims by Veritam staff	\$76,500 plus \$90/hour for software changes	26%
Medical Billing Technologies, Inc.	8%	3.3-3.4%	84%
CSBA Practi-Cal	9.5% of the federal share not 11.5% of the DHCS approved amounts.	8%	69%
Accelify	5% & 7.5%	5% & 7.5%	62%

Proposals were received from six (6) firms. All proposals were considered in the evaluation process.

The evaluations of proposals were conducted by a committee of three (3) ESUHSD Staff. The proposals were evaluated based on Capacity & Methodology; Experience, expertise, personal & organizational; References & Past Performance; and Pricing & Fee Structure.

FISCAL IMPACT:	\$300,000.00 estimated annual amount. Amount varies depending on the amount that is received by the ESUHSD.
FUNDING SOURCE:	MAA/LEA
RECOMMENDATION:	It is recommended that the Board of Trustees approve Administration's recommendation to award the above listed Request for Proposals to Medical Billing Technologies, Inc. as the lowest responsive proposer and authorize Administration to enter into a one (1) year contract with the option to renew the contract for two (2) additional 1 – year contract terms based on performance and funding.