

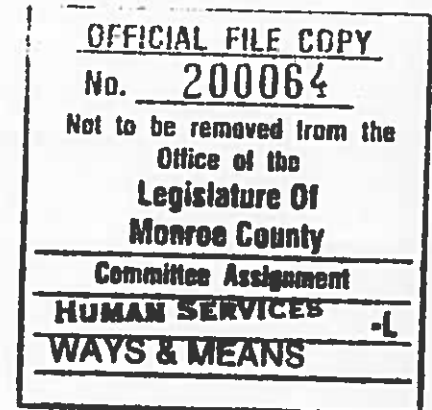


Office of the County Executive

Monroe County, New York

Adam J. Bello
County Executive

February 7, 2020



To The Honorable
Monroe County Legislature
407 County Office Building
Rochester, New York 14614

Subject: Authorize a Contract with Health Systems Technology, Inc. to Provide Third Party Health Insurance Billing Services for Monroe Community Hospital

Honorable Legislators:

I recommend that Your Honorable Body authorize a contract with Health Systems Technology, Inc., in an amount not to exceed \$50,000, to provide Third Party Health Insurance Billing Services for Monroe Community Hospital (MCH), for the period of January 1, 2020 through December 31, 2020, with the option to renew for two (2) additional one-year terms, in an amount not to exceed \$50,000 annually.

Changes in Medicaid reimbursement formulas for nursing homes have created the opportunity for MCH to benefit financially from billing for physician services historically included in its daily Medicaid rate. Due to the growing number of insurance companies representing patients/residents at MCH and the complexity of their respective billing and software systems, having a firm specialized in medical billing will allow MCH to take full advantage of this new billing system.

A Request for Proposals was issued for this contract with Health Systems Technology, Inc. rated the most qualified to provide this service.

The specific legislative action required is to authorize the County Executive, or his designee, to execute a contract, and any amendments thereto, with Health Systems Technology, Inc., 2090 South Clinton Avenue, Rochester, New York 14618, to provide Third Party Health Insurance Billing Services for Monroe Community Hospital, in an amount not to exceed \$50,000, for the period of January 1, 2020 through December 31, 2020, with the option to renew for two (2) additional one-year terms, in an amount not to exceed \$50,000 annually.

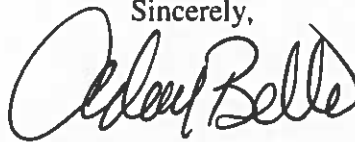
The legislative action requested in this referral is not an "Action," as that term is defined in 6 NYCRR § 617.2(b), and is not subject to review under the State Environmental Quality Review Act.

Funding for this contract is included in the 2020 operating budget of Monroe Community Hospital, hospital fund 9012, funds center 6201040000, A&G Patient Accounts, and will be requested in future years' budgets. No net County support is required in the current Monroe County budget.

The records in the Office of the Monroe County Treasury have indicated that neither Health Systems Technology, Inc., nor its principal officer, Tim W. Schmidt, Chief Executive Officer, owe any delinquent Monroe County property taxes.

I recommend that this matter be referred to the appropriate committee(s) for favorable action by Your Honorable Body.

Sincerely,

A handwritten signature in black ink, appearing to read "Adam Bello", written in a cursive style.

Adam J. Bello
Monroe County Executive

AJB:db