



SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	Tryfacta, Inc.	Division/Section	SFHN - Nursing	
Address	4637 Chabot Drive, Suite 100	Deputy Director	Roland Pickens	^{DS} 
	Pleasanton, CA 94588	DPH Administrator	Terry Dentoni	^{DS} 
Contact	Adesh Tyagi	Program Administrator	Gillian Otway	Phone 628-206-3780
	President	Contract Analyst	Lin Qiu	Phone 415-554-2612

Request for approval of a new contract with Tryfacta, Inc. in the amount of \$5,000,000, including a 12% contingency, for temporary traveling nurse registry personnel in support of the Department's COVID-19 response and for ongoing operational needs in the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities, for the term of June 1, 2021 through December 31, 2023 (2 years and 7 months).

☒ Profit ☐ Non-Profit ☐ LBE ☒ RFP-Number: 37-2020 Date: 12/1/2020

☒ New ☐ Renewal ☐ Mod ☐ Sole Source 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)	6/1/2021-12/31/2023	
<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-	\$4,464,286	-\$0-
TOTAL DPH REVENUES	-\$0-	\$4,464,286	-\$0-
12% Contingency Amount	-\$0-	\$535,714	-\$0-
CONTRACT TOTAL	-\$0-	\$5,000,000	-\$0-
<i>ANNUAL AMOUNT OF CONTRACT</i>			
<i>(estimate)</i>	-\$0-	\$1,728,111	-\$0-
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

PROPOSED:

<u>Mode(s) of Service & Unit of Service Definition</u>	<u>No. Of Clients</u>		<u>No. of Units (Hours)</u>	<u>Unit Cost (Per Hour)</u>			
<u>One Unit of Service = One Hour of Nursing Services</u>	N/A	Duplicated					
	N/A	Unduplicated					
<i>Emergency Rate</i>							
Registered Nurse: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)							

(See below for rates by specialty)

12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)	8 Hour Base Rate (per Hour)	Overtime Rate (per Hour)
\$150.00	\$180.00	\$150.00	\$225.00

Registered Nurse: Non Specialty	\$87.75	\$96.53	\$87.75	\$131.63
Licensed Vocational Nurse	\$60.75	\$66.83	\$60.75	\$91.13
<i>Non- Emergency Rate</i>	12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)	8 Hour Base Rate (per Hour)	Overtime Rate (per Hour)
Registered Nurse: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)	\$100.00	\$120.00	\$100.00	\$150.00
Registered Nurse: Non Specialty	\$80.00	\$88.00	\$80.00	\$120.00
Licensed Vocational Nurse	\$40.00	\$50.00	\$40.00	\$60.00

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 Department of Nursing.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements.

Other Significant Issues:

Tryfacta, Inc. will provide as-needed, temporary traveling nurse registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities in support of the Departments COVID-19 response and for ongoing operational needs.

Tryfacta, Inc. is headquartered in Pleasanton, California and with offices in San Francisco, San Jose, Los Angeles, etc. Tryfacta is certified Minority and Women Owned company. Tryfacta can provide support to a broad range of healthcare department staffing needs with employees, such as RN, LVN, CNAs. Physicians, Pharmacists, etc.

RFP 37-2020 established three contracts, where the highest ranked proposer was deemed "Primary", the second highest ranked proposer was deemed "Backup No.1", and the third highest ranked proposer was deemed "Backup No.2". If approved by the Health Commission, Tryfacta, Inc. will be "Backup No.1". Tryfacta, Inc. was selected under RFP 37-2020 as the second highest ranked proposer.

The RFP allows for a contract of up to 9 years which includes contract options which may or may not be exercised.

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

Executive Director: Ratika Tyagi

Board of Directors: Ratika Tyagi

Owners of 10% or more of the Firm: Ratika Tyagi

Recommendation: The Department recommends approval of this contract.