

Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

52027

DATE: May 9, 2016

TO: Board of Acquisition and Contract

FROM: Kevin M. McGuire
Commissioner of Social Services

SUBJECT: Resolution authorizing the County of Westchester to enter into an agreement with AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS COMPANY for Personal Emergency Response System services under Title XIX of the Social Security Act and pursuant to the provisions of Sections 365-a and 367-g of New York State Social Services Law for the period from January 1, 2016 through December 31, 2018 at the rates indicated on the attached schedule "A", in an amount not to exceed \$600,000 pursuant to an approved budget and subject to appropriations.

We are hereby requesting authorization for the County of Westchester to enter into an agreement with AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS COMPANY to provide Personal Emergency Response Systems (PERS) services to Medicaid enrollees who are in receipt of Personal Care Services under Title XIX of the Social Security Act and pursuant to the provisions of Sections 365-a and 367-g of New York State Social Services law for the period from January 1, 2016 through December 31, 2018 at the rates indicated on the attached schedule, in an amount not to exceed \$600,000 pursuant to an approved budget and subject to appropriations. The delay in the submission of this resolution was due to the Request for Proposals ("RFP") process.

In January, 2016, pursuant to Section 6 of the Westchester County Procurement Policy, a Request for Proposals was posted on the Westchester County Website targeting vendors of PERS services. The RFP included provision "The Department will select one or more vendors, based on competitive factors such as cost and equipment quality, for a three year term"; Three (3) Providers responded. Those Proposals were evaluated using criteria specified in the Request for Proposals and (2) vendors were selected; AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS

COMPANY. The Department of Social Services has utilized PERS since 1992 through a contract with LIFELINE SYSTEMS COMPANY and since 2005 through a contract with AMERICAN MEDICAL ALERT. Two vendors will expedite the provision of PERS to all persons for whom the district has authorized PERS, as well as provide them with a choice of vendors.

This contract serves a **public purpose** by providing PERS support to Medicaid enrollees receiving Personal Care. Personal Emergency Response Systems are telephone electronic monitoring devices that summon emergency assistance to homebound individuals.

The **goals and objectives** of this agreement are to ensure the safety and wellbeing of the elderly, chronically ill and disabled Medicaid recipients by providing them with a device that summons assistance in cases of emergency.

The goals and objectives are in the best interest of the County from a **public health and public safety** perspective since the PERS device acts as a guardian for those individuals who are homebound and vulnerable and ensures a swift response to their emergencies.

These **goals and objectives are also in the best interest of the County** as regards **fiscal** responsibility in that the PERS device reduces the need for the additional Personal Care hours that would be required to assure client safety. Medical Assistance expenditures are significantly reduced without an adverse impact on the recipients' quality of care. Also, the small cost of this device far outweighs the possible consequences for susceptible Medicaid patients whose home safety is an issue.

The **goals and objectives are tracked and monitored** by the Department of Social Services on an on-going basis using compliance indicators established through the contract.

The Department is able to report that during the last contract period, the vendors previously contracted maintained compliance and timeliness in all of the following areas: provision of service; reliability of service; efficiency of emergency response and accuracy of reporting. From 2014 through 2015, the average monthly total of PERS subscribers was 451. The average quarterly total for new installations was 40.

We are now requesting that your Honorable Board approve the attached resolution for the County of Westchester to enter into agreement with AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS COMPANY for the above stated purpose.

A Resolution requesting the same is attached for your Honorable Board's approval.

RESOLUTION

Upon a communication from the Commissioner of Social Services, be it hereby

RESOLVED, that the County of Westchester, acting by and through its Department of Social Services, is hereby authorized to enter into agreement with AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS COMPANY for Personal Emergency Response System services under Title XIX of the Social Security Act and pursuant to the provisions of Sections 365-a and 367-g of the New York State Social Services Law for the period from January 1, 2016 through December 31, 2018 at the rates indicated on the attached schedule in an amount not to exceed \$600,000 pursuant to an approved budget; and be it further

RESOLVED, that these contracts are subject to County Appropriations; and be it further

RESOLVED, that these Agreements are also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of these Agreements. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate these Agreements or to renegotiate the amounts and rates approved herein. If the County shall subsequently offer to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate the Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is empowered to execute any document necessary to implement this resolution.

Account to be
Charged/Credited

	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
2016	101	22	8900	5760	_____	\$200,000
2017	101	22	8900	5760	_____	\$200,000
2018	101	22	8900	5760	_____	\$200,000

Budget Funding Year(s): 2016-2018
(must match resolution)

Start Date: 1/1/16

End Date: 12/31/18

Funding Source

Tax Dollars: 0% (included in the Medicaid cap)

State Aid: 50% (Included in the Medicaid cap)

\$600,000
(must match resolution)

Federal Aid: 50% (Included in the Medicaid cap)

Other:

APPROVED BOARD OF ACQUISITION & CONTRACT - 06/09/2016 LISA M. JAH, SECRETARY

Schedule "A"

PERS RATES 2016

AGENCY NAME	INSTALLATION FEE	MONTHLY CHARGE
LIFELINE SYSTEMS COMPANY	\$40.00	\$25.00
AMAC	\$50.00	\$24.00

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/09/2016 - LISA MARIJAL SECRETARY

PERS PROPOSAL

PERS PROPOSAL 2016

March 25, 2016

I. REVIEW COMMITTEE

David Sweet
Jose Alonso
Rose Varbaro

Manager I
Program Administrator
Casework Supervisor

II. REVIEW COMMITTEE RECOMMENDATION

LIFELINE SYSTEMS COMPANY has been our contracted provider for PERS service since 1992 and AMERICAN MEDICAL ALERT CORPORATION since 2005 and continues to maintain a high record of client satisfaction and cooperation with this Department. In addition, AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS COMPANY have contracts with many of the Managed Care Long Term Program (MCLTP) agencies that authorize Services in Westchester County. Therefore, when PERS subscriber moves from one level of care to another there is no need for equipment change-over or new installation fees.

The committee also agreed not to recommend provider, LINK TO LIFE.

The availability of two providers will give the customers a choice regarding Personal Emergency Response Systems (PERS) service.

After careful review and consideration of the three (3) proposals received in response to the RFP, we recommend that the contract be awarded to AMERICAN MEDICAL ALERT CORPORATION and LIFELINE SYSTEMS COMPANY.