

Robert P. Astorino
County Executive

Department of Social Services

Kevin McGuire
Commissioner

20389

DATE: June 2, 2011

TO: Board of Acquisition and Contract

FROM: Kevin McGuire
Commissioner, Department of Social Services

RE: Resolution authorizing the County of Westchester to enter into an agreement with White Plains Hospital Center wherein the County shall assign one County employee to accept and process Medicaid applications on-site for persons seeking Medical Assistance through White Plains Hospital Center for the period September 1, 2011 through August 31, 2012

Authority is requested to enter into an agreement with White Plains Hospital Center wherein the County shall assign one (1) County employee to accept and process Medicaid applications on-site for persons seeking Medical Assistance through White Plains Hospital Center for the period September 1, 2011 through August 31, 2012. Pursuant to the agreement, the County shall assign for employment on the premises of White Plains Hospital Center one (1) Eligibility Examiner II (grade IX) or other qualified personnel (the "Employee"), who shall accept and process applications for Medicaid for persons seeking Medical Assistance through White Plains Hospital Center. The County receives partial reimbursement of the cost of the Employee from the Federal and State governments. As consideration for the assignment by the County of the Employee to the premises of White Plains Hospital Center, White Plains Hospital Center shall pay to the County monthly a sum equal to the unreimbursed salary and fringe benefit costs of the Employee. The estimated total cost to provide this service is \$105,000 of which White Plains Hospital Center's portion shall be approximately \$18,900 (18%).

It is to be noted that pursuant to the proposed agreement, the County, through its Department of Social Services, will be providing services to White Plains Hospital and will be partially reimbursed for the cost of such services. Since the County is not procuring services, but rather providing them, the Westchester County Procurement Policy does not apply to this agreement.

The services provided pursuant to this agreement serve a **public purpose** by providing on-site assistance in processing Medicaid applications for persons seeking Medical assistance. The County has provided this service for the last several years.

The **goals and objectives** of this agreement are to provide on-site assistance to people who apply for Medicaid at the White Plains Hospital Center by assigning a County employee who will be responsible for accepting and processing Medicaid applications. The program assists in expediting the application process and in eliminating errors because the applications are processed by County employees who have the experience and expertise in handling this job.

The **goals and objectives are in the best interests of the County regarding Public Health** as they are aimed at improving the quality of services provided to Medicaid applicants who are residents of the County of Westchester. Also, indigent patients at White Plains Hospital Center may be eligible to apply for free or reduced cost care, but not until they've applied for and been denied Medicaid. Having an eligibility worker on-site minimizes any delay in this process. Furthermore, the goals and objectives are in the best interests of the County in terms of **fiscal responsibility** because the services are provided at no cost to the County as the employee's salary is reimbursed through Federal, State and Agency (White Plains Hospital Center).

The goals and objectives are tracked and monitored through the Department's Medicaid Program Office. The Program Office evaluates the success or failure of the program by using measures such as the number of Medicaid applications accepted and processed and the level of accuracy and efficiency achieved by this program. In addition, the Department's Finance Office keeps track of all reimbursement payments made by the hospital.

The Department is able to report that in 2010 the on-site eligibility examiner at White Plains Hospital Center processed 191 Medicaid applications. Of that number 162 (84.8%) were deemed eligible for Medicaid. All applications were processed within approximately 37.5 days.

Your Honorable Board's approval of the annexed Resolution is most respectfully requested.

RESOLUTION

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

RESOLVED, that the County of Westchester is authorized to enter into an agreement with White Plains Hospital Center wherein the County shall assign one (1) County employee to accept and process Medicaid applications on-site for persons seeking Medical Assistance through White Plains Hospital Center for the period September 1, 2011 through August 31, 2012; and be it further

RESOLVED, that White Plains Hospital Center shall pay to the County monthly a sum equal to the unreimbursed salary and fringe benefit costs of the County employee and the total estimated cost for providing this service is \$105,000 of which White Plains Hospital Center's portion shall be approximately \$18,900 (18%); and be it further

RESOLVED, that this Agreement is subject to County Appropriations; and be it further

RESOLVED, that this Agreement is 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 this Agreement. 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 releases(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 this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is authorized and empowered to execute and deliver all instruments and take all actions necessary or appropriate to effectuate the purposes hereof.

Account to be
Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
263	22	806L	9853	T806	\$52,500
263	22	806L	9854	T806	\$33,600
263	22	806L	9856	T806	\$18,900

Budget Funding Year(s) 2011-2012 Start Date: 9/1/2011 End Date 8/31/2012
(Must match resolution)

Funding Source

\$105,000
(Must match resolution)

Tax Dollars:

State Aid: _____ 32%
Federal Aid: _____ 50%
Other (White Plains Hospital Center) _____ 18%

APPROVED BOARD OF ACQUISITION & CONTRACTS - 07/28/2011 - MARY VIEIRA, SECRETARY