

Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

27218

DATE: May 24, 2012

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, LIFELINE SYSTEMS COMPANY, LIFESTATION and LINK TO LIFE (GTL-INC) 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 September 1, 2012 through August 31, 2015 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, LIFELINE SYSTEMS COMPANY, LIFESTATION and LINK TO LIFE (GTL-INC) 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 September 1, 2012 through August 31, 2015 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. The delay in the submission of this resolution was due to the Request for Proposals ("RFP") process.

In February, 2012, 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. We received four proposals in response to the above said RFP: AMERICAN MEDICAL ALERT CORPORATION, LIFELINE SYSTEMS COMPANY, LIFESTATION and LINK TO LIFE (GTL-INC). We selected all four (4) vendors because:

All 4 proposals met the same specified qualifications criteria.

All 4 proposals ranked at the same level of preference and same average price.

Four 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. Those Proposals were evaluated using criteria specified in the Request for Proposals. 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. LIFESTATION was added in 2009. In addition, a fourth vendor, LINK TO LIFE (GTL-INC), was chosen from the RFP issued in February 2012. Four 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 (See attached Schedule "B"). The total amount requested is the same as that of the last contract term.

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 with 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 2009 through 2012 the average monthly total of PERS subscribers was 690. 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 an agreement with AMERICAN MEDICAL ALERT CORPORATION, LIFELINE SYSTEMS COMPANY, LIFESTATION and LINK TO LIFE (GTL-INC) for the above stated purpose.

A Resolution requesting the same is attached for your approval.

RESOLUTION

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

RESOLVED, that the County of Westchester be, and hereby is authorized to enter into an agreement with AMERICAN MEDICAL ALERT CORPORATION, LIFELINE SYSTEMS COMPANY, LIFESTATION and LINK TO LIFE (GTL-INC) 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 September 1, 2012 through August 31, 2015 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
2012	101	22	8900	5760	_____	\$66,667
2013	101	22	8900	5760	_____	\$200,000
2014	101	22	8900	5760	_____	\$200,000
2015	101	22	8900	5760	_____	\$133,333

Budget Funding Year(s): 2012-2015
(must match resolution)

Start Date: 9/1/12

End Date: 8/31/15

Funding Source

Tax Dollars:

State Aid: 50% Included in the Medicaid cap

Federal Aid: 50% Included in the Medicaid cap

Other:

\$600,000
(must match resolution)

APPROVED BOARD OF ACQUISITION & CONTRACTS - JOMARI VIEIRA, SECRETARY - 06/28/2012

Schedule "A"

PERS RATES 2012

AGENCY NAME	INSTALLATION FEE	MONTHLY CHARGE
LIFELINE SYSTEMS COMPANY	\$40.00	\$25.00
AMAC	\$50.00	\$24.00
LIFESTATION	\$19.25	\$20.00
LINK TO LIFE (GTL-INC)	\$25.00	\$21.00

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/28/2012 - JOMAR VIEIRA, SECRETARY

Schedule "B"

PERS PROPOSAL PERS PROPOSAL 2012

I. REVIEW COMMITTEE

Katherine Waluschka	Associate Commissioner
David Sweet	Manager 1
Jose Alonso	Program Administrator
Rose Varbaro	Casework Supervisor

II. REVIEW COMMITTEE RECOMMENDATION

LIFELINE SYSTEMS COMPANY has been our contracted provider for PERS service since 1992, AMERICAN MEDICAL ALERT CORPORATION since 2005 AND LIFESTATION since 2009. These three (3) companies continue to maintain a high record of client satisfaction and cooperation with this Department. In addition, AMERICAN MEDICAL ALERT CORPORATION LIFELINE SYSTEMS COMPANY and LIFESTATION have contracts with eight (8) of the Long Term Home Health Care agencies that Westchester County authorizes cases for. Therefore, when a 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 to add one additional provider, LINK TO LIFE (GTL-INC). They are used by twenty other counties, gave a good written presentation and their fees are competitive. The availability of four providers will give the customers a choice regarding Personal Emergency Response Systems (PERS) service.

After careful review and consideration of the four (4) proposals received in response to the RFP, we recommend that the contract be awarded to AMERICAN MEDICAL ALERT CORPORATION, LIFELINE SYSTEMS COMPANY, LIFESTATION and LINK TO LIFE (GTL-INC).