

University of Connecticut Health Center
Finance Corporation



BOARD OF DIRECTORS

March 25, 2019

EVP Conference Room
AG078

Phone Instructions: 1-888-795-1939

Passcode: 63601444

9:00 a.m.

Time: 9:00 a.m.

Location: AG078

Teleconferencing Information:

Dial: 888-795-1939 When prompted for your code, enter: **63601444**

1. Review and approval of the minutes of the December 17, 2018 meeting.*

Contracts \$500,000 and over:

2. Review and approval of a contract amendment with ScribeAmerica on behalf of UConn Health.*
3. Review and approval of a contract lease with GE HFS, LLC on behalf of UConn Health.*
4. Review and approval of a contract amendment with Optum360, LLC on behalf of John Dempsey Hospital.*
5. Review and approval of a contract with Spine Wave, Inc. on behalf of John Dempsey Hospital.*
6. Review and approval of a contract with Howmedica Osteonics Corp on behalf of John Dempsey Hospital.*
7. Review and approval of a contract with Medtronic Sofamor Danek on behalf of John Dempsey Hospital.*
8. Review and approval of a contract with Nuvasive, Inc. on behalf of John Dempsey Hospital.*
9. Review and approval of a contract with Paragon 28, Inc. on behalf of John Dempsey Hospital.*
10. Review and approval of a contract amendment with American Adjustment Bureau, Inc. on behalf of UConn Health.*
11. Review and approval of a contract amendment with RevSpring Inc. on behalf of UConn Health.*
12. Review and approval of a contract with Vizient on behalf of UConn Health.*
13. Review and approval of a contract amendment with Innovative Product Achievements, LLC dba IPA, LLC and Med One Capital Funding, LLC dba IPA One ("IPA One") on behalf of UConn Health.*
14. Review and approval of a contract amendment with Voalte, Inc. on behalf of John Dempsey Hospital.*
15. Review and approval of two contracts with Capital Area Health Consortium on behalf of UConn School of Medicine and the UConn School of Dental Medicine.*
16. Analysis of uncollectible accounts (informational)
 - a. Historical
17. Approval of the write-off of uncollectable accounts
 - a. For the John Dempsey Hospital*
 - b. For the UConn Medical Group*
 - c. For the UConn Dental Clinics*
18. Contracts executed by the University of Connecticut Health Center Finance Corporation for the period December 1, 2018 through February 28, 2019.
19. Executive Session (not expected)



TAB 1

Time: 9:00 a.m.

Location: LM070

Teleconferencing Information:

Dial: 888-795-1939

when prompted for your code, enter: **63601444**

Present (Voting): Dr. Andrew Agwunobi, Ms. Kerry Kelley (phone), Dr. Denis Lafreniere (phone), Mr. Thomas Kruger (phone).

Present (Non-Voting): Mr. Chad Bianchi, Atty. Jeff Blumenthal, Ms. Judy DeVitto, Mr. Jeff Geoghegan, Ms. Kerri Goodwin, Ms. Sharon Gordon, Mr. Scott Jordan (phone), Ms. Kim Metcalf

At a December 17, 2018 meeting of the University Of Connecticut Health Center Finance Corporation Board Of Directors, the following items were approved:

Jeff Geoghegan introduced Kerry Kelley, designee for OPM Secretary Ben Barnes.

On December 14, 2018 Ms. Kelley was administered the oath and duly sworn in to the UConn Health Center Finance Corporation Board by Atty Gareth D. Bye.

- 1 Review and approval of the minutes of the September 28, 2018 meeting.*

On a motion duly made and seconded, the Board approved the minutes of the September 28, 2018 Meeting. (One abstention, Kerry Kelley)

Contracts \$500,000 and over:

- 2 Review and approval of a contract amendment with Optum on behalf of John Dempsey Hospital in a total not to exceed amount of \$4,300,000 an increase of \$500,000.*
- 3 Review and approval of a contract with Amcol on behalf of John Dempsey Hospital for six months plus a six month renewal in a total not to exceed amount of \$1,500,000 .*
4. Review and approval of a contract with AmerisourceBergen Drug Corporation and its affiliate, ASD Specialty Healthcare, LLC on behalf of John Dempsey Hospital for seven years in a total not to exceed amount of \$ 350,000,000.*
5. Review and approval of a contract with Dialysis Clinic Inc. (DCI) on behalf of John Dempsey Hospital for a period of five years in a total not to exceed amount of \$3,000,000.*
6. Review and approval of a contract with Stryker on behalf of John Dempsey Hospital for a period of five years in a total not to exceed amount of \$3,000,000.*
7. Review and approval of a contract amendment with Leica Microsystems Inc. on behalf of John Dempsey Hospital extending the contract through December 2023 in a total not to exceed amount of \$1,860,000 an increase of \$1,200,000.*
8. Review and approval of staffing contracts on behalf of UConn Health.*
 - a. CHG Medical Staffing in a total not to exceed amount of \$4,000,000 an increase of \$2,000,000.*
 - b. Cross Country Staffing in a total not to exceed amount of \$4,500,000 an increase of \$2,500,000.*
 - c. Execu-Search in a total not to exceed amount of \$3,000,000 an increase of \$1,000,000.*
9. Review and approval of a contract amendment with Hologic Limited Partnership on behalf of UConn Health extending the contract for two years in a total not to exceed amount of \$705,000 an increase of \$300,000.*
10. Review and approval of a contract with Experian Health on behalf of UConn Health for the period

through December 31, 2019 in a total not to exceed amount of \$999,999 an increase of \$500,000.*

11. Review and approval of a contract amendment with Immucor Inc. on behalf of John Dempsey Hospital for the period through January 21, 2023 in a total not to exceed amount of \$825,748.85 an increase of \$150,000.*
12. Review and approval of a contract amendment with Obrien, Tansky & Young on behalf of UConn Health in a total not to exceed amount of \$999,000 an increase of \$500,000.*
13. Review and approval Of Calendar Year 2019 meeting dates.*

On a motion duly made and seconded, the Board of Directors approved contracts over \$ 500,000 and that the Executive Director be authorized to enter into said contracts. (One abstention, on agenda item 2 Optum, Dr. Andrew Agwunobi).

14. Board members reviewed analysis of uncollectible accounts (informational):
 - a. Historical
 - b. Evaluation report

Approval of the write-off of uncollectable accounts (an abstention Kerry Kelley)

15. For the John Dempsey Hospital.*
16. For the UConn Medical Group.*
17. For the UConn Dental Clinics.*
18. For the University Dentists.*

On a motion duly made and seconded, the Board of Directors approved the write-off of uncollectable accounts for the John Dempsey Hospital, UConn Medical Group, UConn Dental Clinics and University Dentists. (One abstention Ms. Kerry Kelley).

19. Board members reviewed a list of contracts executed by the University of Connecticut Health Center Finance Corporation for the period September 01, 2018 through November 30, 2018.(Informational)
20. Executive Session was not required.

With no further business the meeting adjourned at 9:17 a.m.
Respectfully submitted,

Jeffrey Geoghegan, Chief Financial Officer



Next Regularly Scheduled Meeting March 25, 2019 9:00 a.m. LM070



TAB 2



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: **ScribeAmerica LLC - Scribe Services Contract Amendment (Contract #UHCFC-5-2780)**

RECOMMENDATION: That the Board of Directors approve a contract amendment on behalf of UConn Health, with ScribeAmerica LLC (“ScribeAmerica”), to increase the maximum contract value by \$497,000, for a new “not to exceed” total of \$995,000, and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: ScribeAmerica provides UConn Health with medical scribes, who document patient visits within our Electronic Medical Record on behalf of UConn Health clinicians. ScribeAmerica was awarded this scribe services contract pursuant to Bid Number 5-2780 for the period February 18, 2017 through February 17, 2020. The purpose of utilizing scribes is to: (i) enhance the patient experience by allowing for increased face-to-face time between clinician and patient, thereby increasing patient satisfaction; (ii) enhance the documentation of patient visits with a goal of decreasing the total number of inclusive denials; (iii) allow for one to two additional patient visits per clinician, which will increase revenue to UConn Health; and (iv) increase faculty satisfaction. Originally, the maximum contract value was set at \$498,000. Over the past two years that the contract has been in place, we have increased the use of scribes, so we need to increase the maximum contract value accordingly.

This contract amendment will be reported to the Health Center’s Finance Subcommittee and the Health Center’s Board of Directors at their next scheduled meeting.




TAB 3




University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: GE HFS, LLC 60-MONTH CAPITAL LEASE FOR SIX DIGITAL
MOBILE C-ARM ULTRASOUND SYSTEMS**

RECOMMENDATION: That the Board of Directors approve a 60-month Capital Lease on behalf of UConn Health with GE HFS, LLC for six Digital Mobile C-Arm Ultrasound Systems in an amount not to exceed \$1,200,000, and that the Executive Director be authorized to enter into said Capital Lease.

BACKGROUND: UConn Health will be leasing the following equipment for use in the locations as noted below. UConn Health will be trading in two older GE ultrasound systems as part of this transaction.

- A. UConn Health Surgery Center (MSI):
One OEC Elite CFD 31 cm Digital Mobile Super C-arm ESP (Expanded Surgical Platform); and
One OEC 9900 Elite Digital Super C-arm Pain Management Care Platform with 8 fps digital disk and 9" I.I.
- B. UConn John Dempsey Hospital - Main OR: Two OEC Elite CFD 31cm Digital Mobile Super C-arm Vascular MTS Platforms with up to 30 fps Cine
- C. UConn Health Endoscopy Department: One OEC Elite CFD 31 cm Digital Mobile Super C-arm Basic Vascular Platform with up to 8 fps Cine
- D. UConn Health Urology Department: One OEC 9900 Elite Digital Mobile Standard C-arm Expanded Surgical Platform with 9" I.I.

This Capital Lease was procured as a sole source to enable UConn Health to standardize on this GE equipment. GE offers the only full-size mobile C-arm family with CMOS flat detectors available in both 21 cm and 31 cm panels. The OEC Elite CFD C-arm delivers excellent clinical versatility for adult and pediatric patients during diagnostic and surgical procedures.

This request was presented for review to the UConn Health Board's Finance Subcommittee on March 4, 2019, and presented for approval to the UConn Health Board of Directors on March 4, 2019, prior to being presented to the Finance Corporation Board of Directors for approval.



TAB 4



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: OPTUM 360, LLC

RECOMMENDATION: That the Board of Directors approve a contract amendment on behalf of John Dempsey Hospital, with Optum360, LLC, to provide subscriptions to Optum Compliance Checking, Claims Management, and Medicare RT through June 30, 2019 in a total amount not to exceed \$605,000 an increase of \$125,026.64 and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: Optum360 provides software and three subscriptions that John Dempsey Hospital uses to validate claims sent to Medicare to ensure compliant billing and payments: 1) Optum Compliance Checking; 2) Claims Management; and 3) Medicare RT. These services will be needed through June 30, 2019 for the completion of the IDX close project.

The contract amendment will be reported to the Health Center's Finance Subcommittee and Health Center's Board of Directors at their next scheduled meeting.



TAB 5



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: SPINE WAVE, INC – NEW CONTRACT

RECOMMENDATION: That the Board of Directors approve a new contract on behalf of UConn John Dempsey Hospital with Spine Wave Inc. to provide Spinal Products for a two year period in a total amount not to exceed \$950,000 and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: UConn John Dempsey Hospital has chosen four primary vendors to provide Spinal Products to UConn John Dempsey Hospital OR Department. This physician preferred procurement allows us to continue to utilize Spine Wave, Inc. as a supplier of Spinal Products for surgical implants.

This contract will be reported to UConn Health Finance Subcommittee and UConn Health Board of Directors at their next scheduled meetings.



TAB 6



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: HOWMEDICA OSTEONICS CORP. – NEW CONTRACT

RECOMMENDATION: That the Board of Directors approve a new contract on behalf of UConn John Dempsey Hospital with Howmedica Osteonics Corp. to provide Spinal Products for a two year period in a total amount not to exceed \$1,800,000 and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: UConn John Dempsey Hospital has chosen four primary vendors to provide Spinal Products to UConn John Dempsey Hospital OR Department. This physician preferred procurement allows us to continue to utilize Howmedica Osteonics Corp. as a supplier of Spinal Products for surgical implants.

This contract will be reported to UConn Health Finance Subcommittee and UConn Health Board of Directors at their next scheduled meetings.




TAB 7



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: MEDTRONIC SOFAMOR DANEK – NEW CONTRACT

RECOMMENDATION: That the Board of Directors approve a new contract on behalf of UConn John Dempsey Hospital with Medtronic to provide Spinal Products for a two year period in a total amount not to exceed \$1,100,000 and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: UConn John Dempsey Hospital has chosen four primary vendors to provide Spinal Products to UConn John Dempsey Hospital OR Department. This physician preferred procurement allows us to continue to utilize Medtronic as a supplier of Spinal Products for surgical implants.

This contract will be reported to UConn Health Finance Subcommittee and UConn Health Board of Directors at their next scheduled meetings.




TAB 8



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: **NUVASIVE, INC. – NEW CONTRACT**

RECOMMENDATION: That the Board of Directors approve a new contract on behalf of UConn John Dempsey Hospital with Nuvasive, Inc. to provide Spinal Products for a two year period in a total amount not to exceed \$2,100,000 and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: UConn John Dempsey Hospital has chosen four primary vendors to provide Spinal Products to UConn John Dempsey Hospital OR Department. This physician preferred procurement allows us to continue to utilize Nuvasive, Inc. as a supplier of Spinal Products for surgical implants.

This contract will be reported to UConn Health Finance Subcommittee and UConn Health Board of Directors at their next scheduled meetings.



TAB 9



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

SUBJECT: PARAGON 28, INC. (UCHCFC1-115369582)

RECOMMENDATION: That the Board of Directors approve a two year contract, on behalf of John Dempsey Hospital, with Paragon 28, Inc. to provide orthopedic implant products for trauma, foot and ankle and that the Executive Director be authorized to approve said agreement in a total amount not to exceed \$850,000.

BACKGROUND: The Orthopedics Department has chosen Paragon 28, Inc. as one of the suppliers of orthopedic implant products for trauma, foot and ankle.

This physician preference procurement allows the Orthopedics Department to utilize Paragon 28, Inc. as one of the suppliers of orthopedic implant products for trauma, foot and ankle at a cost savings.



TAB 10



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer


DATE: March 25, 2019

**SUBJECT: AMERICAN ADJUSTMENT BUREAU, INC. COLLECTION
SERVICES CONTRACT AMENDMENT (UCHCFC2-92636572)**

RECOMMENDATION: That the Board of Directors approve an amendment to increase the value of the current contract with American Adjustment Bureau, Inc. (“AAB”) from \$499,999 to a new “not to exceed” amount of \$1,500,000 (an increase of \$1,000,001), and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: AAB provides debt collection services on a contingency fee basis for past due UConn John Dempsey Hospital, UConn Medical Group, and Dental School patient accounts. AAB was awarded this contract in 2018 for an initial three-year term, plus three 2-year renewal options, as a result of bid number 5-2809. The increase to the maximum contract value is needed in order to enable AAB to continue to provide collection services.

This request was presented for review to the UConn Health Board’s Finance Subcommittee on March 4, 2019, and presented for approval to the UConn Health Board of Directors on March 4, 2019, prior to being presented to the Finance Corporation Board of Directors for approval.



TAB 11



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: REVSRING INCORPORATED PATIENT BILLING SERVICES
CONTRACT AMENDMENT (UCHCFC2-42570927)**

RECOMMENDATION: That the Board of Directors approve an amendment to increase the value of the current UConn Health contract with RevSpring Incorporated (“RevSpring”) from \$950,000 to a new “not to exceed” amount of \$1,105,000 (an increase of \$155,000) and that the Executive Director be authorized to enter into said contract amendment.

BACKGROUND: RevSpring provides patient billing services on behalf of UConn John Dempsey Hospital, University Physicians, University Dentists, Center for Implant and Reconstructive Dentistry, and the School of Dental Medicine, under this contract, which was awarded in 2014 as a result of bid number UCHC2-42570927. The final renewal option on this contract will expire August 21, 2019. The requested increase to the maximum contract value is needed in order to enable RevSpring to continue to provide patient billing services through that date.

This request was presented for review to the UConn Health Board’s Finance Subcommittee on March 4, 2019, and presented for approval to the UConn Health Board of Directors on March 4, 2019, prior to being presented to the Finance Corporation Board of Directors for approval.




TAB 12



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: CONTRACT WITH VIZIENT, INC.'S WHOLLY-OWNED SUBSIDIARY,
MEDASSETS PERFORMANCE MANAGEMENT SOLUTIONS, INC.
FOR TEMPORARY NURSE STAFFING AGENCY MANAGEMENT
SERVICES (UCHCFC-20190401-VIZIENT)**

RECOMMENDATION: That the Board of Directors approve a 3-year contract with Vizient, Inc., through its wholly-owned subsidiary, MedAssets Performance Management Solutions, Inc. (“Vizient”), for the provision of temporary nurse staffing agency management services to UConn Health, in an amount not to exceed \$999,999, and that the Executive Director be authorized to enter into said contract.

BACKGROUND: The purpose of this new contractual arrangement is to leverage UConn Health’s participation in the Vizient Group Purchasing Organization (GPO) by taking advantage of Vizient’s contracted rates for temporary nursing staff. UConn Health currently utilizes temporary and travel nurses from a number of staffing agencies under various contracts. By signing up with Vizient for this management service, UConn Health expects to benefit from the GPO’s substantial bargaining power, which can achieve more favorable contracted rates on behalf of all of its participating members.

This contract will also streamline the way that UConn Health’s Nursing Staffing/Payroll Department fills temporary assignments and approves temporary staff time, by providing the department with web-based access to Vizient’s proprietary workforce exchange application. Vizient will provide UConn Health with a consolidated statement for the services of the temporary/travel nurses provided by all of the agencies, and UConn Health will remit payment of the total amount to Vizient. Vizient will then pay the temporary staffing agencies using the GPO contracted rates, and retain an administrative fee.

This contract is being procured through the Vizient GPO.



TAB 13



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director


Jeffrey Geoghegan 
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: INNOVATIVE PRODUCT ACHIEVEMENTS, LLC DBA IPA, LLC
AND MED ONE CAPITAL FUNDING, LLC DBA IPA ONE
CONTRACT AMENDMENT (UCHCFC1-72825302)**

RECOMMENDATION: That the Board of Directors approve a contract amendment with Innovative Product Achievements, LLC dba IPA, LLC and Med One Capital Funding, LLC dba IPA One (“IPA One”) on behalf of UConn Health, extending the current contract for an additional thirty-six (36) months for a new total contract term of six (6) years for a total amount not to exceed \$65,000, and that the Chief Financial Officer be authorized to enter into said contract amendment.

BACKGROUND: Prior approval from the University of Connecticut Health Center Finance Corporation’s Board of Directors is required for Finance Corporation contracts that will be effective for more than five years, regardless of contract value. IPA One is already providing UConn Health with a ScrubEx SV Dispenser/Receiver Unit (an automated dispensing machine for medical scrubs) in the GI Department under a 36-month agreement. This amendment will allow UConn Health to extend the agreement for the same term (an additional 36 months), which will result in a total contract term of six years. The cost of the ScrubEx unit rental is \$815 per month plus property taxes passed through to us by the supplier; therefore, the total contract value over the entire six-year term is expected to be less than \$65,000.



TAB 14



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan 
Executive Director

Jeffrey Geoghegan 
Chief Financial Officer


DATE: March 14, 2019

SUBJECT: VOALTE, INC. – CONTRACT AMENDMENT

RECOMMENDATION: That the Board of Directors approve a contract amendment on behalf of John Dempsey Hospital, with Voalte, Inc., to provide maintenance and support to our universal communication for an additional 3 years through June 30, 2022 in a total amount not to exceed \$999,000 an increase of \$509,000.00 and that the Executive Director by authorized to enter into said contract amendment.

BACKGROUND: Voalte provides software maintenance and support to their software that is used in the clinical setting and allows medical personnel to communicate securely via smartphones. This amendment will continue to support all currently covered clinical areas and also allow JDH to expand coverage as needed.

The contract amendment will be reported to the Health Center's Finance Subcommittee and Health Center's Board of Directors at their next scheduled meeting.



TAB 15



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan
Executive Director

Jeffrey Geoghegan
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: CAPITAL AREA HEALTH CONSORTIUM CONTRACTS
(UCHCFC1-113202583 AND UCHCFC1-113768490)**

RECOMMENDATION: That the Board of Directors approve two contracts with Capital Area Health Consortium, each for a term of one year, on behalf of UConn School of Medicine in an amount not to exceed \$57,298,774, and on behalf of UConn School of Dental Medicine in an amount not to exceed \$3,100,000, and that the Executive Director be authorized to enter into said contracts.

BACKGROUND: UConn Health reimburses Capital Area Health Consortium for the personnel service costs, salaries and fringe benefits of medical and dental resident trainees enrolled in the Schools of Medicine and Dental Medicine. The total annual contract amounts also include the cost of the residents' travel expenses, educational support expenses, and related program expenses. The total annual amount of the School of Dental Medicine's contract also includes educational support and related program expenses for the Oral and Maxillofacial Surgery Residency Program.

This request was presented for review to the UConn Health Board's Finance Subcommittee on March 4, 2019, and presented for approval to the UConn Health Board of Directors on March 4, 2019, prior to being presented to the Finance Corporation Board of Directors for approval.



TAB 16

Write Off Analysis

Fiscal Year Date	FY 16	FY 17	FY 18	1ST QTR FY 19	2ND QTR FY 19	3RD QTR FY 19
JDH						
JDH Cost	\$4,693,826	\$3,618,896	\$2,085,733	\$686,733	\$425,169	\$1,068,050
JDH Accounts	12,050	6,246	4,497	2,012	349	2,019
Average cost per account	389.53	579.39	463.81	341.32	1,218.25	529.00
UMG						
UMG Cost	\$962,338	\$1,371,931	\$1,210,397	\$467,071	\$410,931	\$77,005
UMG Accounts	5,568	7,366	6,533	2,759	1,666	221
Average cost per account	172.83	186.25	185.27	169.29	246.66	348.44
Dental Clinics						
DC Cost	\$189,567	\$40,193	\$37,982	\$8,957	\$4,408	\$4,844
DC Accounts	759	157	132	22	17	17
Average cost per account	249.76	256.01	287.75	407.13	259.26	284.92
University Dentists						
UD Cost	\$41,242	\$13,426	\$3,291	\$1,416	\$1,646	\$0
UD Accounts	74	24	11	3	2	-
Average cost per account	557.33	559.41	299.20	472.06	822.98	-



TAB 17



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan
Executive Director

Jeffrey Geoghegan
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: WRITE-OFF OF UNCOLLECTIBLE ACCOUNTS FOR THE
JOHN DEMPSEY HOSPITAL**

RECOMMENDATION: That the Board of Directors approve the write-off of 2,019 uncollectable accounts totaling \$1,068,050.37 for the period December 1, 2018 through February 28, 2019 for the John Dempsey Hospital as returned from the collection agencies.

BACKGROUND: In accordance with the Finance Corporation's policies and procedures governing the write-off of uncollectible accounts receivable, it is recommended by the President and Executive Director that the following transmittals be approved for write-off:

Transmittal #W1928-W1930	2,019	accounts	\$1,068,050.37
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TOTAL	2,019	accounts	\$1,068,050.37
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These write-offs are within the Hospital's budgeted provision for bad debts.

Background summary information regarding these accounts is on file in the Finance Corporation's office.



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan
Executive Director

Jeffrey Geoghegan
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: WRITE-OFF OF UNCOLLECTIBLE ACCOUNTS FOR THE
UCONN MEDICAL GROUP**

RECOMMENDATION: That the Board of Directors approve the write-off of 221 uncollectible accounts totaling \$77,005.44 for the period December 1, 2018 through February 28, 2019 for the UConn Medical Group as returned from the collection agencies.

BACKGROUND: In accordance with the Finance Corporation's policies and procedures governing the write-off of uncollectible accounts receivable, it is recommended by the President and Executive Director that the following transmittals be approved for write-off:

Transmittal # 152	Accounts 221	\$77,005.44
Total	Accounts 221	\$77,005.44

These write-offs are within the UConn Medical Group's budgeted provision for bad debts.

Background summary information regarding these accounts is on file in the Finance Corporation's office.



University of Connecticut Health Center
Finance Corporation

MEMORANDUM

TO: Members University of Connecticut Health Center Finance Corporation
Board of Directors

FROM: Scott Jordan
Executive Director

Jeffrey Geoghegan
Chief Financial Officer

DATE: March 25, 2019

**SUBJECT: WRITE-OFF OF UNCOLLECTIBLE ACCOUNTS FOR
THE DENTAL CLINICS**

RECOMMENDATION: That the Board of Directors approve the write-off of 17 uncollectable accounts totaling \$4,843.60 for the period December 1, 2018 through February 28, 2019 for the Dental Clinics as returned from the collection agencies.

BACKGROUND: In accordance with the Finance Corporation's policies and procedures governing the write-off of uncollectible accounts receivable, it is recommended by the President and Executive Director that the following transmittals be approved for write-off:

Transmittal #DC159	17 accounts	\$4,843.60
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TOTAL	17 accounts	\$4,843.60
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These write-offs are within the Dental Clinic's budgeted provision for bad debts.

Background summary information regarding these accounts is on file in the Finance Corporation's office.



TAB 18

University of Connecticut Health Center Finance Corporation Contracts
December 1, 2018-February 28, 2019

Contractor Name	Contract Title	Value	Sourcing Type
Intuitive Surgical Incorporated	Intuitive da Vinci System Lease Agreement 2019	\$ 2,384,798.40	Non-Competitive
Arthrex Inc.	Arthrex Surgical Video System Equipment Lease 2018	\$ 1,500,000.00	Non-Competitive
Cochlear Americas	Cochlear-Personal Amplification Device Purchase Agreement 2018	\$ 1,500,000.00	Competitive
Intuitive Surgical Incorporated	Intuitive da Vinci System Use, License & Service Agreement 2019	\$ 871,000.00	Non-Competitive
Auris Health Inc	Monarch Platform Agreement 2018	\$ 776,517.82	Non-Competitive
MED-EL Corporation	MED-EL Cochlear Implant System Purchase Agreement 2019	\$ 499,999.00	Non-Competitive
Stanson Health Inc	Stanson Subscription SLA 2018	\$ 380,700.00	Non-Competitive
Olympus America Inc	Olympus GI Equipment Full Service Agreement 2018	\$ 327,180.00	Non-Competitive
New York Blood Center Inc	NYBC Blood Services Agreement 2018	\$ 300,000.00	Non-Competitive
Abbott Laboratories Inc	Electrophysiology Products (EP) Purchase Agreement 2019	\$ 250,000.00	Non-Competitive
Cardinal Health 200 LLC	Cardinal Health- Vascular Product Consignment & Single Site (Products & Pricing) Agreements 2018	\$ 250,000.00	Non-Competitive
The HCI Group	HCI SOW Brunke 2018	\$ 198,400.00	Competitive
Versant Medical Physics and Radiation Safety LLC	Versant Temp Staffing (Medical Physicist) Agreement 2018	\$ 193,080.00	Non-Competitive
Pivot Point Consulting, LLC	Pivot Point SOW Clark 2019	\$ 189,000.00	Competitive
Pivot Point Consulting, LLC	Pivot Point SOW Ballman 2019	\$ 183,000.00	Competitive
Mediant Health Resources Incorporated	Mediant SOW Nelson 2019	\$ 182,560.00	Competitive
Olympus America Inc	Olympus Bronchs 36 Months Full Service Agreement 2018	\$ 174,301.44	Non-Competitive
Cumberland Consulting Group LLC	Cumberland SOW - Congin 2019	\$ 123,500.00	Competitive
OptumInsight Inc	Optum Revenue Cycle Process Mapping SOW 10	\$ 115,000.00	Competitive
Adlakha, Ashish	Ashish Adlakha Neurology PSA (expense) 2018-2019	\$ 114,400.00	Non-Competitive
Battalia Winston International	Battalia Winston - Executive Search (Prof-Bone Marrow Transplant Endowed Chair) 2019	\$ 108,500.00	Non-Competitive
Battalia Winston International	Battalia Winston- Executive Search Services Agreement for Asst or Assoc Professor for the Neag Cancer Center 2018	\$ 72,230.00	Non-Competitive
Draeger Medical Inc	Draeger Sale Agreement for Preventive Maintenance 2019	\$ 64,031.00	Non-Competitive
Press Ganey Associates Inc	Press Ganey Master Services Agreement for Employee Satisfaction Surveys	\$ 62,400.00	Non-Competitive
The CSI Companies Inc	CSI SOW McLain 2019	\$ 59,400.00	Competitive
Medisolv Inc.	Encore-e Agreement 2018	\$ 52,000.00	Non-Competitive
Lehmann, Timothy	Dr. Timothy Lehmann - Per Diem Vascular Call Coverage (EXP) 2019	\$ 49,900.00	Non-Competitive
Olympus America Inc.	Reprocessors Full Service Agreement 2019	\$ 49,248.00	Non-Competitive
CareFusion Solutions LLC dba BD	CareFusion (BD) Pyxis ES 6 Medstation Upgrade Agrmt 2018	\$ 42,336.00	Non-Competitive
Mediant Health Resources Incorporated	Mediant SOW Knoll 2019	\$ 42,000.00	Competitive
Korn Ferry (US)	Korn Ferry Neuro-Oncologist Search Agreement 2018	\$ 40,000.00	Competitive
Kforce Inc	Kforce SOW Alozie 2019	\$ 37,800.00	Competitive
The CSI Companies Inc	CSI SOW Molloy 2019	\$ 36,400.00	Competitive
Kforce Inc	Kforce SOW Lomas 2019	\$ 33,302.00	Competitive
The CSI Companies Inc	CSI SOW Macwan 2019	\$ 31,200.00	Competitive
Kforce Inc	Kforce SOW Watve 2019	\$ 27,932.00	Competitive
The CSI Companies, Inc.	CSI SOW Kolans 2019	\$ 26,000.00	Competitive
CareFusion Solutions LLC dba BD	CareFusion (BD) MedStation ES for MOHS Surgery (Derm) 2018	\$ 23,688.00	Non-Competitive
Sedgwick CMS Holdings Inc	Sedgwick Claims Management Agreement 2019	\$ 18,500.00	Non-Competitive
Cumberland Consulting Group LLC	Cumberland SOW Wiseman 2019	\$ 16,250.00	Competitive
CareFusion Solutions LLC dba BD	CareFusion (BD) Codonic Stations Agrmt for Pharmacy Dept. 2018	\$ 16,128.00	Non-Competitive
CareFusion Solutions LLC dba BD	CareFusion (BD) Pyxis ES MedStations (for Intergraded Main for MSI CT) 2018	\$ 15,030.00	Non-Competitive
Olympus America Inc	Olympus Gyrus Disposable Supplies Agreement 2018	\$ 15,000.00	Non-Competitive
American Association of Critical Care Nurses	AACN E-Learning Site License Agreement 2018	\$ 7,000.00	Non-Competitive
Merge Healthcare Solutions, Inc.	Merge-Cardio System at Storrs Cardiology (Software, Hardware License & Support) 2018	\$ 6,206.25	Non-Competitive
MpowerMed Inc	MpowerMed, Inc. - Consultant Services	\$ 1,650.00	Non-Competitive

Note: Contracts \$500,000 and over have been previously reviewed/approved by the UConn Health and UCHCFC Board of Directors.



TAB 19

EXECUTIVE SESSION