



Purchasing - Vendor Application

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NOTE: This online vendor application allows you to assign/update your vendor number/information and is *not* an application for SLEB certification.
Please visit <http://www.acgov.org/auditor/sleb/documents.htm> to apply for SLEB certification.

Request * Indicates a required field

Add New Vendor

Add new doing-business-as (DBA) name for existing vendor

Add new address for existing vendor

Change Name DBA Address for existing vendor (**Check One**)

Other

Vendor Information

Full Legal Business Name:

DBA Name:

Type of Entity: Individual Sole Proprietor Partnership
 Corporation Tax-Exempted Government or Trust

Check the boxes that apply to Alameda County payments you may receive:

Goods Only Goods & Services Rents/Leases Rents/Leases paid to you as the agent

Medical Services Legal Services Other Services (describe)

Settlement, Judgment, Refunds (If checked, skip **Composition of Ownership** section below)

Court Appointed Services (If checked, skip **Composition of Ownership** section below)

*Federal Tax ID Number:

PO Box/Street Address:

City:

State: Zip:

Is your business located in Alameda County? Yes No If yes, how long? Yr. Mo.

Vendor Contact's Name:

Contact's Telephone:

FAX:

Toll Free:

Vendor E-mail address:

***Composition of Ownership - This is a Required Section**

Are you a publicly traded entity, a public school, or a government? Yes No

Are you a non-profit or a church? Yes No

If "Yes" to one of the above, skip Ethnicity and Gender below. The collection of ethnicity and gender data is for statistical and demographic purpose only.
Please check the ONE most applicable category in EACH column

Ethnicity

<input type="checkbox"/> African American or Black (greater than 50%)	<input type="checkbox"/> Hispanic or Latino (greater than 50%)
<input type="checkbox"/> American Indian or Alaskan Native (greater than 50%)	<input type="checkbox"/> Native Hawaiian/Pacific Islander (greater than 50%)
<input checked="" type="checkbox"/> Asian (greater than 50%)	<input type="checkbox"/> Multi-ethnic minority ownership (greater than 50%)
<input type="checkbox"/> Caucasian or White (greater than 50%)	<input type="checkbox"/> Multi-ethnic ownership (50%Minority - 50% Non-Minority)
<input type="checkbox"/> Filipino (greater than 50%)	

Gender <input type="checkbox"/> Female (greater than 50% Ownership) <input checked="" type="checkbox"/> Male (greater than 50% Ownership)
List the Products and/or Services Vendor is interested in providing; include North American Industry Classification System (NAICS) Code (available at http://www.census.gov/naics/2007/index.html): Community health centers and clinics - NAICS 621498
Enter the related bid number from the Current Contracting Opportunities web page at http://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp: <input type="text"/>
Completed By: <input type="text" value="Dong Suh"/> Title: <input type="text" value="Associate Dir."/> Date: <input type="text" value="10/13/2009"/>

Peralta Community College District Health Services Program
Letter of Interest
submitted on behalf of
Asian Health Services, La Clinica de la Raza and LifeLong Medical Care

On behalf of Asian Health Services, La Clinica de la Raza and LifeLong Medical Care, we are pleased to submit this letter of interest to become the designated Peralta Community College District health center collaborative to plan and ultimately deliver comprehensive health programming for Peralta students. Given the diversity and the size of the Peralta Community College District, we believe that collaboration among the three clinics is the best approach. The three collaborating clinics each have 33 to 38 years of experience of providing comprehensive health services including primary, preventive, behavioral health/substance abuse, dental and vision care to underserved community members in Alameda County including youth and young adults. All three clinics are Federally Qualified Health Centers (FQHCs) whose service areas cover Alameda County. Therefore, the collaborating clinics encompass the Peralta Community College District and can provide a continuity of care for the students throughout the calendar year beyond the academic year. The collaborating clinics are also willing to collaborate with other FQHCs and organizations to address the needs of the students.

The Collaborative's ability to meet minimum qualifications

Capacity to provide medical, dental, health/nutrition education and health promotion services on-site.

The three collaborating clinics provided about 488,000 medical, dental, behavioral health/substance abuse, vision, health/nutrition education, preventive services, reproductive health services, teen clinic, perinatal care and other health services to 94,000 patients in 35 sites in Alameda County. AHS has two primary care site (with another site starting on 2010), one dental clinic site (with another dental clinic at College of Alameda starting in 2010) and one school-based health center. La Clinica has six primary care sites, a prenatal services site, five school-based health centers, a mental health specialty clinic, an optometry clinic, a teen clinic, two WIC program sites, and six dental clinics. LifeLong Medical Care has six primary care site, one dental clinic and an adult day health center. All of the collaborating clinics have experience initiating new sites and other innovative delivery systems ranging from constructing large clinic facilities to renovating school-based clinics, and have strong infrastructure to support growth, innovation, and continuous quality improvement of services. Moreover, the collaborating clinics have varying sizes and types of clinics based on the capacity and needs of the location from one exam room school-based health center to large primary care sites with up to 35 exam rooms.

As community health centers, each of the collaborating clinics has experiences as health homes by providing medical, behavioral health, dental, psychosocial services and advocacy for their patients in five life cycles: perinatal, pediatric, adolescent, adult and geriatric. Therefore, we will ensure that we become health homes that provide range of appropriate services to meet the needs of the students.

Experience working in collaboration to design and implement integrated health services.

The three collaborating clinics have a long history of collaboration and are founding members of the Alameda Health Consortium in 1976 and Community Health Center Network in 1996. In addition, in 1998 La Clinica and AHS began Community Voices Project that focused on access to health care for immigrants. The Community Voices project expanded to Alameda Health Consortium clinics and has since evolved into the Access to Care Collaborative that focuses on expanding health care services to all residents of Alameda County.

In addition to the collaborative efforts required to initiate any satellite site, the three collaborating clinics have experience and success in developing a continuum of care for our patients through collaboration with housing providers, social service providers and others to meet the broad range of patient need. These collaborations with non-profits organizations and city and county services have proven particularly beneficial in our work targeting special populations such as students, residents of public housing and the homeless.

Experience working to deliver culturally-competent services

Linguistic and cultural competency is a corner stone of the collaborating clinics. The collaborating clinics' patients represent the diversity of Alameda County and mirror the diversity of Peralta Community College District students.

Racial/Ethnic Composition of Patients

	AHS	La Clinica	LifeLong
African American	1%	9%	38%
Asian/Pacific Islander	95%	6%	9%
Latino	1%	71%	17%
White	1%	14%	21%
Other/Unreported	2%		15%

Age Composition of Patients

	AHS	La Clinica	LifeLong
0-15	4,153	22,222	2,099
16-24	2,152	7,787	1,669
25-54	6,076	18,548	9,873
55+	7,726	5,140	7,115

In addition, the collaborating clinics provide bilingual services in Arabic, Amharic, Cantonese, Khmer, Korean, Lao, Mandarin, Mien, Mongolian, Spanish, Tagalog, Tigrinya and Vietnamese. Understanding that language competency is a first step towards cultural competency, the health services and education are conducted in a manner and approach that is appropriate to specific patient's race/ethnicity, language and age.

Experience in effectively leveraging third-party reimbursement streams (e.g., Medi-Cal, FamilyPACT, etc.) and public and private funding for medical, dental, health promotion and nutrition services.

The collaborating clinics have diversified revenue streams including reimbursement streams and grants and contracts from all levels of government (city, county, state, federal agencies),

foundations, corporations and donations from individuals. The reimbursement streams include: Medi-Cal, Medicare, Healthy Families, CHDP, Healthy Kids, FamilyPACT, AIM, CMSP and EAPC.

Organization's capacity to successfully achieve the scope of work

Proposed staffing over the two years

To address the primary activities of coordinating the health care design team and providing Single Stop services, we propose two positions. The Single Stop Coordinator (SSC) will implement Single Stop services, including evaluating student's eligibility for services, and providing case management to help them access those services. A Health Care Design Team Coordinator will coordinate the planning and design of the PCCD Health Center and services among PCCD, Alameda County Health Care Services Agency and the three collaborating clinics (we may bring in other FQHCs or partners) from the development of business and health care plans based on the needs of PCCD students; design and construction of the first facility; licensing and operation; and future addition of facilities on other campuses.

Experience the organization has had in providing services to a similar population (size, age, and other demographics)

As stated above, the collaborating clinics provide linguistically and culturally competent health care services to patients in all life cycles. In addition to serving racially and ethnically diverse populations, the organizations' experience with school-based health centers and providing age appropriate health services to adults between 19 and 54 will ensure that appropriate and quality health services are provided to the PCCD students.

Potential leveraging opportunities

As Federally Qualified Health Centers, the collaborating clinics will receive PPS rates for students who are enrolled in Medi-Cal (and Healthy Families in the future). In addition, expansion of behavioral health and oral health services may provide addition funding to operate the PCCD health centers.

How the organization sees working with the Peralta Community College District and Alameda County Health Care Services (HCSA) and what technical assistance will be needed from HCSA.

As part of the Access to Care Collaborative, the collaborating clinics have been working closely with the Health Care Services Agency. In addition, one of the clinics, AHS, will be opening a dental clinic at the College of Alameda in early 2010. We hope to continue this fruitful collaboration in the future.

The technical assistance we would need from HCSA include:

- Integration of Single Stop services and One-e-App
- Integration of the existing nurses into the health services
- Effectively supporting the administration of the health fee
- Best practices from other community colleges
- Potential sources of funding

How you would approach ramping up service delivery over the two-year planning period.

The activities in the planning period will include an assessment of whether health services can be provided at an existing facility with little or no modification. If an existing facility can be used for the delivery of clinical services, we will pursue operating an interim clinic once one of the collaborating clinics is able to integrate this satellite site. If not, collaborating clinics will consider other alternatives to reach students at the four colleges such as, screenings, health fairs, and/or onsite case management that links student to local services. These efforts will occur concurrently with longer term planning efforts to create a permanent facility.

Provide a statement about your willingness to employ a Single Stop Coordinator if you receive this funding, the relevance and/or importance of the services that this Coordinator will add, and how the services will be integrated with the health services.

The collaborating clinics believe in the importance of access to a range of financial and other support services for community college students; therefore, we welcome the role of Single Stop Coordinator to provide services described in the RFI. One of the priorities of the collaborating clinics would be to integrate One-e-App and Single Stop software platforms to facilitate enrollment in Healthy Families, Medi-Cal, CMSP and other health programs.

An annual budget for each of the two years detailing positions and other expenses

		Year 1		Amount
<u>Personnel:</u>	<u>FTE</u>	<u>Annual Salary</u>	<u>Months</u>	<u>Requested</u>
Coordinator, Health Care Design Team	100%	\$65,000	11	\$59,583
Single Stop Coordinator	100%	\$40,000	10	\$33,333
<hr/>				
Total Personnel				\$92,917
Fringe Benefits @27.8%				\$25,831
<hr/>				
Total Personnel				\$118,748
<u>Operating Expenses:</u>				
Meeting Expenses				\$800
Telecommunication				\$1,000
Travel				\$500
Equipment				\$1,000
Supplies				\$250
Printing				\$1,000
<hr/>				
Total Operating Expenses				\$4,550
Total Direct				\$123,298
Indirect Costs @ 17.6%				\$21,700
<hr/>				
GRAND TOTAL				\$144,998

		Year 2		Amount
<u>Personnel:</u>	<u>FTE</u>	<u>Annual</u>	<u>Months</u>	<u>Requested</u>
		<u>Salary</u>		
Coordinator, Health Care Design Team	80%	\$66,300	12	\$53,040
Single Stop Coordinator	100%	\$40,800	12	\$40,800
<hr/>				
Total Personnel				\$93,840
Fringe Benefits @27.8%				\$26,088
<hr/>				
Total Personnel				\$119,928
<u>Operating Expenses:</u>				
Meeting Expenses				\$800
Telecommunication				\$1,000
Travel				\$500
Equipment				\$0
Supplies				\$500
Printing				\$550
<hr/>				
Total Operating Expenses				\$3,350
Total Direct				\$123,278
Indirect Costs @ 17.6%				\$21,697
<hr/>				
GRAND TOTAL				\$144,974

Contact Information & Organization Profile

CONTACT INFORMATION		
Agency Name: Asian Health Services		
Contact Person and Title: Sherry Hirota, CEO		
Address: 818 Webster Street		
City/State/Zip: Oakland, CA 94607		
Phone: (510)986-6837		
Fax: (510)986-6892		
Email Address: shirota@ahschc.org		
ORGANIZATION PROFILE		
In operation since (mo/yr): May, 1974	Services provided to youth and families since (mo/yr): May, 1974	
Organization Annual Budget for FY08-09: \$20,421,000	501c(3) status: <input checked="" type="checkbox"/> yes <input type="checkbox"/> no	
Staff	# Full-time Paid Staff	# Part-time Paid Staff
Organization as a whole:	135	29
School-related programs:	4	5
ORGANIZATION TYPE:	<input checked="" type="checkbox"/> Federally Qualified Community Health Center	
	<input type="checkbox"/> Hospital/Medical Provider	
	<input type="checkbox"/> Mental Health Organization	
	<input type="checkbox"/> Other:	
Briefly describe your organization's mission and history Asian Health Services is a comprehensive community health center founded in 1974 to serve the underserved Asians and other community members in Alameda County. The AHS' mission is to serve and advocate for the medically underserved, including the immigrant and refugee Asian community, and to assure equal access to health care services regardless of income, insurance status, language, or culture.		