

MEMORANDUM

TO: Brad Jones, SVP, Division 8, HMA  
Bob Stiekes, VP Finance, Division 8, HMA

FROM: Gary W Lang, CEO  
Jeff Grimsley, CFO

DATE: April 2, 2008

SUBJECT: Contract: Hispanic Medical Management

OVERVIEW: Hispanic Medical Management d/b/a Clinica de la Mama provides prenatal care and Medicaid eligibility services for Hispanic OB patients. These services are provided in clinic settings in the Atlanta area with one clinic located approximately 20 miles from WRMC. Currently, Clinica has contracts with two Tenet Health facilities (AMC and North Fulton Regional Hospital) to provide the delivery services for their patients. The option to provide an alternative delivery site in the form of WRMC is very attractive to Clinica and its patients and families. In addition to the agreement between Clinca and WRMC, an agreement for obstetrical support with WRMC's two obstetricians has been executed through which on-site clinic support and hospital deliveries will be provided by them in support of this relationship.

Clinica will provide translation, eligibility services, pre-registration and management of OB patients seen at WRMC.

In addition to providing needed updates to the L&D department, capital equipment totaling \$310,000 is submitted on the enclosed CERs to adequately prepare for the incremental volume expected with this contract.

TERMS: 2-year agreement commencing on effective date.

TERMINATION CLAUSE: Either party may terminate given 90-day written notice w/o cause after first year of term.

ALTERNATIVES: N/A

COST: \$19,010 per month

RECOMMENDATION: Approve agreement to add new service and grow OB service line volume.

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HMA DIVISION 8  
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