



Office of the City Manager

CONSENT CALENDAR  
May 9, 2023

To: Honorable Mayor and Members of the City Council  
 From: Dee Williams-Ridley, City Manager  
 Submitted by: Lisa Warhuus, Director, Health, Housing, and Community Services  
 Subject: Contract: Hansine Fisher & Associates for Targeted Case Management and  
 Medi-Cal Administrative Activities Consulting Services

RECOMMENDATION

Adopt a Resolution authorizing the City Manager or her designee to execute a contract, and any amendments or extensions, with Hansine Fisher and Associates for Targeted Case Management (TCM) consulting services.

The contract will be in an amount not to exceed \$100,000 for the period July 1, 2023 through June 30, 2024.

FISCAL IMPACTS OF RECOMMENDATION

Hansine Fisher and Associates, a consulting firm, has been selected to provide a comprehensive review and analysis of the Targeted Case Management and Medi-Cal Administrative Activities programs for the Health, Housing, and Community Services Department (HHCS). The City conducted a Request for Proposals process and received a total of five proposals. Hansine Fisher and Associates was selected as the highest scoring bidder, and submitted a revised quote with final pricing. The contract will have a total not to exceed amount of \$100,000. Funds will either be included in the FY 2024 Adopted Budget or added in an amendment to the FY 2024 Annual Appropriations Ordinance.

CURRENT SITUATION AND ITS EFFECTS

Targeted Case Management consulting services provided by Hansine Fisher and Associates is a Strategic Plan Priority Project, advancing our goal to provide an efficient and financially-healthy City government and be a customer-focused organization that provides excellent, timely, easily-accessible service and information to the community. The City of Berkeley (the City") Health, Housing, and Community Services Department (HHCS) currently operates a Targeted Case Management (TCM) Program and a Medi-Cal Administrative Activities (MAA) program under the Aging Services Division and the Public Health Division. TCM, a program of Medi-Cal, provides specialized case management services to Medi-Cal eligible individuals in a defined target population to gain access to needed medical, social, educational, and other services. Through MAA,

the state reimburses the City for activities it completes connecting Medi-Cal with eligible and potentially eligible individuals and families.

The proposed services will produce a model of case management services that best serves the vulnerable populations that is eligible for TCM and MAA services, maximize reimbursement, and ensure accurate and complete documentation processes to support audit readiness.

#### BACKGROUND

The City released a Request for Proposals (RFP) under Specification No. 23-11582-C, and convened a panel of stakeholders to select Hansine Fisher and Associates as the most responsive and responsible bidder for this contract.

#### ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

There are no environmental impacts identified at this time.

#### RATIONALE FOR RECOMMENDATION

Hansine Fisher and Associates is a well-respected consulting firm with demonstrated subject matter expertise on TCM and MAA programs. Their proposal includes high quality services that align with the intended goals of maximizing program objectives and reimbursement for eligible services.

#### ALTERNATIVE ACTIONS CONSIDERED

Staff did not identify an alternative action consistent with the City's goals of advancing efficient and financially-health City government and public health and social and racial equity.

#### CONTACT PERSON

Janice Chin, Public Health Division Manager, HHCS, (510) 981-5121

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT: HANSINE FISHER AND ASSOCIATES: TARGETED CASE  
MANAGEMENT CONSULTING SERVICES

WHEREAS, the City of Berkeley Department of Health, Housing & Community Services (HHCS), is committed to providing comprehensive Targeted Case Management services to Medi-Cal eligible clients, and

WHEREAS, HHCS seeks to eliminate health and educational inequities; and

WHEREAS, Hansine Fisher and Associates was selected by the City's RFP process which includes bidding from vendors, draft proposals, and pricing; and

WHEREAS, funds are available in the current year budget

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager or her designee is authorized to execute a contract and any amendments, with Hansine Fisher and Associates to provide Targeted Case Management and Medi-Cal Administrative Activities consulting services for HHCS in an amount not to exceed \$100,000 for the period July 1, 2023 thru June 30, 2024. A record signature copy of said contract and any amendments to be on file in the City Clerk Department.

