



**9410 CompuBill Dr.  
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May 22, 2020

Honorable Robert G. Reiter, Jr.  
Chairman  
Honorable Members  
FINANCE COMMITTEE  
Cook County Health & Hospitals System  
1900 W Polk St.  
2<sup>nd</sup> Floor  
Chicago, IL 60612

Dear Sir/Madam:

I am president and owner of CompuBill Inc. CompuBill was incorporated on January 29, 1980 in Orland Park, IL, **Cook County**. Most of our employees live in Cook County.

During the more than 40 years we have been in business we have provided Revenue Cycle Management (RCM) and Physician Billing and Coding Services to 66 separate hospitals, medical centers and medical and laboratory clinics throughout the Chicago Metropolitan area. These include medical clinics operated by City of Chicago, Department of Health, contracted with the State of Illinois to provide these services at University of Illinois Hospital and teaching hospitals, including University of Chicago. *A list of these facilities was presented in Table 4.1, page 27, of the Proposal submitted by CompuBill, in response to CCHHS RFP # H18-013..*

On April 27, 2018, in response to CCHHS RFP # H18-013, Physician Billing and Coding Services, CompuBill submitted a detailed proposal. I have duly signed delivery receipts of this submittal, including subsequent addendums. CompuBill has not received notification, or acknowledgment, from CCHHS of receiving our proposal. I do not know if our proposal, including the pricing proposal, was read, evaluated, considered, compared with other proposals, duly rated for completeness and met all criteria established by CCHHS, for due consideration.

As indicated in **Section III(B). Action Items** of the Agenda for today's Finance Committee meeting you are being requested to renew NON-COMPETITIVE contract number H18-25-058 for Salud Revenue Partners, Lafayette, Indiana, to provided CCHHS accounts receivable services. I am hereby requesting you to **not approve** this renewal or authorize further negotiations if such negotiations are being contemplated. I urge you to

issue a new RFP to receive bids from qualified entities, including those doing business in Cook County, Illinois, to provide these services.

I believe CompuBill's detailed and comprehensive proposal should be given due consideration. In support of this request please consider the following:

1. A contract was awarded to nThrive, Inc. of Alpharetta, GA, Contract number H18-25-068 to provide revenue cycle management services to CCHHS.
2. As a part of this contract nThrive should be made responsible for the all the services duly described in the 'NEW PROPOSAL JUSTIFICATION' of the approval request submitted by CCH Interim Deputy CEO and CCH Interim CEO.
3. The pricing proposal submitted by CompuBill (Section 5.12 of the RFP, Chapter 21 of CompuBill proposal, Table 5.12) was for a firm fee of 8.0% of the net revenue collected.
4. The Alpharetta, GA company nThrive, Inc. quoted 9%, or a projected additional expense for CCHHS of 12.5%.
5. CompuBill is located in Cook County, Illinois, pays Cook County taxes and employs personnel living in Cook, Will and DuPage counties;
6. In 2007 a similar contract for physician billing and coding services was awarded to PricewaterhouseCoopers, LLP (PwC), headquartered outside Cook County, contract # H10-25-113. I believe their performance was well below expectations.
7. In 2011 a similar contract was awarded to McKesson Revenue Management Solutions, Alpharetta, GA, (outside Cook County) contract #H11-25-034. At the February 20, 2015 meeting of the Finance Committee it was indicated that McKesson was being paid a fee of \$13,039,527 to collect estimated revenue of \$32,762,520. This fee amounts to 39.8% (~40%) of the revenue collected. I believe their performance was well below expectations.
8. Since 2007 CompuBill has been trying, to no avail, for CCHHS to consider CompuBill to manage Stroger and other Cook County Hospital's RCM and Physician Billing and Coding.
9. We were told to apply for certification as a minority owned business to stand any chance of doing business with Cook County. CompuBill applied for such certification but were rejected. The reason given was that the level of owners' financial assets was "*too high*," without specifying the "*too high*" number; and,
10. I sincerely request you, Mr. Reiter, and the members of the CCHHS Finance Committee to personally review CompuBill's proposal, in response to RFP # H18-013 and give CompuBill the opportunity to personally present detailed information regarding our background, experience, past performance and the IT and Human resources we have to offer. I believe our proposal deserves your professional evaluation and due consideration.

In anticipation of a favorable reply, and for your time and attention, thank you very much.

Sincerely,

G. Narender Reddy  
President

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