



Date:	September 10, 2012
To:	BHCS Staff & Mental Health Plan (MHP) Provider Network Providers
From:	Cross-Unit Collaboration Team (Network Office, Provider Relations, Quality Assurance, ACCESS, Authorizations)
Subject:	Contract Vernacular
Purpose:	To reduce confusion between contract types and clinical levels of care.

In an effort to improve communication in how we talk about contracts versus clinical levels of care the Network Office, Provider Relations, Quality Assurance and ACCESS staff are beginning to use the following terms for contracts.

For clarity, we recommend that “Levels of Care” term(s) be used to indicate clinical care only. Levels of Care are determined by each respective System of Care (SOC).

The main categories of contracts include:

- Master Contracts: are open-ended contracts with for profit and non-profit organizations¹ that may provide mental health and/or alcohol and drug (AOD) services to more than one County agency as part of the BHCS Network. BHCS establishes a “procurement contract” under that Master Contract for a specific contract term and maximum amount. Contractors may be contracted to provide services with one or more level of care across a number of different programs. Master Contracts receive an annual allocation that is subject to cost reporting with the State.
- Services as Needed (SAN) Contracts: are established with for profit and non-profit organizations to provide services on an as-needed basis. The need is determined by BHCS’ respective SOC Directors. SAN contracts have a stated term (usually one fiscal year). Examples of SAN Contracts include contracts with out-of-county organizations for children’s mental health services, some hospital contracts, Supplemental Rate Programs (SRP) contracts, Drug Medi-Cal only, etc.
- Mental Health Plan Provider Network: includes contracts with individual providers, some groups of providers and a number of organizations that provide outpatient mental health services. These contracts use a boilerplate contract which is open-ended, has a standard format and does not require annual contract renewal.
- Standard Agreements: BHCS uses this type of contract for goods and for professional services that are not directly provided to clients. Standard Agreements are managed by Finance (on the 1st floor).

Please join in our effort to reduce confusion by using the new vernacular.

Thank you,

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¹ Sometimes referred to as community based organizations (CBOs)