

Exhibit A
Statement of Work

1. Service Overview

Contractor agrees to provide to the California Department of Public Health (CDPH) the services described herein.

This agreement will implement a two-month pilot of SafelyYou's fall prevention program for dementia care in a 38-resident wing in Eskaton Greenhaven, a skilled nursing facility (SNF). The SafelyYou program is based on providing better support for unwitnessed falls through Artificial Intelligence (AI)-enabled cameras, which monitor patients continuously and record video only when a fall is detected. During the two-month pilot, the cameras will detect falls and collect data. The data collected will enable staff to understand how falls are occurring, allow staff to perform accurate root cause analysis, and assist staff in taking steps to reduce fall risk.

Per the Federal Code of Regulations §488.433, CDPH has authority to contract with this vendor to provide these local assistance services.

2. Service Location

The services shall be performed at Eskaton Greenhaven, located at 455 Florin Rd, Sacramento, CA 95831.

3. Service Hours

The services shall be provided during normal State working hours of 8 a.m. to 5 p.m., Monday through Friday, excluding state official holidays.

4. Project Representatives

A. The project representatives during the term of this agreement will be:

California Department of Public Health Eric Morikawa Telephone: (916) 440-7363 Fax: (916) 324-4820 E-mail: eric.morikawa@cdph.ca.gov	Eskaton Properties, Inc. Betsy Donovan Telephone: (916) 334-0810 E-mail: betsy.donovan@eskaton.org
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B. Direct all inquiries to:

California Department of Public Health Attention: Eric Morikawa Mail Station Code 3001 1615 Capital Avenue, Sacramento, CA 95814 P.O. Box Number 997377 Sacramento, CA, Zip Code 95899-7377 Telephone: (916) 440-7363 Fax: (916) 324-4820 E-mail: eric.morikawa@cdph.ca.gov	Eskaton Properties, Inc. Attention: Betsy Donovan 5105 Manzanita Ave. Carmichael, CA 95608 Telephone: (916) 334-0810 E-mail: betsy.donovan@eskaton.org
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C. All payments from CDPH to the Contractor; shall be sent to the following address:

Remittance Address
Federal ID# 942906316
FI\$CAL ID #
Contractor: Eskaton Properties
Attention "Cashier"
5105 Manzanita Ave. Carmichael, CA 95608
Contract Number 19-10530
Email betsy.donovan@eskaton.org

D. Either party may make changes to the information above by giving written notice to the other party. Said changes shall not require an amendment to this agreement.

5. Services to be Performed

Contractor shall perform the following services:

- A. Networking Infrastructure - Ethernet cabling will be run from the nearest electrical closet (within 300ft of the furthest resident room) to the Memory Care unit resident's rooms. The electrical closet must have electricity and internet access dedicated for SafelyYou-**Guardian** and its networking equipment to be operational.
- B. Cameras – Installation of 38 AI-enabled cameras. The placement will be determined by the installer maximizing the field of view to detect falls. The placement may need to be altered by Eskaton Greenhaven staff or contracted vendor at a later date if the camera is not functional, furniture is moved or replaced, or if residents move. Any additional cameras or wiring may incur additional fees.

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- C. SafelyYou-Discover - The application will be configured specifically to Eskaton Greenhaven's current information. This will include the data entry of Residents, Rooms, Cameras, and Users. SafelyYou's automated detection system records response time, number of falls, and Emergency Room visits from falls. Participants will be compared to 4-month baseline and to non-participants.
- D. After initial installation, Eskaton Greenhaven administrative users will have the ability to make edits to the basic information to ensure the application has the current content.
- E. Eskaton Greenhaven will provide CDPH with the data detailed in Part VIII of Exhibit A, Attachment I, Proposal for CMP Funds, within 6 months of completion of 2-month pilot. SafelyYou will cover the recurring costs of the program during the 2-month pilot period and if successful, Eskaton Properties, Inc. will cover the recurring costs thereafter.

6. Subcontractor Requirements

- A. All subcontracting must comply with the requirements of the State Contracting Manual, Sections 3.03, 3.06, 3.18, and 4.04, as applicable.