
Setting the Standard in Health Care Excellence

September 12, 2023

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, California 93009

SUBJECT:

Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 7 to Contract No. 8667 with AB Staffing Solutions, LLC for Temporary Staffing Services, Increasing the Not-To-Exceed Amount by \$15,000 from \$1,100,000 to \$1,115,00 for FY22-23, and Adding Standby Premium Pay; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 9 to Contract No. 8261 with Matrix Strategies, Inc., for Consulting Services, Increasing the Not-To-Exceed Amount by \$25,000 from \$467,254 to \$492,254 for FY22-23; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 20 to Contract No. 6462 with Preferred Healthcare Registry, Inc. for Temporary Staffing Services, Revising the Rate Schedule Effective July 1, 2023; Ratification of the Health Care Agency's Authorization for the Contractors to Provide Services Under the Terms of the Amendments in Anticipation of Your Board's Approval.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 7 to contract No. 8667 (Exhibit 1) with AB Staffing Solutions, LLC (AB Staffing) for temporary staffing services, increasing the contract not-to-exceed amount by \$15,000 from \$1,100,000 to \$1,115,000 for FY 2022-23, and adding standby premium pay effective January 1, 2023, and ratify the Health Care Agency's (HCA) authorization for AB Staffing to provide services under the terms of the amendment pending your Board's approval.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 9 to contract No. 8261 (Exhibit 2) with Matrix Strategies, Inc. (Matrix) for consulting services, increasing the contract not-to-exceed amount by \$25,000 from \$467,254 to \$492,254 for FY 2022-23, and ratify HCA's authorization for Matrix to provide services under the terms of the amendment pending your Board's approval.

- That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 20 to contract No. 6462 (Exhibit 3) with Preferred Healthcare Registry, Inc. (Preferred Healthcare) for temporary staffing services, revising the rate schedule effective July 1, 2023, and ratify HCA's authorization for Preferred Healthcare to provide services under the terms of the amendment pending your Board's approval. There is no fiscal impact with this item.

REASON FOR RATIFICATION

HCA authorized AB Staffing and Matrix to continue providing services in anticipation of your Board's approval of the increases in the contract not to exceed amounts, and the inclusion of standby premium pay. HCA authorized Preferred Healthcare to continue providing services in anticipation of your Board's approval of the revised rate schedule.

FISCAL IMPACT:

Mandatory: No
 Source of Funding: VCMC Operating Revenues/Collections
 Funding Match Required: None
 Impact on Other Departments: N/A

Summary of Annual Revenues and Costs Under these agreements:

	<u>FY 2022-23</u>	<u>FY 2023-24</u>
REVENUE:	\$40,000	\$0
DIRECT COSTS:	\$40,000	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

CURRENT FISCAL YEAR BUDGET:

Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$673,790,899	\$673,790,899	\$673,790,899	\$0
Revenue	\$665,452,626	\$665,452,626	\$665,452,626	\$0
Operational Income/(Loss)	(\$8,338,273)	(\$8,338,273)	(\$8,338,273)	\$0

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION:

Pursuant to Government Code Section 25502.5, approval must be secured from your Board for all services that are expected to exceed the Purchasing Agent's authority (\$200,000 per contractor) during the fiscal year.

The amendments before your Board, for AB Staffing and Preferred Healthcare, are for temporary staffing services to support imaging and therapy services. The imaging services department is utilizing contracted labor to backfill vacancies and leaves of absence throughout the department. Staff provided by these agencies currently perform ultrasound, MRI, CT and X-ray exams for hospitalized patients and for outpatient exams. Similarly, temporary physical and occupational therapists are contracted for inpatient and outpatient therapy to cover vacancies, vacations and medical leaves.

Matrix provides consulting support in negotiations of third party payor agreements, and was instrumental this past year in the negotiations with Gold Coast Health Plan.

This letter has been reviewed by the County Executive Office, County Counsel, Auditor-Controller's Office, and General Services Agency Procurement Services. If you have any questions regarding this item, please call John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058.



John Fankhauser, M.D.
Chief Executive Officer, County Hospitals



Barry L. Zimmerman
Health Care Agency Director

EXHIBITS

Exhibit 1 - AB Staffing Solutions, LLC - Amendment No. 7 to Contract No. 8667

Exhibit 2 - Matrix Strategies, Inc. – Amendment No. 9 to Contract No. 8261

Exhibit 3 - Preferred Healthcare Registry, Inc. - Amendment No. 20 to Contract No. 6462