

*Setting the Standard in Health Care Excellence*

September 12, 2023

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

**SUBJECT:**

**Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No 5 to County Contract 8449 with AB Staffing Solutions, LLC, Amendment No. 4 to County Contract No. 8947 with Cross Country Staffing, Inc. Doing Business As Cross Country Healthcare Services, Amendment No. 4 to County Contract No. 8787 with Huffmaster Crisis Response, Inc. Doing Business As BlueForce Healthcare Staffing, Amendment No. 7 to County Contract No. 8360 with Medical Solutions, LLC, Amendment No. 5 to County Contract No. 8693 with MLee Healthcare Staffing and Recruitment Inc. Doing Business As McCall and Lee, LLC, and Amendment No. 2 to County Contract No. 8965 with SnapMedTech, Inc. Doing Business As SnapNurse, for Temporary Nursing Staffing Services, Modifying the Rate Schedules 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.**

**RECOMMENDATION:**

That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 5 to contract No 8449 with AB Staffing Solutions, LLC (Exhibit 1), amendment No. 4 to contract No. 8947 with Cross Country Staffing, Inc. doing business as Cross Country Healthcare Services (Exhibit 2), amendment No. 4 to contract No. 8787 with Huffmaster Crisis Response, Inc. doing business as BlueForce Healthcare Staffing (Exhibit 3), amendment No. 7 to contract No. 8360 with Medical Solutions, LLC (Exhibit 4), amendment No. 5 to contract No. 8693 with MLee Healthcare Staffing and Recruitment Inc. doing business as McCall and Lee, LLC (Exhibit 5), and amendment No. 2 to contract No. 8965 with SnapMedTech, Inc. doing business as SnapNurse (Exhibit 6), for temporary nursing staffing services, modifying the rate schedules effective July 1, 2023, and ratify the Health Care Agency's (HCA) authorization for the contractors to provide services at the modified rates in anticipation of your Board's approval. There is no fiscal impact with this item.

## **REASON FOR RATIFICATION**

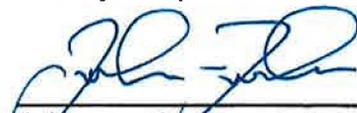
HCA has been able to negotiate lower rates for temporary nursing staffing services and authorized the vendors to provide services at these lower rates commencing July 1, 2023, in anticipation of your Board's approval.

## **DISCUSSION:**

HCA uses registry and/or traveling nurses to fill short-term staffing shortages, provide additional support for census fluctuations and patient acuties, and help ease the burden of difficult-to-fill nursing positions. Nurse staffing services vendors can fill these sudden and short-term vacancies more easily than HCA, which prevents gaps in staffing and assures patient access.

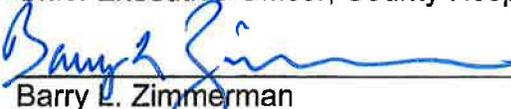
On May 16, 2023, your Board approved amendments with various contractors to provide temporary nursing staffing services, setting rate ranges effective July 1, 2023. Since May 2023, HCA nursing leadership has been able to negotiate lower rates for some temporary nursing staffing positions. The amendments before your Board do not adjust top rates, but eliminate the lower rates to provide additional flexibility as market demands change. There is no fiscal impact with these amendments.

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.



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



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Barry L. Zimmerman  
Health Care Agency Director

## **EXHIBITS:**

- Exhibit 1 – AB Staffing Solutions, LLC - Amendment No. 5 to Contract No. 8449
- Exhibit 2 – Cross Country Staffing, Inc. dba Cross Country Healthcare Services – Amendment No. 4 to Contract No. 8947
- Exhibit 3 – Huffmaster Crisis Response, Inc. dba BlueForce Healthcare Staffing – Amendment No. 4 to Contract No. 8787
- Exhibit 4 – Medical Solutions, LLC - Amendment No. 7 to Contract No. 8360
- Exhibit 5 – MLee Healthcare Staffing and Recruitment Inc. dba McCall and Lee, LLC – Amendment No. 5 to Contract No. 8693
- Exhibit 6 – SnapMedTech, Inc. dba SnapNurse – Amendment No. 2 to Contract No. 8965