

June 27, 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, Amendments to Contracts with AB Staffing Solutions, LLC, AMN Healthcare, Inc., Cross Country Staffing, Inc. Doing Business As Cross Country Healthcare Services, Preferred Healthcare Registry Inc., and XPRT Staffing Inc., for Temporary Healthcare Staffing Services, Extending the Term of the Contracts as Necessary Through June 30, 2024, Increasing the Aggregate Not-To-Exceed Amount by \$825,000 to \$1,525,000 for FY22-23, Increasing the Aggregate Not-To-Exceed to \$1,755,000 for FY23-24, Updating the Rate Tables as Necessary, and Ratification of the Health Care Agency's Authorization for Vendors to Provide Services in Anticipation of your Board's Approval; Authorization for Waiver of County Administrative Policy Manual Policy No. Chapter VI-1 Prohibiting the Inclusion of Attorney Fee in Quote No. P23-10727-B657, Rev 1 with Telcor, Inc. for Point of Care Software and related services.

RECOMMENDATIONS

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 6 to County contract No. 8667 (Exhibit 1) with AB Staffing Solutions, LLC (AB Staffing), amendment No. 15 to County contract No. 7273 (Exhibit 2) with AMN Healthcare, Inc., amendment No. 3 to County contract No. 8913 (Exhibit 3) with Cross Country Staffing, Inc. dba Cross Country Healthcare Services, amendment No. 19 to County contract No. 6462 (Exhibit 4) with Preferred Healthcare Registry Inc., and amendment No. 9 to County contract No. 7921 (Exhibit 5) with XPRT Staffing Inc. (XPRT), for temporary healthcare staffing services, extending the contracts as necessary through June 30, 2024, increasing the aggregate not-to-exceed amount by \$825,000 to \$1,525,000 for FY22-23 (Table No. 1), and increasing the aggregate not-to-exceed to \$1,755,000 for FY23-24 (Table No. 2), updating the rate tables as necessary, and ratify the Health Care Agency's (HCA) authorization of two vendors to continue to provide services in anticipation of your Board's approval.

2. That your Board authorize the Purchasing Agent or designee to accept, Quote No. P23-10727-B657, Rev 1 (Exhibit 6) with Telcor, Inc. (Telcor) for Point of Care Software and services, authorizing waiver of County Administrative Manual Policy No. Chapter VI-1 prohibiting the inclusion of attorney fees in County contracts. There is no fiscal impact with this item.

REASON FOR RATIFICATIONS

HCA authorized Cross County and XPRT to provide services under the terms of the amendments in anticipation of your Board's approval.

FISCAL IMPACT

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

Summary of Annual Revenues and Costs under these agreements:

	<u>FY 2022-23</u>	<u>FY 2023-24</u>
REVENUE:	\$825,000	\$1,655,000
DIRECT COSTS:	\$825,000	\$1,655,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Amounts shown in the Summary of Annual Revenue and Costs are as identified in the tables below.

Table No. 1: HCA requests for FY 2022-23

VENDOR	Recommendation No.	Exhibit No.	FY 2022-2023 ENCUMBRANCE	FY 2022-2023 INCREASE or <DECREASE>	FY 2022-2023 TOTAL ENCUMBRANCE
Budget Unit 3300 – Ventura County Medical Center					
Cross Country Staffing Inc. dba Cross Country Healthcare Services	1	3	\$100,000	\$ 325,000.00	\$425,000
XPRT Staffing Inc.	1	5	\$600,000	\$ 500,000.00	\$1,100,000
TOTAL			\$700,000	\$ 825,000.00	\$1,525,000

Table No. 2: HCA requests for FY 2023-24

VENDOR	Recommendation No.	Exhibit No.	FY 2023-2024 ENCUMBRANCE	FY 2023-2024 INCREASE or <DECREASE>	FY 2023-2024 TOTAL ENCUMBRANCE
Budget Unit 3300 – Ventura County Medical Center					
AB Staffing Solutions, LLC	1	1	\$0	\$395,000	\$395,000
AMN Healthcare, Inc.	1	2	\$0	\$350,000	\$350,000
Cross Country Staffing Inc. dba Cross Country Healthcare Services	1	3	\$100,000	\$250,000	\$350,000
Preferred Healthcare Registry Inc.	1	4	\$0	\$360,000	\$360,000
XPRT Staffing Inc.	1	5	\$0	\$300,000	\$300,000
TOTAL			\$100,000	\$1,655,000	\$1,755,000

Current Year Fiscal Budget

Current FY 2022-23 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$597,277,305	\$651,189,238	\$628,517,835	\$22,671,403
Revenue	\$597,588,755	\$604,063,467	\$620,070,394	\$16,006,927
Operational Income/(Loss)	\$311,450	(\$47,125,771)	(\$8,447,441)	\$38,678,330

Sufficient revenue and appropriations are included in the FY 22-23 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 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. Effective April 28, 2023, the rates for XPRT have been reduced to reflect current market conditions.

Telcor, Inc. (Exhibit 6) licenses and supports software which can receive and report results from over 150 different point of care medical devices. Ventura County Medical Center, Santa Paula Hospital and the Ambulatory Care clinics own medical devices that have the capacity to transmit data directly into its electronic health record, but that require the Telcor solution to do so. Implementation of the Telcor software solution will streamline

patient care operations and eliminate manual input errors into the electronic health record. Telcor services will be invoiced annually, and invoices are due within 30 days of receipt. HCA will be responsible for all cost of collection of unpaid invoices, including attorney fees, but believes this risk is acceptable because Telcor software and services will significantly improve the efficiency of hospital and clinic operations related to patient care data entry.

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. 6 to Contract No. 8667
- Exhibit 2 - AMN Healthcare, Inc. - Amendment No. 15 to Contract No. 7273
- Exhibit 3 - Cross Country Staffing Inc. dba Cross Country Healthcare Services -
Amendment No. 3 to Contract No. 8913
- Exhibit 4 - Preferred Healthcare Registry Inc. - Amendment No. 19 Contract No. 6462
- Exhibit 5 - XPRT Staffing Inc. - Amendment No. 9 to Contract No. 7921
- Exhibit 6 - Telcor, Inc. - Quote P23-10727-B657, Rev 1