

July 23, 2024

Board of Supervisors
County of Ventura
800 S. Victoria Ave.
Ventura, CA 93009

SUBJECT:

Approval, Ratification of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 10 to County of Ventura Contract No. 8261 with Matrix Strategies, Inc., for Health Care Market and Revenue Consulting Services, Extending the Term of the Agreement, Increasing the Not-to-Exceed Amount by \$195,000 to \$574,900 for Fiscal Year 2023-2024, Setting the Not-to-Exceed Amount at \$574,900 for Fiscal Year 2024-2025, and Adding a New Statement of Work; Approval, Ratification of, and Authorization for the Health Care Agency Director or Designee to Sign, Amendment No. 1 to County of Ventura Contract No. HCA-AMB2023 with AM Berry Consulting, LLC, for Compliance Auditing Consulting Services, Extending the Term of the Agreement.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 10 to County of Ventura Contract No. 8261 (Exhibit 1) with Matrix Strategies, Inc. (Matrix) for health care market and other consulting services, extending the term of the agreement through June 30, 2025, increasing the not-to-exceed amount by \$195,000 to \$574,900 for Fiscal Year 2023-2024, setting the not-to-exceed amount at \$574,900 for Fiscal Year 2024-2025, and adding a new statement of work, and ratify the Health Care Agency's (HCA) authorization of the contractor to provide services under the terms of the amendment in anticipation of your Board's approval.
2. That your Board approve, and authorize the HCA Director or designee to sign, Amendment No. 1 to County of Ventura Contract No. HCA-AMB2023 (Exhibit 2) with AM Berry Consulting, LLC (AM Berry), for compliance auditing consulting services, extending the term of the agreement through June 6, 2025, at the same not to exceed amount (\$206,000) and ratify HCA's authorization of the contractor to provide services from June 6, 2024 through July 23, 2024, under the terms of the amendment in anticipation of your Board's approval.

REASON FOR RATIFICATION:

HCA authorized Matrix and AM Berry to continue to provide consulting services, and in the case of Matrix, perform different services, in anticipation of your Board's approval of the proposed amendments.

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 2024-25</u>	<u>FY 2025-26</u>
REVENUE:	\$975,900	\$0
DIRECT COSTS:	\$975,900	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Current FY 2024-25 Budget Projections for Ventura County Medical System #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$720,985,484	\$720,985,484	\$720,985,484	\$0
Revenue	\$721,404,225	\$721,404,225	\$721,404,225	\$0
Operational Income/(Loss)	\$418,741	\$418,741	\$418,741	\$0

The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.
 Sufficient revenues and appropriations are included in the FY24-25 budget

STRATEGIC PLAN PRIORITY:

The item presented in this Board letter supports the Healthy, Safe, and Resilient Communities strategic priority of the County Strategic Plan as it is designed to meet the goal of providing access to quality healthcare required for our community to thrive.

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.

Matrix has provided health care market consulting services for HCA since 2020 and has played an instrumental role in rate negotiations with Gold Coast Health Plan and commercial health plans. The proposed amendment (Exhibit 1) extends the contract through June 30, 2025, retroactively increases the not-to-exceed amount for Fiscal Year 2023-2024 by \$195,000 to \$574,900, and sets the not-to-exceed amount for Fiscal Year 2024-25 at \$574,900. The amendment also adds a new statement of work for additional consulting services relating to third party payor revenue opportunities and health care market analysis, including a pro forma analysis of HCA's specialist physician network.

AM Berry is a consulting firm which specializes in compliance advisory services with clients throughout the United States. AM Berry provides clinical documentation review, audits in defense of compliance enforcement actions, and best practices recommendations, and also provides coaching to HCA's medical staff to ensure documentation accurately represents a patient's clinical status that translates into accurately coded data and defensible billing. The proposed amendment extends the term of the contract through June 6, 2025. Other terms of the agreement remain the same.

This Board letter has been reviewed by the County Executive Office, Auditor-Controller's Office, and County Counsel. If you have any questions regarding this item, please contact John Polich, HCA Deputy Director for Government and Regulatory Affairs, at (805) 677-5140.



Theresa Cho, MD, MHA
Health Care Agency Director

Exhibit 1 – Matrix – Amendment No. 10 to Contract No. 8261

Exhibit 2 – AM Berry – Amendment No. 1 to Contract No. HCA-AMB2023