

June 3, 2025

County of Ventura Board of Supervisors

**Subject:**

**Approval of a Contract with Contract Solutions Now, Inc., From July 1, 2025 through June 30, 2026 with a Not to Exceed Amount of \$670,000 Per Year (Levine Act Item).**

**Recommendations:**

1. That your Board approve, and authorize the Health Care Agency Director or designee to sign, a Contract with Contract Solutions Now, Inc. (Contract Solutions), from July 1, 2025 through June 30, 2026 with a not to exceed amount of \$670,000 for FY 2025-26.

2. Authorization for the HCA Director or designee to (a) extend the term of the agreements by amendment, for up to four (4) additional periods of one (1) year each following the amended agreement term, on the same or more favorable terms and conditions (with any changes in the Responsibilities of Contractor to be consistent with the original purpose of the agreements); (b) make budget modifications that do not increase the total amount of the purchase document; (c) and implement corrections, clarifications, business entity name changes (excluding Taxpayer ID Number changes), and technical adjustments to the agreement and purchase document, provided that these changes align with the original purpose of the agreements and do not incur additional costs to the County. All amendments are subject to review and approval by County Counsel.

**Fiscal Impact:**

	<b><u>FY 2025-26</u></b>
Revenues	\$670,000
Costs	\$670,000
Net County Cost	\$0
Funding Source:	VCMC Operating Revenues/Collections
Match Requirement:	None
Sufficient appropriations are included in the proposed preliminary FY26 budget, subject to Board approval.	

**Discussion:**

Since 2020, the Health Care Agency (HCA) has contracted with Matrix Strategies, Inc. (Matrix) to provide health care market consulting services and has played an instrumental role in rate complicated negotiations with Gold Coast Health Plan and commercial health plans. Even though HCA and Matrix have been involved in ongoing negotiations with Gold Coast and commercial plans, the principal of Matrix is retiring this year and will no longer provide services to HCA after June 30, 2025.

The principal negotiating team from Matrix has formed Contract Solutions Now, Inc. (Contract Solutions) and has the immediate capability to continue complicated negotiations on behalf of HCA without disruption in services. Contract Solutions has the expertise and institutional knowledge to continue these specialized and critical services. The quality, rates, and total costs of services from Contract Solutions are expected to be comparable to the services provided by Matrix.

The proposed Contract (Exhibit 1) sets the not-to-exceed amount at \$670,000 for Fiscal Year 2025-26.

**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.

This Board letter has been reviewed by the County Executive Office, Auditor Controller's Office, GSA 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.



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Theresa Cho, MD, MHA  
Health Care Agency Director

**Attachment:**

Exhibit 1- Contract Solutions, Inc., Contract