
Setting the Standard in Health Care Excellence

July 23, 2024

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

Approval of, and Authorization for the Health Care Agency Director or Designee to Increase, Expenditures from a Total of \$200,000 to \$223,509 (an increase of \$23,509), Pursuant to the Terms of the Existing Contract, with Zelis Claims Integrity LLC, Provider of Repricing Services for Out of Network Non-Contracted Provider Medical Claims for Ventura County Health Care Plan for the Period of July 1, 2023 to June 30, 2024.

RECOMMENDATION:

That your Board approve and authorize the Health Care Agency Director or designee to increase, expenditures from a total of \$200,000 to \$223,509 (an increase of \$23,509), pursuant to the terms of the existing contract, with Zelis Claims Integrity LLC, provider of repricing services for out of network non-contracted provider medical claims for Ventura County Health Care Plan (VCHCP) for the period of July 1, 2023 to June 30, 2024, as set forth in Table 1 below.

FISCAL IMPACT:

| | |
|------------------------------|-------------------------------|
| Mandatory: | No |
| Source of Funding: | VCHCP Operational Performance |
| Funding Match Required: | None |
| Impact on other Departments: | None |

Summary of Revenues and Costs:

| | FY 2024-25 | FY 2025-26 |
|--------------------------|-------------------|-------------------|
| Revenues: | \$0 | \$0 |
| Costs: | | |
| Direct | \$ 23,509 | \$0 |
| Indirect-Dept | \$0 | \$0 |
| Indirect-County CAP | \$0 | \$0 |
| Total Cost | \$ 23,509 | \$0 |
| Net County Cost | \$ 23,509 | \$0 |
| Recovered Indirect Costs | \$0 | \$0 |

The appropriations needed for this agreement and expenditures are included in the adopted budget of VCHCP for FY 2024-25.

CURRENT FISCAL YEAR BUDGET TABLE

| Current FY 2024-25 Budget Projection for Ventura County Health Care Plan Fund E-510 Division 3390 | | | | |
|--|----------------|-----------------|----------------------|-----------------------------|
| | Adopted Budget | Adjusted Budget | Estimate to Year-End | Estimated (Savings/Deficit) |
| Expenditures | \$ 90,583,114 | \$ 90,583,114 | \$ 90,583,114 | \$ 0 |
| Revenue | \$ 88,004,480 | \$ 88,004,480 | \$ 88,004,480 | \$ 0 |
| Operational Income/(Loss) | \$ (2,578,634) | \$ (2,578,634) | \$ (2,578,634) | \$ 0 |

*Includes interest and fixed assets

Table 1: Contains the VCHCP Provider request for FY 2023-24

| PROVIDER | FY 2022-23 EXPENDITURES (As of June 30, 2023) | FY 2023-24 EXPENDITURES (As of June 27, 2024) | FY 2023-24 AUTHORIZED EXPENDITURES | FY 2023-24 INCREASE (Requested) | FY 2023-24 TOTAL AUTHORIZED EXPENDITURE LIMITS |
|----------------------------|--|--|--|---------------------------------------|--|
| Zelis Claims Integrity LLC | \$ 182,649 | \$ 171,875 | \$ 200,000 | \$ 23,509 | \$ 223,509 |
| Totals | \$ 182,649 | \$ 171,875 | \$ 200,000 | \$ 23,509 | \$ 223,509 |

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 supports the goal of providing equitable and timely access to quality healthcare.

BACKGROUND:

VCHCP contracts with Zelis to provide repricing services for out of network non-contracted provider medical claims. VCHCP receives a significant amount of out of network non-contracted provider claims for services provided to members for services including, but not limited to, emergency room services, inpatient and outpatient services. Having a contract with Zelis to provide repricing services is very valuable since it allows VCHCP to pay the non-contracted provider claim at a reasonable rate accepted by the provider which ultimately allows a great cost savings for VCHCP.

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The total requested increase is \$23,509, which brings the total expenditure limit for this provider to \$223,509 for FY 2023-24. The requested amounts are based on payments to the vendor for repricing services rendered to VCHCP in FY 2023-24.

This letter has been reviewed by the County Executive Office, County Counsel, and Auditor-Controller's Office. If you have any questions regarding these recommendations, please contact Dee Pupa at (805) 981-5006.



Dee Pupa

Health Care Agency Deputy Director Managed Care
Health Care Plan Administrator



Theresa Cho, MD, MHA

Health Care Agency Director