
Setting the Standard in Health Care Excellence

December 19, 2023

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

SUBJECT:

Approval of, and Authorization for the Purchasing Agent or Designee to Sign, the Statement of Work – Revenue Integrity Analysis Services with CorroHealth, Inc. (CorroHealth), to be Governed by the Master Services Agreement Effective September 26, 2023 (MSA) with CorroHealth, Effective January 1, 2024, with a Not to Exceed Amount of \$180,542 for Calendar Year 2024; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, the Statement of Work – Revenue Cycle Clean-up Services, to be Governed by the MSA with CorroHealth, Effective January 1, 2024, with a Not to Exceed Amount of \$309,000 for Calendar Year 2024.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, the Statement of Work (SOW) – Revenue Integrity Analysis Services (RIAS) (Exhibit No. 1) with CorroHealth, Inc. (CorroHealth), to be governed by the Master Services Agreement effective September 26, 2023 (MSA) with CorroHealth, effective January 1, 2024, with a not to exceed amount of \$180,542 for calendar year 2024.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, the SOW – Revenue Cycle Clean-up Services (Clean-up Services) (Exhibit 2) with CorroHealth, to be governed by the MSA with CorroHealth, effective January 1, 2024, with a not to exceed amount of \$309,000 for calendar year 2024.

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>Calendar Year 2024</u>	<u>Calendar Year 2025</u>
REVENUE:	\$489,542	\$0
DIRECT COSTS:	\$489,542	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

CURRENT FISCAL YEAR BUDGET:

Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$673,790,899	\$673,790,899	\$673,790,899	\$0
Revenue	\$665,452,626	\$665,452,626	\$665,452,626	\$0
Operational Income/(Loss)	(\$8,338,273)	(\$8,338,273)	(\$8,338,273)	\$0

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

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:

To address the Health Care Agency's (HCA) need to optimize financial performance, HCA met with six vendors to determine the best way to address various issues within revenue cycle management. Several vendors provided demonstrations of their solutions. HCA determined CorroHealth was best suited to address our revenue cycle management needs.

Peter A. Ripper & Associates, Inc. (PARA) has provided revenue cycle reporting services to HCA since 2015 and was recently acquired by CorroHealth. CorroHealth is the leading provider of clinically led healthcare analytics and technology-driven solutions dedicated to positively impacting the financial performance of hospitals and health systems.

The SOWs before your Board will provide the following services:

- **Revenue Integrity Analysis Services.** CorroHealth, through PARA, has been providing the revenue integrity services identified in the SOW. This includes various reporting requirements to the State and federal government, a price transparency

tool for the share of cost estimator allowing patients to determine their share of cost for services provided at County hospitals and continued charge master management support services.

- **Clean-up Services.** The Health Care Agency (HCA) has approximately 100,000 claims, some dating back to 2013, with open balances, many which are uncollectable. Through this effort, CorroHealth will adjust the claims, and appeal claims that are still collectable. This will allow HCA to more accurately determine their open accounts receivable.

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 Michael Taylor, HCA Chief Financial Officer, at 805-677-5110.



Michael Taylor
Health Care Agency Chief Financial Officer

Barry L. Zimmerman
Health Care Agency Director

EXHIBITS

Exhibit 1 – CorroHealth, Inc. – Statement of Work - Revenue Integrity Analytics Services
Exhibit 2 – CorroHealth, Inc. – Statement of Work – Revenue Cycle Clean-up Services