
Setting the Standard in Health Care Excellence

April 9, 2024

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, Amendment No. 2 to County Contract No. 8645 with SysInformation Healthcare Services, LLC dba 1st Credentialing, for Payor Enrollment Services, Effective April 9, 2024, Extending the Term of the Contract through December 31, 2025, and Increasing the Not-To-Exceed Amount by \$425,000 from \$550,000 to \$975,000 for the Period of January 1, 2022 through December 31, 2025.

RECOMMENDATION:

That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 2 to County contract No. 8645 with SysInformation Healthcare Services, LLC dba 1st Credentialing (1st Credentialing) to provide payor enrollment services for the Health Care Agency (HCA), extending the term of the contract through December 31, 2025, and increasing the not-to-exceed amount by \$425,000 from \$550,000 to \$975,000 for the period of January 1, 2022 through December 31, 2025.

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 this agreement:

	<u>Contract Year 3</u>	<u>Contract Year 4</u>
Revenue:	\$225,000	\$200,000
Direct Cost:	\$225,000	\$200,000
Indirect Cost:	Minor	Minor
Net County 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	\$712,998,636	\$677,942,647	\$35,055,989
Revenue	\$665,452,626	\$672,888,408	\$674,242,404	\$1,353,996
Operational Income/(Loss)	(\$8,338,273)	(\$40,110,228)	(\$3,700,243)	\$36,409,985

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:

On July 30, 2021, the County issued a Request for Proposal seeking to identify qualified vendors for provider payor enrollment services for HCA. The selection committee believed 1st Credentialing would best serve the needs of HCA, and your Board approved the 1st Credentialing contract on December 14, 2021.

Since the contract was awarded, the work required of 1st Credentialing has significantly increased. The biggest impacts were the cleanup of inappropriately enrolled/listed providers with various health plan payors. Additionally, HCA has contracted with four new payors, and two current payors have significantly changed their process for provider enrollment. Passage of the federal "No Surprises Act" (Act) increased the frequency of payor demographic requests which must be updated and reported timely to meet the requirements of the Act and keep the provider in active status on the payor directories. Additionally, 1st Credentialing has assisted HCA with facility enrollment and clean-up, the creation of national provider identifier numbers, and is now responsible for paneling providers in the California Children's Services program.

The amendment before your Board, extends the contract an additional year, through December 31, 2025, and increases the not-to-exceed amount to cover the additional work required of 1st Credentialing, and the extension of the contract.

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 Elizabeth Schmeckle, Compliance Program Administrator, at 805-677-5210.



Barry L. Zimmerman
Health Care Agency Director

EXHIBIT

Exhibit 1 - SysInformation Healthcare Services, LLC dba 1st Credentialing - Amendment
No. 2 to Contract No. 8645