

*Setting the Standard in Health Care Excellence*

January 23, 2024

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

**SUBJECT:**

**Approval of, and Authorization for the County of Ventura Purchasing Agent or Designee to Sign, a Hospital Blood Services Agreement with Vitalant, an Arizona Nonprofit Corporation, for Blood, Blood Components, and Reference Laboratory Services, Effective February 1, 2024 Through December 31, 2026; Authorization for the Purchasing Agent to Make Non-Material Changes Subject to County Counsel Approval; and Authorization for Waiver of County Administrative Manual Policy No. Chapter VI-1 Prohibiting the Inclusion of Provisions for Interest.**

**RECOMMENDATIONS:**

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, a Hospital Blood Services Agreement (Agreement) with Vitalant, an Arizona nonprofit corporation, for blood, blood components, and reference laboratory services, effective February 1, 2024, through December 31, 2026.
2. That your Board authorize the Purchasing Agent or designee to make non-material changes to the Agreement, subject to approval by County Counsel.
3. That your Board authorize waiver of County Administrative Manual Policy No. Chapter VI-1 prohibiting the inclusion of provisions for interest for past due invoices.

**FISCAL IMPACT**

The costs for this agreement were included in the FY24 adopted budget and will be included in future budgets.

**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:**

Ventura County Medical Center and Santa Paula Hospital procure blood and blood products regularly to be transfused into patients. Vitalant is one of the nation's largest nonprofit blood and biotherapies healthcare organizations, providing hospitals and patients across the United States with a safe blood supply. Vitalant provides a variety of blood or blood products including but not limited to packed red blood cells, whole blood, plasma, platelets and cryoprecipitate. These products are often used in life-saving and life-sustaining situations. Patients who need these therapies include newborn babies, cancer patients, and trauma victims.

The Agreement requires payment of interest on amounts that are unpaid more than thirty (30) days past the payment due date. To obtain necessary services, HCA is requesting that your Board approve waiver of County Administrative Manual Policy No. Chapter VI-1 to permit inclusion of this provision in the Agreement.

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 John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058.



---

John Fankhauser, M.D.  
Chief Executive Officer, County Hospitals



---

Barry L. Zimmerman  
Health Care Agency Director

**EXHIBIT**

Exhibit 1 – Vitalant – Hospital Blood Services Agreement