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*Setting the Standard in Health Care Excellence*

July 25, 2023

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

### **SUBJECT**

**Approval of, and Authorization for the Health Care Agency Director or Designee to Sign, the Facility Provider Services Agreement, Physician Participation Agreement and Delegation of Credentialing Agreement, with Align Senior Care California, Inc., Effective August 1, 2023.**

### **RECOMMENDATION**

That your Board approve, and authorize the Health Care Agency (HCA) Director or designee to sign, the attached Facility Provider Services Agreement, Physician Participation Agreement and Delegation of Credentialing Agreement, with Align Senior Care California, Inc. (Align), effective August 1, 2023.

### **FISCAL IMPACT**

There is no fiscal impact at this time. Align does not have membership in Ventura County. HCA will return to your Board if revenue or appropriations are needed in the FY24 budget.

### **DISCUSSION**

Align is a California corporation offering Medicare Advantage health plans. Align began operations in 2013 by enabling leading long-term care providers to launch provider-sponsored managed care plans for vulnerable senior populations. Today, Align manages a variety of Medicare Advantage plans including Institutional Special Needs Plans (I-SNPs), Chronic Care Special Needs Plans (C-SNPs) for dementia, and Dual-Eligible Special Needs Plans (D-SNPs) to reduce healthcare costs and improve patient quality of life. Align currently offers plans in several counties in California including Los Angeles County and Santa Barbara County, and would like to expand to Ventura County. Currently, Align does not have membership in Ventura County.

If approved by your Board, covered services will be provided at Ventura County Medical Center and Santa Paula Hospital to members enrolled in I-SNPs, C-SNPs and D-SNPs

plans offered by Align, under the terms and conditions of the agreements. In addition, all credentialing and re-credentialing responsibilities for health care providers employed by, or under contract with HCA, who will provide services to Align members, will be completed by HCA's Medical Staff Administration department.

The agreements will have an initial term of two (2) years and will renew automatically from year to year thereafter, unless either party gives the other party at least sixty (60) days prior written notice to renegotiate or terminate the agreements.

The portions of the agreements concerning compensation paid to HCA are exempt from disclosure under the Public Records Act (Health and Safety Code Section 1457 (c) (1)). If the Board would like further information regarding the rates, the original agreements are retained by Mike Taylor, HCA Chief Financial Officer.

This letter has been reviewed by the County Executive Office, County Counsel, and Auditor-Controller's Office. If you have any questions regarding this item, please call Paul Jaconette, MPH, Director of Strategy and Business Development at 805-677-5105.

  
Barry L. Zimmerman  
Health Care Agency Director

**EXHIBITS**

- Exhibit 1 – Align Senior Care California, Inc. - Facility Provider Services Agreement
- Exhibit 2 – Align Senior Care California, Inc. - Physician Participation Agreement
- Exhibit 3 – Align Senior Care California, Inc. - Delegation of Credentialing Agreement