

July 23, 2024

Board of Supervisors  
County of Ventura  
800 S. Victoria Ave.  
Ventura, CA 93009

**SUBJECT:**

**Ratification and Approval of, and Authorization for the Purchasing Agent, Health Care Agency Director, or their Designees to Sign, Amendments to Twelve Agreements with Various Providers for the Provision of Medically Necessary Services, Increasing the Combined Maximum Amount of the Agreements from \$5,252,483 to \$5,680,424 (a Combined Increase of \$427,941) for Contract Year 2024, and from \$5,252,483 to \$11,182,123 (a Combined Increase of \$5,929,640) for Contract Year 2025.**

**RECOMMENDATIONS:**

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, the attached Quote No. 10929738 (Exhibit 1) with Stryker Sales, LLC (Stryker) to provide ProCare services (preventative maintenance and repairs) for hospital beds at Ventura County Medical Center (VCMC) and Santa Paula Hospital for a period of two years commencing July 25, 2024, at a cost of \$202,440 per contract year.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, the attached Proposal (Change Order #3) (Exhibit 2) with Coast IT Systems (Coast IT) to provide data and cable pull services for the Pediatrics Expansion Project at VCMC, in the total amount of \$19,220.
3. That your Board ratify the Purchasing Agent designee's prior execution of the attached Proposal (Change Order #2) (Exhibit 3) with Coast IT to provide network video recorder and camera licenses for the Pediatrics Expansion Project at VCMC, in the total amount of \$25,746.
4. That your Board authorize the Purchasing Agent or designee to accept Quote No. P24-12483-MON3 in the amount of \$18,912 with Telcor, Inc. (Telcor) covering

additional devices (Exhibit 4) and Quote No. P24-12818-Y6C7 in the amount of \$16,623 for additional licenses (Exhibit 5) for point of care software and related services, authorizing waiver of County Administrative Manual Policy No. Chapter VI-1 prohibiting the inclusion of attorney fees in County contracts.

5. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 17 to County Contract No. 7381 with Servicon Systems, Inc. (Servicon) for custodial services (Exhibit 6), extending the term of the agreement through January 30, 2025, and increasing the not-to-exceed amount to \$2,204,998 per fiscal year.
6. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 3 to County Contract No. 8999 with Amergis Healthcare Staffing, Inc. (Amergis) (previously Maxim), for temporary staffing services (Exhibit 7), extending the term of the agreement through June 30, 2025, and providing for automatic renewal for up to two fiscal years thereafter, retroactively increasing the total maximum amount of the contract by \$350,000 from \$2,266,000 to \$2,616,000 for fiscal year 2023-24 only and decreasing the maximum to \$2,085,000 for any fiscal year thereafter, effective July 1, 2024.
7. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 2 to Contract No. 8952 with MLee Healthcare Staffing and Recruitment Inc. dba McCall and Lee, LLC (MLee), for temporary staffing and recruitment services (Exhibit 8), extending the term of the agreement through June 30, 2025, and up to two fiscal years thereafter, effective July 1, 2024, in the amount of \$400,000 per fiscal year.
8. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 2 to Contract No. 8991 with SBG Healthcare (SBG), LLC, for physician locum tenens services (Exhibit 9), extending the term of the agreement through June 30, 2025, and up to two fiscal years thereafter, effective July 1, 2024, in the amount of \$920,000 per fiscal year.
9. That your Board ratify, approve, and authorize the Health Care Agency (HCA) Director to execute, Amendment No. 3 to Professional Services Agreement No. 2021-057 with the City of San Buenaventura for police services (Exhibit 10), extending the term of the agreement for one year, through June 30, 2025, in the amount of \$644,000 per fiscal year.
10. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 2 to Contract No. 8268A with R and J Prosthetic Appliance Co. (R and J) for prosthetics, orthotics, and medical supplies services (Exhibit 11), increasing the not to exceed amount by \$50,000 to \$430,390 per fiscal year.

11. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 6 to Contract No. 8011A with AMR HoldCo, Inc. (AMR) for medical transportation services (Exhibit 12), extending the agreement through June 30, 2025, and setting the not to exceed amount at \$850,000 for fiscal year 2024-25.
12. That your Board authorize the Purchasing Agent or designee to increase the purchase order contract with NeoGenomics Laboratories, Inc. (NeoGenomics), for specialty patient care services, setting the not to exceed amount at \$650,000 for fiscal year 2024-25.

### **REASON FOR RATIFICATION**

HCA authorized Coast IT, Servicon, Amergis, MLee, SBG, the City of San Buenaventura, R and J, AMR, and NeoGenomics to provide services in anticipation of your Board's approval.

### **FISCAL IMPACT:**

Mandatory:	No
Source of Funding:	VCMC – Operating Revenues/Collections/ Public Health – General Fund/State/Federal
Funding Match Required:	None
Impact on Other Departments:	N/A

### **Summary of Annual Revenues and Costs Under these Agreements - VCMC:**

	<u>Contract Year 2024</u>	<u>Contract Year 2025</u>
Revenue:	\$427,941	\$5,954,640
Direct Cost:	\$427,941	\$5,954,640
Indirect Cost:	Minor	Minor
Net County Cost	\$0	\$0

### **Summary of Revenues and Costs – Public Health (Exhibit 7):**

	<u>Contract Year 2024</u>	<u>Contract Year 2025</u>
Revenue:	\$ 350,000	\$ -0-
Costs:		
Direct	\$ 350,000	\$ -0-
Indirect-Dept.	\$ -0-	\$ -0-
Indirect-County CAP	\$ -0-	\$ -0-
Net Costs	\$ -0-	\$ -0-

**CURRENT FISCAL YEAR BUDGET:**

<b>Current FY 2024-25 Budget Projections for Ventura County Medical System #3300</b>				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$720,985,484	\$720,985,484	\$720,985,484	\$0
Revenue	\$721,404,225	\$721,404,225	\$721,404,225	\$0
Operational Income/(Loss)	\$418,741	\$418,741	\$418,741	\$0

Sufficient revenue and appropriations are included in the FY 24-25 budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

<b>Current FY 2024-25 Budget Projections for HCA – Public Health, Division 3100</b>				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Appropriations	\$37,997,363	\$37,997,363	\$37,997,363	-0-
Revenue	\$34,000,823	\$34,000,823	\$34,000,823	-0-
Net Cost	\$3,996,540	\$3,996,540	\$3,996,540	-0-

Sufficient revenue and appropriations are included in the FY 24-25 budget.

<b>Current FY 2024-25 Budget Projections for HCA – Public Health – Children's Medical Services, Division 3140</b>				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Appropriations	\$15,559,668	\$15,559,668	\$15,559,668	-0-
Revenue	\$13,685,658	\$13,685,658	\$13,685,658	-0-
Net Cost	\$1,874,010	\$1,874,010	\$1,874,010	-0-

Sufficient revenue and appropriations are included in the FY 24-25 budget.

**Table 1 Below Summarizes the Net Financial Impacts of the VCMC Contracts:**

Provider	Exhibit No.	Eff. Date	Current Contract Annual Maximum	Contract Year 2024 Inc/<Decr>	Contract Year 2025 Inc/<Decr>
Stryker	1	7/23/2024	\$0	\$202,440	\$202,440
Coast IT	2	7/1/2024	\$0	\$19,220	

Coast IT	3	7/1/2024	\$0	\$25,746	
Telcor	4	7/23/2024	\$0	\$18,912	\$4,365
Telcor	5	7/23/2024	\$0	\$16,623	\$3,837
Servicon	6	7/1/2024	\$2,109,998	\$95,000	\$2,204,998
MLee	8	7/1/2024	\$400,000		\$400,000
SBG	9	7/1/2024	\$920,000		\$920,000
City of San Buenaventura	10	7/1/2024	\$644,00		\$644,000
R and J	11	7/1/2024	\$325,390	\$50,000	\$50,000
AMR	12	7/1/2024	\$850,000		\$850,000
NeoGenomics		7/1/2024	\$647,095		\$650,000
<b>Total</b>			\$5,252,483	\$427,941	\$5,929,640

**Table 2 Below Summarizes the Net Financial Impact of the Public Health Contract:**

Provider	Exhibit No.	Eff. Date	Current Contract Annual Maximum	Contract Year 2024 Inc/<Decr>	Contract Year 2025 Inc/<Decr>
Amergis	7	4/8/2024	\$2,266,000	\$350,000	<\$181,000>

**STRATEGIC PLAN PRIORITY:**

The items presented in this Board letter support the Healthy, Safe, and Resilient Communities strategic priority of the County Strategic Plan as they are designed to meet the goal of providing access to quality healthcare required for our community to thrive.

**DISCUSSION:**

Pursuant to Government Code Section 25502.5, approval must be secured from your Board for all services that are expected to exceed the Purchasing Agent's authority (\$200,000 per contractor) during the fiscal year.

**Stryker** - Pursuant to the proposed Stryker quote (Exhibit 1), a Stryker certified medical device technician will provide preventative maintenance and repairs on 311 Stryker beds located at VCMC and Santa Paula Hospital for a period of two years. Annual maintenance is vital for maintaining optimal bed performance providing the highest quality of patient care to our clients.

**Coast IT** - Pursuant to the proposed Proposal (Exhibit 2), Coast IT will provide necessary data and cable pulls as part of the new Pediatric Expansion project, which are essential for project completion. Coast IT will furnish and install Cat6/5e unshielded cable and

single mode cable and connectors. Pursuant to the Proposal (Exhibit 3), Coast IT will provide the required network video recorder and camera licenses necessary for the Pediatrics Expansion project. Coast IT will furnish and install one new network video recorder to accommodate the needed additional storage and 60 additional one-time perpetual camera licenses for the Exaq Vision system.

**Telcor** - Telcor licenses and supports software that can receive and report results from over 150 different point of care medical devices. VCMC, Santa Paula Hospital and the Ambulatory Care clinics use medical devices that have the capacity to transmit data directly into electronic health records, and desire to use the Telcor solution to do so. Implementation of the Telcor software solution will streamline patient care operations and eliminate manual input errors into electronic health records. Telcor invoices for the quotes are due within 30 days of receipt. HCA will be responsible for all cost of collection of unpaid invoices, including Telcor's attorneys' fees, but HCA has control over the likelihood of this occurring by promptly paying appropriate invoices. Telcor software and services will significantly improve the efficiency of hospital and clinic operations related to patient care data entry. The quotes before your Board provides for interfacing of two additional systems (Exhibit 4), Clinitek and GeneXpert, to our electronic health record and for three additional licenses. The Clinitek system provides real time urine analysis and pregnancy test results for patients seen in the Emergency Department. The GeneXpert system provides real time results for respiratory virus screening tests for patients seen in our Ambulatory Care clinics. The additional licenses (Exhibit 5) will provide broader administrative access to properly maintain these systems throughout the Ventura County Medical System.

**Servicon** - Servicon provides custodial services for HCA. The amendment before your Board (Exhibit 6) extends the agreement for one year, through June 30, 2025, and increases the not-to-exceed amount to \$2,204,998 per fiscal year.

**Amergis** - Amergis has been a trusted provider of temporary staffing services for the Healthcare Agency since 2003, demonstrating a strong commitment to supporting our community. Over the past several years, Amergis has played a crucial role in furnishing temporary staff to bolster the County's COVID-19 hotline and provided invaluable support within the Public Health Department and Ambulatory Care clinics during the pandemic. The amendment before your Board proposes to extend the existing contract with Amergis until June 30, 2025, with automatic renewals for up to two additional fiscal years. Additionally, it increases the contract not-to-exceed amount by \$350,000 to \$2,616,000 for contract year 2024, and returns it to \$2,085,000 per contract year thereafter. On May 14, 2024, your Board approved a third amendment to the agreement that contained an error in the contractor's legal name. This third amendment will replace the previous amendment which was not executed by Amergis.

**MLee** – MLee is a specialized healthcare recruiter that provides staffing, recruitment, and healthcare consulting, and is also approved to broker accounts receivable and consults for many healthcare related services. MLee is committed to exceptional standards of

integrity and service in providing human resource advisory services, career coaching, retention, recruiting expertise, and career opinions to publicly and privately held businesses and government agencies. The amendment before your Board proposes to extend the existing contract with MLee until June 30, 2025, with renewals authorized for up to two additional fiscal years.

**SBG** - SBG provides locum tenens services to place temporary physicians in the hospital while HCA recruits for individuals to fill permanent positions. The amendment before your Board proposes to extend the existing contract with SBG until June 30, 2025, with renewals authorized for up to two additional fiscal years, ensuring uninterrupted coverage of critical medical staffing needs and maintaining patient care quality during recruitment periods.

**City of San Buenaventura** - City of San Buenaventura provides the VCMC Emergency Department and immediate surrounding areas with a uniformed police officer, providing security to ensure a safe environment for both patients and staff by deterring criminal activity and possible violent behavior. The amendment before your Board (Exhibit 10) extends the agreement for one year, through June 30, 2025, in the amount of \$644,000.


**R and J** – R and J provides services related to fitting and customization of prosthetic and orthotic devices for HCA patients. The R and J staff works closely with the VCMC trauma team, neurologists, and orthopedic surgeons to provide patients with prosthetic and orthotic devices to minimize recovery time and patient financial responsibility. The proposed amendment (Exhibit 11) increases the not to exceed amount by \$50,000 to \$430,390 per fiscal year.

**AMR** – AMR and its subsidiaries provide medical transportation services for patients transferred between VCMC, Santa Paula Hospital, and other hospitals in Ventura County. The proposed amendment (Exhibit 12) extends the agreement for one year, through June 30, 2025, and sets the not to exceed amount at \$850,000 for fiscal year 2024-25.

**NeoGenomics** – Neogenomics is a reference laboratory that is utilized by the pathologists at Ventura County Medical Center/Santa Paula Hospital for technical consultations with tumor cases. The reference lab also provides specialized testing methods such as flow cytometry, immunohistochemistry and special stains that aid the pathologists in identifying different types of cancer.



This Board letter has been reviewed by the County Executive Office, Auditor-Controller's Office, County Counsel, GSA Procurement and IT Services. If you have any questions regarding this item, please contact John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058.

  
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John Fankhauser, M.D.  
Chief Executive Officer, County Hospitals  
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Theresa Cho, M.D, MHA  
Health Care Agency Director

**Exhibits:**

- Exhibit 1 – Stryker Quote for ProCare Services for hospital beds
- Exhibit 2 – Coast IT Proposal (Change Order #3) for data and cable pull services
- Exhibit 3 – Coast IT Proposal (Change Order #2) for network video recorder and camera licenses
- Exhibit 4 – Telcor Quote No. P24-12483-M0N3 for additional devices
- Exhibit 5 – Telcor Quote No. P24-12818-Y6C7 for additional licenses
- Exhibit 6 – Servicon Amendment No. 17 to Contract No. 7381
- Exhibit 7 – Amergis Healthcare Staffing, Inc. Amendment No. 3 to Contract 8999
- Exhibit 8 – McCall and Lee, LLC - Amendment No. 2 to Contract 8952
- Exhibit 9 – SBG Amendment No. 2 to Contract 8991
- Exhibit 10 – City of San Buenaventura Amendment No. 3 to Professional Services Agreement No. 2021-057
- Exhibit 11 – R and J Amendment No. 2 to Contract 8268A
- Exhibit 12 – AMR Amendment No. 6 to Contract 8011A