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*Setting the Standard in Health Care Excellence*

September 14, 2021

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

### **SUBJECT**

**Approval of, and Authorization for the Purchasing Agent, or Designees to Sign, Amendment No. 9 to County Contract No. 6230 for Billing Services with EMMI Physician Services, Inc., Extending the Term Through June 30, 2022 and Establishing the Not-to-Exceed Amount to \$309,000 for FY 2021-22, and Ratification of the HCA Authorization of the Contractor to Provide Services; Approval of, and Authorization for the Health Care Agency's (HCA) Director or Designee to Sign, an Agreement for Compliance Program Consulting with Hambleton Compliance, LLC in the Amount of \$172,875 for FY 2021-22; Approval of, and Authorization for the HCA Director or Designee to Sign, a Hardware Evaluation Agreement for a Fracture Extension Device Kit with Getinge USA Sales, LLC for No Cost for the Initial 3 Months; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 7 to County Contract No. 7273 for Temporary Laboratory Staffing Services with AMN Healthcare, Inc. (AMN) Increasing the Night Shift Rate; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 9 to County Contract No. 7320 for Temporary Nursing Staffing Services with Aya Healthcare, Inc. (Aya), and Ratification of the HCA Authorization of the Contractor to Provide Services at Increased Rates; Authorization for the Purchasing Agent to Increase or Decrease the Individual Contract Amounts with Aya, Huffmaster Crisis Response, Inc., Huffmaster Healthcare Staffing, Inc. and Medical Solutions, LLC, for Specified Temporary Emergency Staffing Services, as Needed, Provided that the Aggregate Amount Paid Does Not Exceed \$16,550,000.**

### **RECOMMENDATIONS**

1. That your Board approve, and authorize the Purchasing Agent, or designees to sign, the amendment No. 9 to contract No. 6230 for billing services with EMMI Physician Services, Inc., (EMMI) (Exhibit 1) extending the term through June 30, 2022 and establishing the not-to-exceed amount of \$309,000 for FY 2021-2022, and ratify the HCA authorization of the contractor to provide services in anticipation of your Boards approval.

2. That your Board approve, and authorize the HCA Director or designee to sign, an agreement for compliance program consulting services with Hambleton Compliance, LLC (Hambleton) (Exhibit 2) in the Amount of \$172,875 for FY 2021-22.
3. That your Board approve, and authorize the HCA Director or designee to sign, an agreement for a Fracture Extension Device Kit from Getinge USA Sales, LLC (Getinge) (Exhibit 3), at no cost for the initial 3 months.
4. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 7 to contract No. 7273 with AMN Healthcare, Inc. (AMN) (Exhibit 4), for temporary laboratory staffing services effective through December 31, 2021, increasing the night shift rate.
5. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 9 to contract No. 7320 with Aya Healthcare, Inc. (AYA) (Exhibit 5) for temporary nursing staffing services, and ratify the Health Care Agency's (HCA) authorization of the contractor to provide services at the increased rates provided in the amendment.
6. That your Board authorize the Purchasing Agent or designee to increase or decrease the individual contract amounts for the temporary emergency staffing services agreements with Aya, Huffmaster Crisis Response, Inc., Huffmaster Healthcare Staffing, Inc. and Medical Solutions, LLC, identified in Table No. 1, as needed, provided that the aggregate amount paid does not exceed \$16,550,000.

### **REASON FOR RATIFICATION**

HCA authorized AYA to provide staffing services at the increased rates provided in their contract amendment to ensure temporary staff was not reassigned due to high demands for these positions, and for EMMI to continue providing services pending your Board's approval of the amendments.

### **FISCAL IMPACT**

Mandatory:	No
Source of Funding:	VCMC Operating Revenues/Collections
Funding Match Required:	None
Impact on Other Departments:	NA

Summary of Annual Revenues and Costs under these agreements:

	<u>FY 2021-22</u>	<u>FY 2022-223</u>
REVENUE:	\$6,481,875	\$0
DIRECT COSTS:	\$6,481,875	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Table 1: Requests for Temporary Emergency Staffing Services (Pooled)

Temporary Emergency Staffing Services	EXPENDITURES	BUDGET AMOUNT	ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
<b>Budget Unit 3300 – Ventura County Medical Center</b>					
AYA Healthcare, Inc. - Crisis Staffing Solution Agreement	\$0.00	\$0.00	\$275,000	\$0	\$275,000
Huffmaster Crisis Response, Inc. and Huffmaster Healthcare Staffing, Inc. - Master Healthcare Staffing Agreement (Contract 8142)	\$0.00	\$0.00	\$10,250,000	\$6,000,000	\$16,250,000
Medical Solutions LLC - Crisis Staffing Service Agreement	\$0.00	\$0.00	\$25,000	\$0	\$25,000
<b>Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$10,550,000</b>	<b>\$6,000,000</b>	<b>\$16,550,000</b>

Amounts shown in the Summary of Annual Revenue and Costs are estimates for the EMMI and Hambleton (Recommendations No. 1 and No. 2) based on the current contract terms, and the vendors identified in Table No. 1 (Recommendation No. 6).

**Current Year Fiscal Budget**

<b>Current FY 2021-22 Budget Projections for Ventura County Medical Center #3300</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated (Savings/Deficit)</b>
Expenditures	\$545,425,059	\$545,425,059	\$545,425,059	\$0
Revenue	\$545,674,943	\$545,674,943	\$545,674,943	\$0
Operational Income/(Loss)	\$249,884	\$249,884	\$249,884	\$0

Sufficient revenue and appropriations are included in the FY 21-22 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

**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.

Ongoing monitoring for contractor performance and contract compliance is regularly conducted throughout the fiscal year to ensure the provision of high quality services. The contract amounts projected for FY 2021-22 are based on prior year expenditures,

anticipated usage based on future growth, and costs necessary to satisfy compliance requirements in specific areas.

**EMMI** provides anesthesia billing services to VCMC and SPH. EMMI fee is a percentage of the collections for the claims they bill. The estimated annual cost for services from this vendor is \$309,000.

**Hambleton** was established in January 2019 to provide health care compliance consulting to the provider community and has worked with clients to evaluate compliance program effectiveness, assess compliance risks, develop audit and monitoring programs, provide compliance training, conduct investigations, and assist governance and executive management in compliance program oversight. Hambleton has provided services to public and private health care entities including hospitals, physician practices, clinically integrated networks, federally qualified health centers, skilled nursing facilities, and others along the continuum of care.

**Getinge** provides operating room tables and accessories which are modular, ergonomic and can be used across multiple disciplines. The product portfolio features different kinds of tables that can be configured as required. All operating room tables provide optimum solutions in every surgical discipline and for every surgical requirement. The agreement before your Board will allow HCA to test the operating room accessories before purchasing the products to ensure they meet the needs of our providers and patients.

**AMN and AYA** provide temporary staffing for the laboratory and nursing. Hospitals across the state are experiencing a shortage in staff and are relying more on temporary staff to fulfil the requirements for the positions. The amendments before your Board temporarily increase the rates for certain key roles to ensure HCA is able to secure these critical positions over the next few months.

**Temporary Emergency Staffing Services** - while the number of new COVID-19 cases in Ventura County are resurging, HCA is again experiencing a shortfall in nursing and other critical positions. Your Board is being asked to approve expenditures under the agreements identified in Table No. 1 of up to \$16,550,000, a \$6,000,000 increase. The increase in expenditures will allow HCA to continue to provide the necessary support to combat COVID-19 in Ventura County.

The proposed increases are offset by revenues that individual departments generate, and appropriations are included in the FY 2021-22 adopted budget.

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.

  
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John Fankhauser, M.D.  
Chief Executive Officer, County Hospitals  
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Barry L. Zimmerman  
Health Care Agency Director

### **EXHIBITS**

- Exhibit 1 - EMMI Physician Services, Inc. Amendment 9 to Contract 6230
- Exhibit 2 - Hambleton Compliance, LLC - Contract HCA22-HAM01
- Exhibit 3 - Getinge USA Sales, LLC MC Evaluation Agreement
- Exhibit 4 - AMN Healthcare, Inc. - Amendment No. 7 to Contract No. 7273
- Exhibit 5 - AYA Healthcare, Inc. Amendment No. 9 to Contract No. 7320