

July 26, 2022

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

SUBJECT

Approval of, and Authorization for the Purchasing Agent or Designee to Sign, a Contract with Cross Country Staffing, Inc. dba Cross Country Healthcare Services for Temporary Allied Staffing Services, for an Amount Not to Exceed \$100,000 per Contract Year; Approval of, and Authorization for the Purchasing Agent to Sign, Amendment No. 15 to County Contract No. 7747 with Mission Search Contract Services, Inc., for Temporary Healthcare Staff, Increasing the Not-To-Exceed Amount by \$39,650 to \$589,450 for FY22-23; Approval of, and Authorization for the Purchasing Agent or Designee to Execute, Amendment No. 1 to County Contract No. 8645 with SysInformation Healthcare Services, LLC dba 1st Credentialing, for Payor Enrollment Services, Effective July 1, 2022; Authorization for Waiver of County Administrative Policy Manual Policy No. Chapter VI-1 Prohibiting the Inclusion of Attorney Fee and Interest Provisions in County Contracts in the Master Service Agreement with Stericycle, Inc. for Hazardous Waste Pickup and Disposal; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 18 to County Contract No. 6462 with Preferred Healthcare Registry, Inc., for Temporary Healthcare Staff; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 3 to the Subscription Agreement with Huron Consulting Services LLC (Huron) for Clinical Documentation Improvement Software, Effective July 1, 2022; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 5 to the Subscription Agreement with Huron for Revenue Cycle Analytics Software and Revenue Cycle Workflow Software, Effective July 1, 2022; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, a Data Sharing Agreement with Ingenious Med, Inc. for Data Associated with Services Provided by Renal Consultants of Ventura County, Inc.

RECOMMENDATIONS

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, a contract with Cross Country Staffing, Inc. dba Cross Country Healthcare Services

(Cross County) (Exhibit 1) for temporary allied staffing services, effective August 1, 2022, for an amount not to exceed \$100,000 per contract year.

2. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 15 to County contract No. 7747 with Mission Search Contract Services, Inc. (Mission Search) (Exhibit 2) for temporary healthcare staff, increasing the not-to-exceed amount by \$39,650 to \$589,450 for FY22-23, and ratify the Health Care Agency's (HCA) authorization of the vendor to continue to provide services in anticipation of your Board's approval.
3. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 1 to County contract No. 8645 with SysInformation Healthcare Services, LLC dba 1st Credentialing (1st Credentialing) (Exhibit 3) to provide payor enrollment services for HCA, replacing Exhibit A effective July 1, 2022, and ratify HCA's authorization of the vendor to provide services per this amendment in anticipation of your Board's approval. There is no fiscal impact with this amendment.
4. That your Board approve, and authorize the Purchasing Agent or designee to accept, the Master Service Agreement (MSA) with Stericycle, Inc. (Stericycle) (Exhibit 4), for hazardous waste pickup and disposal, effective July 1, 2022, authorize waiver of County Administrative Manual Policy No. Chapter VI-1 prohibiting the inclusion of attorney fee and interest provisions in County contracts with respect to the MSA, and ratify HCA's authorization of the vendor to provide services per the MSA in anticipation of your Board's approval. There is no fiscal impact with this item.
5. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 18 to County contract No. 6462 with Preferred Healthcare Registry, Inc. (Preferred Healthcare) (Exhibit 5) for temporary healthcare staff, extending the contract term through June 30, 2023, and setting the not-to-exceed amount at \$456,750 for FY22-23, and ratify HCA's authorization of the vendor to continue to provide services in anticipation of your Board's approval.
6. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 3 to the subscription agreement with Huron Consulting Services LLC (Huron) (Exhibit 6) for clinical documentation improvement (CDI) software, extending the contract term through June 30, 2023 (fourth renewal term) with an annual subscription fee of \$70,000, and ratify HCA's continued use of the Huron software pending your Board's approval.
7. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 5 to the subscription agreement with Huron for revenue cycle analytics software and revenue cycle workflow software (Exhibit 7), extending the contract term through June 30, 2023 (fourth renewal term) with an annual subscription fee of \$213,000, and ratify HCA's continued use of the Huron software pending your Board's approval.

8. That your Board approve, and authorize the HCA Director or designee to sign, a Data Sharing Agreement with Ingenious Med, Inc. (Ingenious Med) (Exhibit 8) effective July 26, 2022. There is no fiscal impact with this item.

REASON FOR RATIFICATIONS

HCA authorized Mission Search, 1st Credentialing, and Preferred Healthcare to provide services under the terms of the amendments in anticipation of your Board's approval. While HCA and Stericycle finalized negotiations for the MSA, HCA authorized Stericycle to provide hazardous waste pickup and disposal under the terms of the MSA in anticipation of your Board's approval. HCA continued to use the Huron software pending your Board's approval of the necessary contract amendments to extend the software licenses.

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 2022-23</u>	<u>FY 2023-24</u>
REVENUE:	\$1,429,200	\$100,000
DIRECT COSTS:	\$1,426,200	\$100,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Amounts shown in the Summary of Annual Revenue and Costs are as identified in the table below for FY 2022-23 and Recommendation No. 1 for FY 2023-24.

Vendor	Recommendation	FY 2022-2023 ENCUMBRANCE	FY 2022-2023 INCREASE or <DECREASE>	FY 2022-2023 TOTAL ENCUMBRANCE
Budget Unit 3300 – Ventura County Medical Center				
Cross Country Staffing Inc. dba Cross Country Healthcare Services	1	\$0	\$100,000	\$100,000
Mission Search Contract Services, Inc.	2	\$549,800	\$39,650	\$589,450
Preferred Healthcare Registry, Inc.	5	\$0	\$456,750	\$456,750
Huron Consulting Services LLC	6 and 7	\$0	\$283,000	\$283,000
TOTAL		\$549,800	\$879,400	\$1,429,200

Current Year Fiscal Budget

Current FY 2022-23 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$597,277,305	\$597,277,305	\$597,277,305	\$0
Revenue	\$597,588,755	\$597,588,755	\$597,588,755	\$0
Operational Income/ (Loss)	\$311,450	\$311,450	\$311,450	\$0

Sufficient revenue and appropriations are included in the FY 22-23 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION:

Cross County (Exhibit 1) is one of largest temporary staffing firms, and currently provides staffing for clinical laboratory and allied positions. The contract before your Board is exclusively for temporary allied staff. Allied staffing positions will no longer be provided through contract No. 6379.

Mission Search (Exhibit 2) provides interim leadership staff while HCA recruits for permanent placements. The amendment before your Board adds to the list of available assignments an interim assistant chief nurse officer with a focus on emergency services, and increases the not-to-exceed amount for fiscal year 2022-23 to cover critical positions while the search for permanent placements continues.

1st Credentialing (Exhibit 3) On July 30, 2021, the County issued a Request for Proposal seeking to identify qualified vendors for provider payor enrollment services for the 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 RFP was awarded, the work required of 1st Credentialing has increased. The amendment before your Board authorizes 1st Credentialing to use offshore employees to fulfill selected contract responsibilities. All work performed by the offshore team is overseen and directed by the credentialing coordinators located in the United States (U.S.). Additionally, 1st Credentialing has systems and security in place to protect sensitive data, and all direct communication with clients, payors, and providers is handled by the U.S. based team. This change will allow 1st Credentialing the flexibility needed to ensure work is performed in a timely manner as required by the No Surprises Act of the 2021 Consolidated Appropriations Act.

Stericycle (Exhibit 4) provides hazardous material waste pickup and transport from Ventura County Medical Center and Santa Paula Hospital. The MSA before your board covers the disposal of pharmaceutical/sharps waste, hazardous waste, and controlled substance disposal. The contract is effective July 1, 2022, through June 30, 2027. This contract is subject to the County's living wage ordinance. The MSA also provides that

HCA must pay an interest penalty of 1.5% per month on late payments, and must pay Stericycle's attorney fees and costs in any collection action. We are requesting that your Board authorize waiver of County Administrative Manual Policy No. VI-1 prohibiting the inclusion of attorney fee and interest provisions in County contracts.

Preferred Healthcare (Exhibit 5) provides temporary physical and occupational therapists for inpatient and outpatient therapy, to cover vacancies, vacations and medical leaves.

Huron (Exhibit 6) the CDI software was implemented to monitor and support the clinical documentation reviews. Included in the CDI software is TruCode Encoder Essentials which automatically presents critical coding information for coders precisely when and where they need it, all within a single screen. Coders balance accuracy with productivity by using TruCode's streamlined coding workflow and renowned research pane.

Huron (Exhibit 7) the revenue cycle functions include pre-registration, insurance verification, financial counseling, medical records coding, vendor management, and accounts receivable management (billing, collections, and account resolution). The revenue cycle analytics software and revenue cycle workflow software provide HCA with the ability to analyze and report revenue cycle information.

Ingenious Med (Exhibit 8) is a third-party billing vendor for Renal Consultants of Ventura County, Inc. (Renal Consultants). Renal Consultants is a medical group practice with three locations in Ventura County which provides nephrology services at Ventura County Medical Center. The data sharing agreement authorizes patient information data transfer between the County and Ingenious Med in compliance with the Health Insurance Portability and Accountability Act of 1996 (HIPAA).

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

Exhibits

- Exhibit 1 – Cross Country Staffing Inc. dba Cross Country Healthcare Services - Supplemental Allied Staffing Agreement
- Exhibit 2 – Mission Search Contract Services, Inc. - Amendment No. 15 to Contract No. 7747
- Exhibit 3 – SysInformation Healthcare Services, LLC dba 1st Credentialing - Amendment No. 1 to Contract No. 8645
- Exhibit 4 – Stericycle, Inc. - Master Service Agreement
- Exhibit 5 - Preferred Healthcare Registry Inc. - Amendment No. 18 to Contract No. 6462
- Exhibit 6 - Huron Consulting Services LLC - Amendment No. 3 to Hosted Software Subscription Agreement
- Exhibit 7 - Huron Consulting Services LLC - Amendment No. 5 to Amended and Restated Hosted Software Subscription Agreement
- Exhibit 8 - Ingenious Med, Inc. - Data Sharing Agreement