

December 13, 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, Amendment No. 1 to the Group Purchasing Program Statement of Work with Vizient, Inc. (Vizient) Effective November 1, 2022; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, the Vizient Analytics Services Order Form with Vizient, Effective January 1, 2023, for a 34 Month Subscription to the Vizient Savings Actualizer – Pharmacy, for a Total Amount of \$101,993.**

**RECOMMENDATIONS**

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 1 to the Group Purchasing Program Statement of Work with Vizient, Inc. (Vizient) (Exhibit 1) for group purchasing program services, effective November 1, 2022, and ratify the Health Care Agency's (HCA) authorization of Vizient to provide services under the terms of the amendment in anticipation of your Board's approval.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, the Vizient Analytics Services Order Form with Vizient for subscription to the Vizient Savings Actualizer – Pharmacy (Exhibit 2) effective January 1, 2023, with a subscription fee of \$35,000 for the period January 1, 2023 through December 31, 2023, \$36,050 for period January 1, 2024 through December 31, 2024, and \$30,943 for the period January 1, 2025 through October 31, 2025 for a total amount of \$101,993.

**REASON FOR RATIFICATION**

HCA authorized Vizient to provide services under the terms of the proposed amendments pending your Board's approval.

## **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 this agreement:

	<u>CY 2022-23</u>	<u>CY 2023-24</u>
REVENUE:	\$35,000	\$36,050
DIRECT COSTS:	\$35,000	\$36,050
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

## **Current Year Fiscal Budget**

<b>Current FY 2022-23 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	\$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**

The Vizient Group Purchasing Program Statement of Work approved by your Board on September 20, 2022 inadvertently stated the fee share percentage will be based on the total administrative fees, rather than the total purchases. The amendment before your Board corrects this language.

Under the Vizient Analytics Services Order Form County will purchase a 34-month subscription to use Vizient's Savings Actualizer – Pharmacy program. This subscription will provide County with a customizable dashboard that displays key metrics from applications and can be used to enhance pharmacy workflow efficiency, monitor performance measurements, pharmacy spend, and trends, quickly identify initiatives with the biggest opportunity for savings, and provide ad-hoc data analysis and a repository of prebuilt reports.

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 – Vizient, Inc. - Amendment No. 1 to the Group Purchasing Program  
Statement of Work

Exhibit 2 – Vizient, Inc. - Analytics Services Order Form- VSA Pharmacy