
Setting the Standard in Health Care Excellence

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, a Supplemental Staffing Agreement with SnapMedTech, Inc. Doing Business As SnapNurse, for Temporary Nurse Staffing Services; Authorization for the Purchasing Agent or Designee to Increase or Decrease the Individual Contract Amounts for Specified Nurse Registries as Needed, Provided that the Aggregate Amount Paid for Temporary Nurse Staffing Services Does Not Exceed \$18,700,000 in FY 2022-23.

RECOMMENDATIONS

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, a supplemental staffing agreement with SnapMedTech, Inc. doing business as SnapNurse (SnapNurse) (Exhibit 1) effective December 13, 2022, for temporary nursing staffing services.
2. That your Board authorize the Purchasing Agent or designee to increase or decrease the individual contract amounts for the specified nurse registries as needed, provided that the aggregate amount paid for temporary nurse services does not exceed \$18,700,000 for FY 2022-23 (Table 1). There is no fiscal change with this recommendation.

FISCAL IMPACT

There is no fiscal impact with this item. Funding for nurse staffing services was last approved by your Board on November 1, 2022, agenda item No. 31. Sufficient revenue and appropriations are included in the FY22-23 adopted budget.

Table 1: Nurse Registry Services – Funding Pool – FY2022-23

Registry	FY 2021-2022 EXPENDITURES	FY 2022-2023 BUDGET AMOUNT	FY 2022-2023 ENCUMBRANCE	FY 2022-2023 INCREASE or <DECREASE>	FY 2022-2023 TOTAL ENCUMBRANCE
Budget Unit 3300					
AB Staffing Solutions, LLC	\$50,000	\$0	\$375,000	-\$175,000	\$200,000
AMN Healthcare, Inc.	\$0	\$0	\$250,000		\$250,000
Aya Healthcare, Inc.	\$5,825,000	\$5,700,000	\$2,225,000		\$2,225,000
Huffmaster Crisis Response Inc. dba BlueForce Healthcare Staffing	\$0	\$0	\$11,000,000		\$11,000,000
Cross Country Staffing, Inc. dba Cross Country Healthcare Services	\$0	\$0	\$300,000		\$300,000
Medical Solutions, LLC	\$1,750,000	\$0	\$4,300,000		\$4,300,000
MLee Healthcare Staffing and Recruiting Inc. dba McCall and Lee, LLC	\$0	\$0	\$75,000		\$75,000
SnapMedTech, Inc. dba SnapNurse	\$0	\$0	\$0	\$250,000	\$250,000
TheKey of California, LLC	\$25,000	\$0	\$175,000	-\$75,000	\$100,000
Total	\$7,650,000	\$5,700,000	\$18,700,000	\$0	\$18,700,000


DISCUSSION

The Health Care Agency (HCA) uses registry and/or traveling nurses to fill short-term staffing shortages, provide additional support for census fluctuations and patient acuities, and help ease the burden of difficult-to-fill nursing positions. Nurse staffing services vendors can fill these sudden and short-term vacancies more easily than HCA, which prevents gaps in staffing and assures patient access.

SnapNurse is an emerging leader in healthcare staffing, founded in 2017. With more than 225,000 registered nurses serving over 1,000 partnered facilities, SnapNurse's staffing technology fills short-term nursing vacancies in less than 48 hours, a departure from the 14-day average of traditional staffing agencies. With the critical shortage of pediatric nurses, HCA has broadened the search for qualified nurses to ensure the continuity of care to our patients.

Because HCA contracts with a number of different nurse staffing services vendors to ensure the provision of full care and complete services for the patients we serve and compliance with State-mandated nurse staffing ratios, we are requesting flexibility for the Purchasing Agent to reallocate funds as needed among the registries listed in Table No. 1, with an aggregate FY 2022-23 amount for all the agreements not to exceed \$18,700,000, as approved by your Board on November 1, 2022 (Table No. 1).

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

EXHIBIT

Exhibit 1 – SnapMedTech, Inc. dba SnapNurse Supplemental Staffing Agreement