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*Setting the Standard in Health Care Excellence*

February 28, 2023

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, Amendments to the Agreements with AB Staffing Solutions, LLC, AMN Healthcare Services, Inc. d/b/a AMN Workforce Solutions, LLC., and XPRT Staffing Inc. for Temporary Staffing Services, and Matrix Strategies, Inc., for Consulting Services, Increasing the Aggregate Not-To-Exceed Amount by \$1,200,000 to \$2,392,264 for FY 2022-23.**

**RECOMMENDATION:**

That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 4 to contract No. 8667 with AB Staffing Solutions, LLC (AB Staffing) (Exhibit 1), amendment No. 25 to contract No. 5660 with AMN Healthcare Services, Inc. d/b/a AMN Workforce Solutions, LLC. (AMN) (Exhibit 2), and amendment No. 8 to contract No. 7921 with XPRT Staffing Inc. (XPRT Staffing) (Exhibit 4) for temporary staffing services, and amendment No. 7 to contract 8261 with Matrix Strategies, Inc. (Matrix) (Exhibit 3), for consulting services, increasing the aggregate not-to-exceed amount by \$1,200,000 to \$2,392,264 for FY 2022-23 (as set forth in Table No. 1).

**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:	\$1,200,000	\$0
DIRECT COSTS:	\$1,200,000	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

**Table No. 1**

Vendor	Exhibit No.	Recommendation	2022-2023	2022-2023	2022-2023
			ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300 – Ventura County Medical Center					
AB Staffing Solutions, LLC (Contract 8667)	1	1	\$500,000	\$600,000	\$1,100,000
AMN Healthcare Services, Inc. d/b/a AMN Workforce Solutions, LLC (MedPartners HIM)	2	1	\$175,000	\$50,000	\$225,000
Matrix Strategies, Inc.	3	1	\$267,254	\$200,000	\$467,254
XPRT Staffing Inc.	4	1	\$250,000	\$350,000	\$600,000
TOTAL			\$1,192,254	\$1,200,000	\$2,392,254

**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>
<b>Expenditures</b>	\$597,277,305	\$627,489,238	\$620,091,297	\$7,397,941
<b>Revenue</b>	\$597,588,755	\$604,063,467	\$612,518,590	\$8,455,123
<b>Operational Income/(Loss)</b>	\$311,450	(\$23,425,771)	(\$7,572,707)	\$15,853,064

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:**

**AB Staffing** (Exhibit 1) provides temporary staffing services for nursing, clinical laboratory, auxiliary services, and physician locum tenens. The amendment before your Board increases the contract not-to-exceed amount for auxiliary temporary staffing services. The increase is necessary to provide additional ultrasonographers as needed to meet operational staffing needs in the hospital imaging department, respiratory therapists are needed to backfill one extended leave of absence and two respiratory therapist vacancies. The Health Care Agency (HCA) continues to recruit for the vacant positions.


**AMN** (Exhibit 2) provides interim outpatient & inpatient coding services, including coordination with the Clinical Documentation Improvement (CDI) nurses on appropriate coding and Diagnostic Review Group (DRG) assignment. In this role, AMN provides as-needed support to reduce the time from patient discharge to the time the claim is released for billing. The amendment before your Board increases the contract not-to-exceed amount to support extended staffing vacancies which are expected to continue throughout calendar year 2023. In addition, the Health Information Management (HIM) department currently has several coders out on leave, and there has been an increase in emergency room visits and hospital census, increasing the workload within HIM. AMN has several certified staff that fill in the role of a coder when the need is present.

The coding function requires a high level of proficiency, training, and integrity. AMN has been a partner with HCA HIM for many years and meets these organizational and regulatory standards for coding inpatient records. Providing this additional support will reduce the records waiting for coding by approximately forty percent, allowing for claims to be processed timelier. Additionally, extending these services will allow time to support staff currently out on extended leave, and recruit for positions as necessary.

**Matrix** (Exhibit 3) provides consulting support in renegotiations of third-party payor agreements. Matrix has been instrumental in assisting HCA in the negotiations with the third-party payors. Many of these contracts have not been negotiated since 2018 or before. The amendment before your Board increases the contract not-to-exceed amount to allow Matrix to continue working the HCA to revise additional 3<sup>rd</sup> party payor agreements.

**XPRT Staffing** (Exhibit 4) provides temporary radiology staffing services. The amendment before your Board increases the contract not-to-exceed amount to provide additional ultrasonographers and MRI technicians needed to cover operational staffing needs to meet business demands. X-ray technicians are also needed to backfill three open vacancies. Within the cardiology department, additional echocardiograph technicians are needed to cover operational staffing needs to meet business demands. HCA is continuing to recruit for the open vacancies.

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 - AB Staffing Solutions, LLC Amendment No. 4 to Contract No. 8667

Exhibit 2 - AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC  
Amendment 25 to Contract 5660

Exhibit 3 - Matrix Strategies, Inc. Amendment No. 7 to Contract 8261

Exhibit 4 - XPRT Staffing Inc. Amendment No. 8 to Contract No. 7921