



**COUNTY OF SAN MATEO**  
Inter-Departmental Correspondence  
Health System



**Date:** January 28, 2016  
**Board Meeting Date:** February 23, 2016  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Louise Rogers, Chief, Health System  
Susan Ehrlich, MD, MPP, Chief Executive Officer, San Mateo Medical Center

**Subject:** Authorization to increase amount relating to Statement of Work No. 2 with MedAssets Supply Chain Systems, LLC, to provide access to registry staff agreements.

**RECOMMENDATION:**

Adopt a resolution authorizing an increase in funds available for services provided pursuant to Statement of Work No. 2 with MedAssets Supply Chain Systems, LLC, to provide access to their portfolio of professional registry staff agreements, increasing the amount by \$6,000,000 for a new amount not to exceed \$22,569,000.

**BACKGROUND:**

In June 2011, your Board approved an amendment (Statement of Work No. 2) to the agreement with MedAssets Supply Chain Systems, LLC (MedAssets), the primary group purchasing organization for San Mateo Medical Center (SMMC). The purpose of the amendment was to include Proluent Workforce Management (Proluent) services, which allow SMMC to utilize professional third party registry staffing agreements to augment nursing and other professional staff when necessary at volume-negotiated rates, with no administrative cost to the County. SMMC also accesses the agreements with third party registry providers through the MedAssets proprietary scheduling software, Work Force Solutions, also provided at no cost to the County. By using MedAsset's bulk negotiating power to enter into agreements for these registry staffing services, SMMC has been able to obtain substantial cost savings compared to its prior use of professional registry staffing services from more than a dozen separate providers.

**DISCUSSION:**

Throughout the term of the agreement, SMMC has used Proluent's professional registry staffing services to fill critical staffing shortages in nursing, physical therapy,

audiology, and pharmacy staffing, at a higher than expected rate of utilization. In addition, other divisions of the Health System have expressed interest in leveraging Proluent to fill their own staffing shortages, using SMMC's existing agreement. As a result, SMMC is requesting that your Board approve this resolution to increase the maximum amount by \$6,000,000 in order to fund such services through the end of the current term, January 31, 2017. Please note that Statement of Work No. 2 is attached for your Board's reference although it does not require any changes in order to implement this increase. In May 2016, SMMC will issue a Request for Proposals (RFP) for professional registry staffing services in order to ensure that the County continues to receive the best rates for such services.

The resolution has been reviewed and approved by County Counsel as to form.

Approval of this resolution contributes to the Shared Vision 2025 outcome of a Healthy Community by providing access to quality professional staffing for the safety and care of patients, both at SMMC and in other Health System divisions. It is anticipated that requests for temporary professional registry staff will be filled within 24 hours of request 100% of the time.

**PERFORMANCE MEASURE:**

Measure	FY 2014-15 Actual	FY 2015-16 Projected
Fill SMMC's request for temporary professional registry staff within 24 hours of request	100%	100%

**FISCAL IMPACT:**

The term of this agreement is February 1, 2011, through January 31, 2017. The revised amount of services authorized by the Board under the agreement is \$22,569,000. Funds in the amount of \$2,500,000 are included in the SMMC FY 2015-16 Adopted Budget and funds in the amount of \$3,500,000 will be included in the SMMC FY 2016-17 Recommended Budget.

Expenses at SMMC are covered by fees for services or third-party payors whenever possible. The portion of expenses for services provided to the medical indigent or to those covered by programs that do not fully meet the costs of care is covered by the County General Fund contribution to SMMC, and are within the existing annual appropriation.