



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: December 8, 2016
Board Meeting Date: January 24, 2017
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise Rogers, Chief, Health System

Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

Subject: Agreement with MedAssets Performance Management Solutions, Inc. to Provide Access to Professional Staffing Agreements

RECOMMENDATION:

Adopt a resolution authorizing an agreement with MedAssets Performance Management Solutions, Inc. to provide access to registry staffing agreements, for the term February 1, 2017, through January 31, 2022, in an amount not to exceed \$30,000,000.

BACKGROUND:

San Mateo Medical Center (SMMC) often has a need to supplement clinical employees and contracted staff with “as needed,” short-term clinical staff such as nurses, doctors, and other providers due to staffing and patient volume fluctuations. Such services are provided by third-party registry staffing vendors. Since January 2011, SMMC has contracted with MedAssets Performance Management Solutions, Inc. (MedAssets) for these staffing services. MedAssets contracts with vendors that provide commodities and services at discounted rates, including for registry staffing services, under the County’s existing Group Purchasing Organization (GPO) agreement with MedAssets. Use of MedAssets registry staffing services via the GPO allows SMMC to utilize third-party professional registry staffing agreements at volume-negotiated rates to augment permanent nursing and other professional staff when necessary, with no administrative cost to the County.

DISCUSSION:

In October 2016, SMMC completed a Request for Proposals for professional registry staffing services. Vizient, Inc., submitted a proposal on behalf their subsidiary MedAssets, which was chosen once again based on pricing and their broad range of staffing agreements. SMMC has successfully used MedAssets to fill critical staffing shortages in nursing, physical therapy, audiology, pharmacy staffing, and other departments in the past, and the number of vendors available through MedAssets should meet SMMC’s future needs. In addition, other divisions of the Health System

have expressed interest in leveraging MedAssets to fill their own staffing shortages using this agreement.

The County's Contract Compliance Committee has approved a waiver request for a five-year term for this agreement.

The resolution contains the County's standard provisions allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

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

Approval of this agreement 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 2015-16 Actual	FY 2016-17 Projected
Requests for temporary professional registry staff will be filled within 24 hours of request	100%	100%

FISCAL IMPACT:

The term of the agreement is February 1, 2017, through January 31, 2022. The amount of the agreement is not to exceed \$30,000,000. Funds in the amount of \$2,500,000 are included in the SMMC FY 2016-17 Adopted Budget. Funds in the amount of \$6,000,000 will be included in the SMMC FY 2017-18 Recommended Budget. Similar arrangements will be made for future years.

Compared to the previous agreement, the not-to-exceed amount is increasing by 36% as a result of significant increases in the market rates for temporary staffing services and due to SMMC's anticipated utilization of resources. Specifically, SMMC's high inpatient census on 2AB, 3AB and PES has forced us to be more reliant on temporary registry staffing. We will continue to aggressively manage these costs but we need access to this flex staffing in order to ensure compliance with regulatory staffing requirements.

In addition, SMMC will be utilizing this agreement for professional registry services including physician locum tenens services to cover for permanent staff in situations including time off, staff vacancies, seasonal increases and employee transition periods.

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 are covered by the County General Fund contribution to SMMC, and are within the existing annual appropriation.

Request for Proposals – Matrix

1	Where was the RFP advertised?	San Mateo Medical Center Website San Mateo County Procurement Website Public Purchase Website Examiner- San Mateo Weekly
2	In addition to any advertisement, list others to whom the RFP announcement was sent:	Vizient Inc., Healthcare Staffing Professional, Inc., Professional Staffing, American Staffing Registry, Inc., Associate Health Professional, Inc. DRG HealthCare Staffing, United Staffing Registry, Inc. Professional Reliable Nurses, Inc., Allure Medical Staffing, Inc. Premier Staffing Source, Inc., Health Trust Purchasing Group, MAGNET Co-Op, Physicians' Alliance of America, Innovatix, LLC, Intalere, Essensa, NuAire, Managed Health Care Associates, Inc., Hospital Central Services, Inc. & Affiliates, Platinum Healthcare, Just In Time Staffing, DialMED Home Care, Preferred Health Care Services, ASAP Services, LLC, Premier Healthcare Professionals, American Traveler Staffing Professionals, LLC Westways Staffing Services, Inc. Pro-Tem Personnel Healthcare Staffing Professionals, PROCEL Temporary Services, Inc. NurseStaffing Associated Health Professionals, Inc. All Star Staffing, StafferLink, Inc Supplemental Health Care, Management Solution LLC
3	State the total number of RFP's sent to prospective proposers:	36
4	How many proposals did you receive?	3
5	List in alphabetical order the names of the proposers (or finalists, if applicable) and the location:	Management Solutions, LLC, Long Beach, CA Supplemental Health Care Services, Inc., Park City, Utah Vizient, Inc., Irving, TX on behalf of their subsidiary MedAssets Performance Management Solutions