



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 22-047

Board Meeting Date: 1/25/2022

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise F. Rogers, Chief, San Mateo County Health
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

Subject: Agreement with Vaya Workforce Solutions, LLC to Provide Professional Registry Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Vaya Workforce Solutions, LLC to provide professional registry services for the term of February 1, 2022 through January 31, 2027, in an amount not to exceed \$45,000,000.

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 vendor. Since February 2017, SMMC has been contracting with MedAssets registry staffing services, which changed their name to Vaya Workforce Solutions LLC (Vaya) in October 2021.

In November, 2021, SMMC completed a Request for Proposals (RFP) for professional registry services; Vaya was one of the responding bidders to this RFP and ultimately was selected to provide these registry services .

DISCUSSION:

SMMC recommends entering into a new agreement with Vaya due to their experience in the industry, their broad range of staffing agreements and their track record in providing staffing services to SMMC over the last five years.

County Counsel has reviewed and approved the resolution and agreement as to form.

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

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

It is anticipated that requests for temporary professional registry staff will be filled within 24 hours of request.

PERFORMANCE MEASURE:

Measure	FY 2021-22 Estimated	FY 2022-23 Projected
Percentage of requests for temporary professional registry staff filled within 24 hours of request	100%	100%

FISCAL IMPACT:

The term of the agreement is February 1, 2022 through January 31, 2027. The amount of the agreement is not to exceed \$45,000,000 for the five-year term. Funds in the amount of \$3,750,000 are included in the SMMC FY 2021-22 Adopted Budget. Funds in the amount of \$9,000,000 are included in the SMMC FY 2022-23 Recommended Budget. Similar arrangements will be made for future years.

The payment provisions and levels of services in this agreement significantly differ from that of the previous agreement; the total value of the new agreement represents a 40% increase compared to that of the previous agreement. Specifically, the total number of service hours has increased by 15% compared to the previous contract, which covered only nurse staffing. The new agreement scope of services has been expanded to include ancillary staff, locum tenens medical doctor staffing, and project managers. The new agreement also represents an average 17% increase in hourly staffing rates compared to the previous agreement, due in part to nationwide shortages of healthcare workers and the continued COVID-19 pandemic.

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

ATTACHMENT:

RFP Matrix