

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



217

FROM: Riverside County Regional Medical Center

SUBMITTAL DATE:
December 13, 2011

SUBJECT: Professional Services Agreement for RightSourcing, Inc. a Division of Comforce

RECOMMENDED MOTION: Move that the Board of Supervisors:

- 1) Approve and authorize the Chairman of the Board to sign the Professional Services Agreement with RightSourcing, Inc. a Division of Comforce to provide comprehensive registry staffing management services for Riverside County Regional Medical Center, effective the date of final execution and continue for a consecutive twelve months, with the option to renew for four (4) additional one-year period not to exceed the aggregate amount of \$22,500,000 annually; and
- 2) Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise renewal options, based on the availability of fiscal funding, and to sign amendments that do not change the substantive terms of the agreement up to ten percent the maximum contract amount.

BACKGROUND:

Riverside County Regional Medical Center (RCRMC) has contracted with various separate agencies and maintained a registry workforce of healthcare professionals. These registry staffing (cont'd pg 2)

Ellie Bennett for Douglas D. Bagley
Ellie Bennett for Douglas D. Bagley, Hospital Director

FINANCIAL DATA	Current F.Y. Total Cost:	\$11,250,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2011/2012

SOURCE OF FUNDS: 100% Hospital Enterprise Funds	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE
Debra Cournoyer
BY Debra Cournoyer

County Executive Office Signature

FORM APPROVED BY COUNTY COUNSEL
 DATE
 BY: NEAL R. KIPNIS
 Departmental Confidential
 Purchasing: Mark Self, Assistant Director
 Policy Policy
 Consent Consent
 ATTACHMENTS FILED WITH THE CLERK OF THE BOARD
 Per Exec. Ofc.:

3.29

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BACKGROUND (continued): agreements are utilized to meet the volume of patients being served by RCRMC and function within an industry-wide specialty healthcare worker shortage. The management of these registry workforces is divided among managers and supervisors within the hospital departments that include nursing administration, nurse staffing, dietary services, pharmacy, radiology, respiratory, diagnostic services, rehabilitation services, and psychiatric unit. Management and administration of all registries requires substantial oversight and extensive time commitment from all managers in these departments. The effort put forth in requesting, scheduling, assigning, and monitoring the competencies and qualifications of these registry healthcare professionals, divert valuable time from their regularly scheduled clinical duties in care for our patients.

In an effort to improve and successfully identify qualified firms that can assist the hospital to manage the registry workforce vendors and coordinate registry staffing needs, the Board of Supervisors approved County Purchasing on behalf of RCRMC to release Request for Proposal (RFP MCARC159) initially on March 15, 2011; #3.39 and final approval on April 26, 2011; #3.40. Solicitations were sent to sixty-nine (69) prospective vendors specializing in this service and advertised on the County's Internet/Website. Twenty-two (22) bids were received and screened. Initial screening of the bids resulted in five (5) companies meeting the minimum requirements of the RFP. The five proposals were evaluated by five hospital employees. Subsequently, the evaluation team reviewed in detail and evaluated the proposals in which the evaluation team requested three (3) finalists to provide a one hour demonstration and interview of each company and their product. As a result of the demonstration and interview session, County Purchasing provided additional questions in writing to the 3 bidders and requested a "Best and Final Offer" (BAFO) bid. The evaluation team re-reviewed and provided their final score of each vendor based on the bidder's overall responsiveness to the RFP requirements, their experience, the ability to perform the services and overall cost. The BAFO scores ranged from 38.15 to 42.97 as the highest. RightSourcing, Inc. a Division of Comforce, received the highest score and was determined to be the most responsible/responsive bidder with the low bid of \$1,203,401.90 (\$1,204,000 rounded).

For the past 15 years, RightSourcing has successfully utilized people, process and technology to deliver innovative solutions to over 200+ clinical clients, nationally and globally. RightSourcing has been successfully implementing this specific service longer than any other company; assisting their clients streamline processes, decrease contract staffing costs and utilization. By implementing this service RCRMC would assert a nine percent (9%) annualized savings (reduction) in Travel Nurse Registry cost alone; which would represent significant savings. Therefore, the Director of RCRMC requests the Board to approve the recommended motions.

PRICE REASONABLENESS: Based on the BAFO results for best price and value to the County, the allocated amounts illustrated below from each bidder were derived from an eight (8) hour rate and an average number of hours the hospital used per month from FY 2010/2011 as follows: (listed in alphabetical order by vendor)

Vendor	Allocated Amount
Medical Staffing Network (MSN)	\$1,330,925.00
RightSourcing Comforce	\$1,203,401.90
Supplemental Health Care (SHC)	\$1,290,433.50

FINANCIAL IMPACT: 100% - Hospital Enterprise Funding. \$11,250,000 will be applied to fiscal year 2011/2012. The amount for fiscal year 2012/2013 will be \$22,500,000.

REVIEW/APPROVAL: County Counsel and County Purchasing