

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



ITEM
3.26
(ID # 6682)

MEETING DATE:

Tuesday, April 10, 2018

FROM : RUHS-MEDICAL CENTER:

SUBJECT: RIVERSIDE UNIVERSITY HEALTH SYSTEM- MEDICAL CENTER: Ratification and approval of the First Amendment to the Professional Service Agreement for Comprehensive Assessment/Consultative Services for Case Management and Clinical Services between the County of Riverside and Soyring Consulting, Inc.; All Districts [Total Cost \$602,830; up to \$60,283 in additional compensation], Hospital Enterprise Fund

RECOMMENDED MOTION: That the Board of Supervisors:

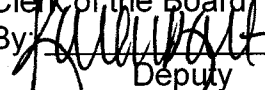
1. Ratify and approve the First Amendment to the Professional Service Agreement for Comprehensive Assessment/Consultative Services for Case Management and Clinical Services Between the County of Riverside and Soyring Consulting, Inc. to extend the period of performance from March 1, 2018 through August 31, 2018 and increase the maximum contract amount by \$233,000 from \$369,830 to \$602,830, and authorize the Chairman of the Board to sign the amendment on behalf of the County.
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on the availability of fiscal funding and as approved by County Counsel to: sign amendments that do not change the substantive terms of the agreement and sign amendments to the compensation provisions that do not exceed ten (10) percent annually

ACTION:

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Jeffries, seconded by Supervisor Perez and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Tavaglione, Washington, Perez and Ashley
Nays: None
Absent: None
Date: April 10, 2018
xc: RUHS, Purchasing

Kecia Harper-Ihem
Clerk of the Board
By: 
Deputy

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FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost
COST	\$ 525,163.33	\$ 77,666.67	\$ 602,830	
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0
SOURCE OF FUNDS: Hospital Enterprise Fund - 40050			Budget Adjustment: NO	
			For Fiscal Year: 17/18-18/19	

C.E.O. RECOMMENDATION: [CEO use]

BACKGROUND:

Summary

The requested board action will allow the Medical Center to extend the Soyring Consultant contract term for an additional six months to allow Soyring to continue their role as a Consultant to the Medical Center and Arlington Campus to provide consultative services and acting Interim Director of Case Management / UR / Social Services. Assisting as an Interim Director will enable Soyring to provide continued guidance and recommendations for strengthening Admitting and Discharge protocols for Process improvements in patient care that impact both the hospital and the inpatient treatment facility at the Arlington campus. Additionally, Soyring will continue to collaborate with Administrative leadership on observing performance metrics; DRG, Patient Satisfaction, Denials to allow for progress in the complete daily hospital performance.

Soyring Consulting has proven to be an effective component in producing positive results in quality of care and working with department staff on developing and sustaining department goals. Soyring has accomplished the following goals in their six month period of performance::

- Completed and delivered Soyring Case Management Assessment Report on time with recommendations;
- Proposed structure and staffing model for department to meet the demands/needs of patients with qualified RN and social worker case managers at the Moreno Valley campus and the Arlington campus;
- Established new policies and procedures;
- Revise (continually) pre-existing and redundant workflows to reduce backlog days and denials by streamlining processes such as establishing a 24/7 Emergency Room Integrated Care Management team to work with physicians for appropriate patient stay (inpatient vs observation status);
- Reduced InterQual backlog days from 2900 days to as low as <10; and
- Reduced case management controlled outstanding Accounts Receivable by >40% over 3 months.

Impact on Residents and Businesses

The residents and current patients of the hospital and Arlington campus will continue to benefit from revised and newly developed structures and staffing models. Streamlining processes has

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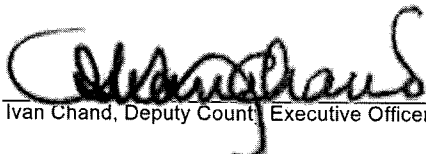
allowed the hospital to develop new integrated processes that will meet the demands and the needs of patients. The continued goal is to focus on improving quality of care.

Contract History and Price Reasonableness

On August 29, 2017 Agenda Item 3.86, the Board of Supervisors approved the Professional Services Agreement with Soyring Consulting to provide Comprehensive Assessment/ Consultative Services for Case Management and Clinical Services in the amount of \$369,830.

ATTACHEMENTS:

**Attachment A: FIRST AMENDMENT TO THE PROFESSIONAL SERVICE
AGREEMENT FOR COMPREHENSIVE ASSESSMENT/
CONSULTATIVE SERVICES FOR CASE MANAGEMENT AND
CLINICAL SERVICES BETWEEN THE COUNTY OF RIVERSIDE AND
SOYRING CONSULTING, INC.**



Ivan Chand, Deputy County Executive Officer 4/2/2018

**FIRST AMENDMENT TO THE PROFESSIONAL SERVICE AGREEMENT FOR
COMPREHENSIVE ASSESSMENT/CONSULTATIVE SERVICES
FOR CASE MANAGEMENT AND CLINICAL SERVICES
BETWEEN THE COUNTY OF RIVERSIDE AND SOYRING CONSULTING, INC.**

That certain Professional Service Agreement for Comprehensive Assessment/Consultative Services for Case Management and Clinical Services, approved August 29, 2017, Agenda Item No. 3.86 (Agreement), made by and between the County of Riverside ("COUNTY") a political subdivision of the State of California on behalf of Riverside University Health System ("RUHS") and Soyring Consulting, Inc., a Florida corporation ("CONTRACTOR"), is hereby amended as follows:

1. Subsection 2.1 of Section 2. Period of Performance is hereby amended to extend the period of performance as follows:

"The period of performance of this Agreement shall be extended for six (6) months commencing on March 1, 2018 and terminating on August 31, 2018 (the "Subsequent Term")."
2. Subsection 3.1 of Section 3. Compensation is hereby amended to increase the maximum compensation amount as follows:

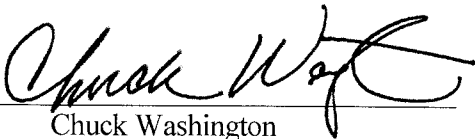
"Maximum payments by COUNTY to CONTRACTOR shall not exceed \$602,830 for the duration of the Agreement including all expenses."
3. Exhibit B, Payment Provisions, shall be deleted in its entirety and replaced with Exhibit B, Payment Provisions, attached hereto and incorporated herein.
4. All other terms and conditions of the Agreement shall remain unchanged and in full force and effect.
5. Effective Date. This First Amendment to the Agreement shall become effective March 1, 2018.


[Intentionally Left Blank; Signature Page Follows]

IN WITNESS WHEREOF, the parties hereto have caused their duly authorized representatives to execute this First Amendment.

COUNTY OF RIVERSIDE, a political subdivision of the State of California

SOYRING CONSULTING, INC.

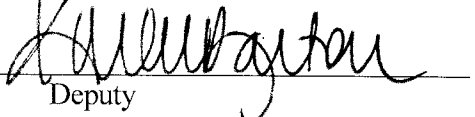
By: 
Chuck Washington
Chairman, Board of Supervisors

By: 
[name], Joseph Grestekovak
[title] Pres & COO

Date: APR 10 2018

Date: 3/26/2018

ATTEST:
Kecia Harper-Ihem
Clerk of the Board

By: 
Deputy

APPROVED AS TO FORM:
Gregory P. Priamos
County Counsel

By:  3/28/18
Danielle Maland
Deputy County Counsel

PAYMENT PROVISION

Soyring Consulting, Inc.

- 1.0 This Exhibit B outlines the fees and expenses for the Engagement, as outlined in the foregoing Professional Service Agreement. For the Interim Director of Case Management/UR and Social Services described in Part B of Paragraph 1.0 of Exhibit "A", CONTRACTOR shall receive \$6,000 per week that the individual serves in this role, with a minimum twelve (12) week commitment and automatic renewals of four weeks each until RUHS provides at least 30 days' notice of termination, or the period of performance of this Agreement terminates. CONTRACTOR's expenses shall not exceed \$160,690 for the duration of this Agreement.
- 2.0 CONTRACTOR shall submit a monthly invoice in arrears for services rendered. Such invoice shall be submitted no later than the 15th day of the month. COUNTY will pay for such services billed no later than forty-five (45) days from the date of the invoice.
- 3.0 Maximum payments by COUNTY to CONTRACTOR shall not exceed \$602,830 for the duration of this Agreement including all expenses.
- 4.0 Travel or related expenses incurred by CONTRACTOR while performing functions on behalf of COUNTY at the request of COUNTY will be reimbursed in accordance with the procedures and standards set out in Board Policy D-1. The Board Policy D-1 can be found for public access on <http://www.rivcocob.org/boardpolicies/policy-d/POLICY-DO1.pdf>.