



**SUBMITTAL TO THE RIVERSIDE UNIVERSITY HEALTH
SYSTEM MEDICAL CENTER GOVERNING BOARD
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



ITEM: 15.3
(ID # 12313)

MEETING DATE:
Tuesday, August 04, 2020

FROM: RUHS-MEDICAL CENTER:

SUBJECT: RIVERSIDE UNIVERSITY HEALTH SYSTEM-MEDICAL CENTER: Ratification and Approval of the Eighteenth Amendment to the Agreement with RightSourcing, Inc. for Vendor Management Services Effective March 1, 2020 through June 30, 2020; All Districts. [Total Cost Increase \$8,561,386; up to \$856,138 in additional compensation – 100% Hospital Enterprise Fund 40050]

RECOMMENDED MOTION: That the Board of Supervisors:

1. Ratify and approve the Eighteenth Amendment to the Agreement with RightSourcing, Inc. for vendor management services, effective March 1, 2020 through June 30, 2020 to increase the annual maximum contract amount by \$8,561,386 from \$10,250,000 to \$18,811,386, and authorize the Chairman of the Board to sign the amendment on behalf of the County; and
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 make modifications to the scope of services that stay within the intent of the agreement, and sign amendments to the compensation provisions that do not exceed the sum total of ten percent (10%) of the total annual cost of the agreement.

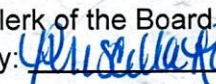
ACTION: Policy


Jennifer Cruikshank, Chief Executive Officer – Health System 5/28/2020

MINUTES OF THE GOVERNING BOARD

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

Ayes: Jeffries, Spiegel, Washington, Perez and Hewitt
Nays: None
Absent: None
Date: August 4, 2020
xc: RUHS-MC

Kecia R. Harper
Clerk of the Board
By: 
Deputy

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FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost Increase:	Ongoing Cost
COST	\$ 8,561,386	\$ 0	\$ 8,561,386	\$ 0
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0
SOURCE OF FUNDS: 100% Hospital Enterprise Fund 40050			Budget Adjustment: No	
			For Fiscal Year: 19/20	

C.E.O. RECOMMENDATION: Approve

BACKGROUND:

Summary

The requested Board action will approve an Eighteenth Amendment to an existing Agreement with RightSourcing, Inc. for professional services responsive to the COVID-19 pandemic. The first case of coronavirus (COVID-19) in California was confirmed on January 26, 2020. In the County of Riverside, the first cases were reported in the Coachella Valley and to date, the number continues to rise in cities in western Riverside County. Due to the rapidly developing situation with COVID-19 in the County, Riverside University Health System (RUHS) - Medical Center is already experiencing a shortage of Registered Nurses (RN's) and other medical staff as the number of COVID-19 patients multiplies.

RUHS-Medical Center currently has 36 adult Intensive Care Unit (ICU) beds. The modeling for the expected impact given by RUHS Public Health predicts that RUHS-Medical Center will need to prepare for taking care of patients in 217 adult ICU beds. Considering every 2 ICU patients require 1 ICU RN, the increase of 181 beds means that the forecast of "daily" RUHS-Medical Center needs will require 90 more RN's per RN shift or 180 more shifts per 24-hour period.

RUHS-Medical Center has previously had difficulties hiring nurses and medical staff for normal coverage prior to COVID-19. Therefore, it is even more crucial that RUHS-Medical Center seek assistance from RightSourcing, Inc. to assist with recruitment and to help implement incentives for travel nurses to sign up, complete and/or extend work assignments to aid in rotations at the Medical Center and throughout Riverside County clinics and drive-through testing centers.

This Amendment to the Agreement will provide a range between \$1,200 to \$2,600 "completion bonuses" to temporary nurses who complete at least half, or all of their 13-week agreed to assignment. Without paying such completion bonuses, RUHS-Medical Center and the County overall will not be able to compete for this part of the potential labor pool. Significantly, the incentive bonuses provided are paid to the Registered Nurses who will be on the front-line taking care of patients – it is not an increase in rates by RightSourcing.

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Impact on Citizens and Businesses

Expanding the supply of those capable of working in the intensive care units with patients will be key to managing the coronavirus pandemic within the community.

Additional Fiscal Information

The table below illustrates the annual budget amount per fiscal year.

Fiscal Year:	FY16/17	FY17/18	FY18/19	FY19/20	FY20/21	TOTAL
Previous BOS Annual Approved Amount	\$16,100,000	\$10,000,000	\$10,000,000	\$10,250,000	\$10,250,000	\$56,600,000
Requested Increase Amount				\$8,561,386		\$8,561,386
TOTAL COST	\$16,100,000	\$10,000,000	\$10,000,000	\$18,811,386	\$10,250,000	\$65,161,386

The exact amount spent will depend on the number of nurses who accept and complete these assignments.

Contract History and Price Reasonableness

The Medical Center has contracted with RightSourcing, Inc. for several years. The Board approved the initial five-year contract on December 13, 2011; Agenda Item #3.29. Prior to the termination of the five-year contract, an Eleventh Amendment was presented to the Board and approved on December 13, 2016; Agenda Item #3.52, which extended the contract term through December 31, 2021 for an amount of \$9,000,000 per year. Due to an immediate need for nurse staffing, a Twelfth Amendment was approved by the Board on March 14, 2017; Agenda Item #3.19 to increase the annual amount to \$16,100,000 to cover services for fiscal year 2016/2017. On April 10, 2018; Agenda Item #3.28, the Board approved a Thirteenth Amendment which set the annual budgeted amount at \$10,000,000 per year. Subsequently, a Fourteenth Amendment was executed June 26, 2018 and a Fifteenth Amendment was executed January 17, 2019 under the Purchasing Agent's delegated authority. On February 11, 2020, Agenda Item #15.1, the Board approved a Sixteenth Amendment which increased the contract annual amount by \$250,000. And, on March 19, 2020, the Purchasing Agent approved a Seventeenth Amendment to add a slightly increased rate for a specialized and hard to recruit position to the classification table of the Agreement.

The requested service was initiated as a result of the COVID-19 pandemic. This Eighteenth Amendment will increase the contract amount by \$8,561,386 from \$10,250,000 to \$18,811,386

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for fiscal year 2019/2020 to help in the recruitment for more travel nurses to provide medical coverage rotations due to the demand for staffing to support the COVID-19 response.

ATTACHMENTS:

Attachment A: **EIGHTEENTH AMENDMENT TO THE AGREEMENT WITH
RIGHTSOURCING, INC. FOR VENDOR MANAGEMENT SERVICES**

Attachment B: **EMERGENCY PROCUREMENT FORM – RIGHTSOURCING, INC.
18TH AMENDMENT**


Teresa Summers, Director of Purchasing 5/30/2020


Brianna Lantajo, Management Analyst 7/28/2020


Gregory L. Priamos, Director County Counsel 7/15/2020

**EIGHTEENTH AMENDMENT TO THE AGREEMENT
WITH
RIGHTSOURCING, INC.
(Vendor Management Services)**

This Eighteenth Amendment to the Agreement for Vendor Management Services (herein referred to as "Eighteenth Amendment") is made and entered into by and between the **County of Riverside**, a political subdivision of the State of California (herein referred to as "Client" or "COUNTY"), on behalf of Riverside University Health System, and **RightSourcing, Inc.**, a New York corporation, (herein referred to as "RightSourcing"), sometimes collectively referred to as the "Parties" or individually referred to as a "Party."

WHEREAS, COUNTY and RightSourcing entered into that certain Agreement for Vendor Management Services approved December 13, 2011; Agenda Item 3.29 (herein referred to as "Agreement"); and

WHEREAS, COUNTY and RightSourcing entered into that certain First Amendment executed April 12, 2012, that certain Second Amendment executed June 8, 2012, that certain Third Amendment executed November 1, 2012, that certain Fourth Amendment executed May 30, 2013, that certain Fifth Amendment executed October 16, 2013, that certain Sixth Amendment executed July 11, 2014, that certain Seventh Amendment executed February 27, 2015, that certain Eighth Amendment executed July 10, 2015, that certain Ninth Amendment executed July 17, 2015, that certain Tenth Amendment executed May 24, 2016, that certain Eleventh Amendment approved December 13, 2016; Agenda Item 3.52, that certain Twelfth Amendment approved March 14, 2017; Agenda Item 3.19, that certain Thirteenth Amendment approved April 10, 2018; Agenda Item 3.28, that certain Fourteenth Amendment executed June 26, 2018, that certain Fifteenth Amendment executed January 17, 2019, that certain Sixteenth Amendment executed February 11, 2020; Agenda Item 15.1, and that certain Seventeenth Amendment executed March 19, 2020; and

WHEREAS, the worldwide pandemic of COVID-19 disease, also known as "novel coronavirus" has infected more the 100,000 individuals worldwide and more than 150 individuals in Riverside County, creating an immediate need for more healthcare services and workers to provide them; and

WHEREAS, the Parties now desire to expand the scope of services of the Agreement;

NOW THEREFORE, the Parties agree to Amend the Agreement as follows:

1. **Schedule C.** Schedule C. Completion Bonus for Travelers - Covid-19 Services, attached hereto, will be added.
2. **Billing.** The first sentence of the last paragraph of **Section 3. BILLING**, is hereby amended to increase the maximum annual contract amount by eight million five hundred sixty-one thousand three hundred eighty-six dollars (\$8,561,386) annually, from ten million two hundred fifty thousand dollars (\$10,250,000) annually to eighteen million eight

hundred eleven thousand three hundred eighty-six dollars (\$18,811,386) annually, as follows:

“Maximum payment by Client to RightSourcing shall not exceed eighteen million eight hundred eleven thousand three hundred eighty-six dollars (\$18,811,386) annually including all expenses.”

3. **Duties and Responsibilities of Client.** A new paragraph (g) will be added to **paragraph 2** of the Agreement, **Duties and Responsibilities of Client**, as follows:

“CLIENT shall not be liable for any claim based upon the exercise or performance, or the failure to exercise or perform a discretionary function or duty on the part of the CLIENT or any employee of the CLIENT in carrying out the provisions of the California Emergency Services Act (California Government Code Sections 8550 et seq.)”

4. **Miscellaneous.** All other terms and conditions of the Agreement not modified herein shall remain unchanged and in full force and effect.
5. **Effective Date.** This Eighteenth Amendment to the Agreement shall become effective upon signature of both Parties, or March 1, 2020, whichever should come first.

[Signature Page Follows]

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


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

By: 

Name: George Johnson

Title: County Executive Officer

Date: _____

By: 

Name: V. Manuel Perez

Title: Chairman, Board of Supervisor

Date: AUG 04 2020

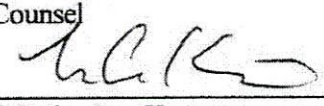
ATTEST:

Kecia R. Harper
County Clerk of the Board

By: 
Deputy

APPROVED AS TO FORM:

Gregory P. Priamos
County Counsel

By: 

Martha Ann Knutson
Deputy County Counsel

Date: 5/8/2020

RIGHTSOURCING, INC.,
a New York corporation

By: 

Name: Maria Luoni

Title: President

Date: 5/15/2020

COMPLETION BONUS FOR TRAVELERS - COVID-19 SERVICES

- I. CONTRACTOR Staff shall receive a Completion Bonus for New Travelers and Current Travelers who sign up and/or extend their assignment during March 1, 2020 to May 15, 2020. The term CONTRACTOR Staff and Travelers shall be used interchangeably in this Schedule C.
- II. CONTRACTOR Staff must meet the following criteria in order to be eligible for the bonus:
 - A. Must sign up for a 13-week assignment for new traveler. Sign up ends May 15, 2020
 - B. Must complete entire 13 weeks of work to receive bonus. The following are the criteria for limited exceptions:
 - 1) If a particular traveler assignment ends before thirteen (13) weeks at no fault of the Traveler, then a percentage bonus will be paid (e.g. 50% or 75% of the bonus if the Staff member has completed at least 50% or 75% of the assignment).
 - i. For 50% of the bonus, Traveler must have worked a minimum of 50% of the contract – six weeks and four days (6.5 weeks).
 - ii. For 75% of the bonus, Traveler must have worked a minimum of 75% of the contract – nine (9) weeks and two (2) shifts.
 - iii. The only percentages that will be paid are 50%, 75% and 100%.
 - C. If CONTRACTOR staff is terminated before the end of their assignment for sufficient reason(s) then the bonus will not be paid.
 - D. If CONTRACTOR staff leaves their assignment prior to completion of the thirteen (13) weeks, no bonus will be paid.
 - E. If CONTRACTOR Staff is currently on assignment and agrees to extend for an additional 13-weeks any time during March 1, 2020 through May 15, 2020 the bonus will be paid, if other completion requirements are met.
 - F. Completion bonus for renewals beginning on May 16, 2020 through June 30, 2020 will be subject to RUHS Chief Nursing Officer (CNO) approval.

COMPLETION BONUS FOR TRAVELERS - COVID-19 SERVICES

III. CONTRACTOR Staff may receive the following bonus amounts if the above requirements are met:

A. Emergency Department & ICU	\$2,600.00
B. Med/Surg, PCU	\$2,000.00
C. Arlington (Designated Covid Units only)	\$2,000.00
D. L&D, OB, Peds, PICU, NICU, Case Mgmt., O.R.	\$1,200.00
E. Jails (for Covid Units/areas only)	\$1,200.00

COVID-19

Emergency Procurement Form

(for non-IT related procurements)

In response to the COVID-19 pandemic, the Emergency Service Director has authorized the temporary lifting of procurement guidelines that require obtaining three quotes for purchases over \$5,000 that are **directly related to providing a safe and secure environment for the protection of the public and employee health.**

COVID-19 emergency procurements shall be defined as materials, supplies, equipment or services that are directly related to activities in response to the COVID-19 pandemic.

This form is to be utilized by departments to **report** COVID-19 procurements over \$5,000 that did not involve securing competitive pricing. Completion and submittal of this form must occur within 24 hours of the purchase.

Departments may not misuse this temporarily suspension of procurement guidelines and purchase items that are not related to the COVID-19 pandemic without seeking competitive bids or secured through awarded contracts.

Complete the following information for reporting of purchases over \$5,000 and submit to Purchasing – Emergency Procurement Form at purchasing-epf@rivco.org.

Agency/Department: RUHS Medical Center

Total Dollar Amount: \$8,561,386 (increase amount)

Department Contact Name: Janis Rustad

Contact Phone: 951-486-4384

Vendor Name: RightSourcing, Inc.

Date of Purchase: March 1, 2020 (or upon signature of 18th Amendment)

Provide a brief summary of the materials, equipment, and/or services purchased. Attach a copy of the quote.

To establish an amendment to the RightSourcing Professional Service Agreement to allow for new clinical staff travelers and current clinical staff travelers to receive completion bonuses if they sign up and complete a 13-week assignment.

The first case of coronavirus (Covid-19) in California was confirmed on January 26, 2020. In the County of Riverside, the first cases were reported in the Coachella Valley and to date, the number continues to rise in cities in western Riverside County. Due to the rapidly developing situation with Covid-19 in the County, Riverside University Health System (RUHS) - Medical Center is already experiencing a shortage of Registered Nurses (RN's) and other medical staff as the number of Covid-19 patients multiplies.

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By signing this form, you are confirming that this purchase is in response to the COVID-19 pandemic.

Janis M Rustad

CNO

4/2/20

Department Head or designee Signature

Title

Date