



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



ITEM: 15.2  
(ID # 17614)

**MEETING DATE:**

Tuesday, November 09, 2021

**FROM :** RUHS-MEDICAL CENTER:

**SUBJECT:** RIVERSIDE UNIVERSITY HEALTH SYSTEM-MEDICAL CENTER: Ratify and Approve the First Amendment to the Professional Services Agreement with Prolink Healthcare, LLC for Nursing Services to Increase the Annual Contract Amount Effective August 5, 2021 through June 30, 2022, All Districts. [Total Amendment Cost Increase \$10,000,000; \$2,150,000 contingency, 100% Hospital Enterprise Fund 40050]

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Ratify and approve the First Amendment to the Professional Services Agreement with Prolink Healthcare, LLC for Nursing Services to increase the annual maximum contract amount by \$10,000,000 from \$750,000 to \$10,750,000 effective August 1, 2021 through June 30, 2022 and authorize the Chairperson 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 exercise the options of the agreement including 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 \$2,150,000 of the total contract amount.

**ACTION:Policy**

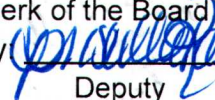
  
Jennifer Cruikshank, Chief Executive Officer - Health System 10/29/2021

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**MINUTES OF THE GOVERNING BOARD**

On motion of Supervisor Spiegel, seconded by Supervisor Washington 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: November 9, 2021  
xc: RUHS-Medical Center

Kecia R. Harper  
Clerk of the Board  
By   
Deputy

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<b>FINANCIAL DATA</b>	<b>Current Fiscal Year:</b>	<b>Next Fiscal Year:</b>	<b>Total Cost:</b>	<b>Ongoing Cost</b>
<b>COST</b>	\$10,000,000	\$0	\$10,000,000	\$0
<b>NET COUNTY COST</b>	\$0	\$0	\$0	\$0
<b>SOURCE OF FUNDS: 100% - Hospital Enterprise Fund 40050</b>			<b>Budget Adjustment: No</b>	
			<b>For Fiscal Year: 21/22</b>	

**C.E.O. RECOMMENDATION:** Approve

**BACKGROUND:**

**Summary**

Riverside University Health System - Medical Center (RUHS MC) has been unable to hire or contract for enough qualified nurses to meet the current patient volumes. The requested Board action will approve a First Amendment to the Professional Services Agreement with Prolink Healthcare, LLC for nursing services.

Currently, California is experiencing a major shortage of nurses. This shortage has been caused by both nursing retirees and those who have left the healthcare industry altogether, as well as the supply interruption posed by ongoing recruitment from organizations who are willing to pay premium rates for nursing services. RUHS has been directly impacted by this shortage which is projected to continue into the immediate future and poses a significant threat to RUHS's ability to meet patient care demands during census surges. In order for RUHS to remain competitive in its procurement of healthcare workers, wages must be increased for the staff it seeks to both employ and retain.

**Impact on Citizens and Businesses**

These services are a component of RUHS's system of care aimed at improving the health and safety of its patients and the community.

**Additional Fiscal Information**

Amendment No. 1 will allow RUHS MC to meet the increased demand for qualified nurses. A contingency amount of \$2,150,000 has been established to address the potential demand increases for staff services in response to patient volume increases.

**Contract History and Price Reasonableness**

RUHS MC's partnership with Prolink Healthcare, LLC initiated with the US Department of Defense (DoD), who aided in the supply of additional nursing personnel for the County's COVID-19 pandemic response. Through the DoD's contract agreement with Prolink Healthcare,



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DoD supplied RUHS MC with qualified nurses to cover staffing needs to meet the increase in patient volume during the COVID-19 surge in January 2021.

RUHS MC reached out to its current vendor, RightSourcing Inc., to secure Traveler and ICU Nurses in anticipation of a potential COVID-19 surge in the Fall of 2021. However, RightSourcing was unable to supply sufficient qualified nurses to meet current and anticipated staffing needs. Upon contact, ProLink indicated they would be able to meet RUHS MC's staffing needs. There is currently a request for proposal (RFP#MCARC-0329) being processed in which various vendors are being considered to provide temporary nursing services for RUHS MC. RUHS MC anticipates ProLink will be able to supply the needed staffing while that request for proposal is completed.

On August 5, 2021, under the authority of Patient Care Resolution 2021-116, Agenda Item #3.22 dated June, 15, 2021, the Purchasing Agent executed a Professional Services Agreement with ProLink Healthcare, LLC to provide nursing services effective August 5, 2021 through June 30, 2022 for a not to exceed amount of \$750,000. Due to the recent increases in both the demand for nursing services and cost of labor for nursing personnel, RUHS MC's ProLink expenditures have exceeded the initial \$750,000 budget. It is RUHS MC's intent to use ProLink's services as an interim provider while the aforementioned request for proposals is processed.

This First Amendment requires Board approval as the increase in the compensation provision exceeds the Purchasing Agent's authority and the \$750,000 threshold for contracting with a single vendor for nursing services per the Patient Care Resolution 2021-116.

**ATTACHMENTS:**

**Attachment A:**      **FIRST AMENDMENT TO THE PROFESSIONAL SERVICES  
AGREEMENT FOR NURSING SERVICES WITH PROLINK  
HEALTHCARE, LLC**

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Suzanna Hickley, Assistant Director of Purchasing and Fleet Service

11/1/2021



Jacqueline Ruiz, Sr. Management Analyst

11/2/2021



Gregory V. Priamos, Director County Counsel

11/2/2021

**FIRST AMENDMENT TO THE PROFESSIONAL SERVICE AGREEMENT**  
**for**  
**NURSING SERVICES**  
**between**  
**COUNTY OF RIVERSIDE**  
**and**  
**PROLINK HEALTHCARE, LLC**

This First Amendment to the Professional Service Agreement for Nursing Services (herein referred to as "First 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 "COUNTY"), on behalf of Riverside University Health System (herein referred to as "RUHS"), and **Prolink Healthcare, LLC**, a Ohio limited liability company, (herein referred to as "CONTRACTOR"), sometimes collectively herein referred to as the "Parties" or individually herein referred to as a "Party."

WHEREAS, COUNTY and CONTRACTOR entered into that certain Professional Service Agreement for Nursing Services, effective August 5, 2021, (herein referred to as "Agreement"); and

WHEREAS, the Parties now desire to increase the contract maximum amount of the Agreement;

NOW THEREFORE, the Parties agree as follows:

1. **Maximum Contract Amount.** The second sentence of Subsection 3.1 of Section 3. Compensation is hereby amended to increase the contract amount, as follows:  
  
"Maximum payments by COUNTY to CONTRACTOR shall not exceed ten million seven hundred fifty thousand dollars (\$10,750,000) during this fiscal year through June 30, 2022, including all expenses."
2. **Miscellaneous.** All other terms and conditions of the Agreement not modified herein shall remain unchanged and in full force and effect.
3. **Effective Date.** This First Amendment to the Agreement shall become effective upon signature by both Parties, or August 1, 2021, whichever should come first.

*[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

By: Karen S. Spiegel

Name: Karen Spiegel

Title: Chair of Board of Supervisors

Date: NOV 09 2021

PROLINK HEALTHCARE, LLC., a Ohio  
limited liability company

By: Mark Arnett

Name: Mark Arnett

Title: Chief Financial Officer

Date: 8-24-2021

**ATTEST:**

Kecia R. Harper  
Clerk of the Board

By: Priscilla Rasso  
Deputy

**APPROVED AS TO FORM:**

Gregory P. Priamos  
County Counsel

By: Martha Ann Knutson  
Martha Ann Knutson  
Deputy County Counsel

Date: 9/22/21