



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



ITEM: 15.7
(ID # 17908)

MEETING DATE:

Tuesday, December 14, 2021

FROM : RUHS-MEDICAL CENTER:

SUBJECT: RIVERSIDE UNIVERSITY HEALTH SYSTEM-MEDICAL CENTER: Ratification and Approval of the Thirty-Third Amendment to the Vendor Management Services Agreement with RightSourcing, Inc., Effective July 1, 2021 through June 30, 2022, All Districts. [\$24,000,000 in Additional Cost; up to \$2,400,000 in additional annual compensation] 100% Hospital Enterprise Fund 40050

RECOMMENDED MOTION: That the Board of Supervisors:

1. Ratify and approve the Thirty-Third Amendment to the Agreement with RightSourcing, Inc. for vendor management services effective July 1, 2021 through June 30, 2022 to increase the annual maximum contract amount by \$24,000,000 from \$10,250,000 to \$34,250,000 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 to the compensation and term 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 12/3/2021

MINUTES OF THE GOVERNING BOARD

On motion of Supervisor Washington, 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: December 14, 2021
xc: RUHS-Medical Center

Kecia R. Harper
Clerk of the Board

By: 
Deputy

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FINANCIAL DATA	Current Year	Next Fiscal Year	Total Cost:	Ongoing Cost
COST	\$24,000,000	\$0	\$24,000,000	\$0
NET COUNTY COST	\$0	\$0	\$0	\$0
SOURCE OF FUNDS: 100% - Hospital Enterprise Fund 40050			Budget Adjustment: No	
			For Fiscal Year: 21/22	

C.E.O. RECOMMENDATION: Approve

BACKGROUND:

Summary

The requested Board action will approve a Thirty-Third Amendment to the existing Vendor Management Services Agreement with RightSourcing, Inc. (RightSourcing) while a competitive bid solicitation (RFP MCARC-0329) for vendor management/registry services to Riverside University Health System (RUHS) is processed. The current Agreement will expire on December 31, 2021. This Thirty-Third Amendment will extend the term to the end of the current fiscal year and increase the maximum contract amount to meet current and anticipated nursing staff wage increases and staff volume required for anticipated census surges.

Currently, the State of California is experiencing a major shortage of nurses. This shortage has been caused by an increasing number of nursing retirees and vacancies from those who have left the healthcare industry altogether. There is also a supply interruption posed by ongoing recruitment from organizations seeking nurses who are willing to pay premium rates for their 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 attract and retain.

On October 11, 2021, hourly rates were increased for the following staffing classifications under this Agreement: Computerized Axial Tomography Technologists (CT Tech); Respiratory Care Practitioners; Licensed Vocational Nurses (Acute Care); Licensed Vocational Nurses (Clinical Setting); Travel Registered Nurses (Specialty – ICU and Emergency Room Only); Travel Registered Nurses (Specialty – PCU/MedSurg/Tele); and Travel Registered Nurses (Specialty – Mental Health). RUHS anticipates hourly rates for the aforementioned staff, as well as other critical care staff, to continue increasing in response to demands for available healthcare workers.

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Impact on Residents 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

There are sufficient appropriations in the Department's FY2021/2022 budget and no additional County funds are required.

Contract History and Price Reasonableness

The Medical Center has a long-standing partnership with RightSourcing, Inc. for healthcare workforce solutions. The Board approved the initial five-year Professional Services Agreement on December 13, 2011; Agenda Item #3.29. 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 total annual contract 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 authority. On February 11, 2020, Agenda Item #15.1, the Board approved a Sixteenth Amendment which set the annual contract amount at \$10,250,000 per year.

On August 4, 2020, an Eighteenth Amendment was approved by the Board to increase the FY2020/2021 contract amount to \$18,811,386.

During FY20/21 and the current FY21/22, Amendments Nineteen through Twenty-Nine were executed under the Purchasing Agent's authority to: amend the client classification table, provide assignment completion bonuses for traveler staffing, expand the scope of services of the Agreement, incorporate additional staff classifications and modify staffing hourly rates.

In order to meet increasing market rates for medical staff, Amendments Thirty through Thirty-Two were executed respectively on October 20, 2021, November 9, 2021, and November 24, 2021 under the Purchasing Agent's delegated authority to increase wages for RightSourcing staff and to expand the client classification table.

This Thirty-Third Amendment will increase the contract amount by \$24,000,000 from \$10,250,000 to \$34,250,000 to cover the needed services and to account for the market-rate increases of healthcare worker wages being experienced by RUHS.

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Board approval and ratification of this Amendment is required as it exceeds the previous board approval for the maximum contract amount and also exceeds the authority delegated to the purchasing agent to sign amendments to the compensation provisions.

ATTACHMENTS:

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


Suzanna Hieckley, Assistant Director of Purchasing and Fleet Service

12/3/2021


Jacqueline Ruiz, Sr. Management Analyst

12/8/2021


Gregory H. Priamos, Director County Counsel

12/3/2021

**THIRTY-THIRD AMENDMENT TO THE AGREEMENT
WITH
RIGHTSOURCING, INC.
(Vendor Management Services)**

This Thirty-Third Amendment to the Agreement for Vendor Management Services (herein referred to as "Thirty-Third 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".

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, that certain Seventeenth Amendment executed March 19, 2020; that certain Eighteenth Amendment executed August 4, 2020; Agenda Item 15.3, that certain Nineteenth Amendment executed July 13, 2020, that certain Twentieth Amendment executed July 23, 2020, that certain Twenty-First Amendment executed September 2, 2020, that certain Twenty-Second Amendment executed November 6, 2020, that certain Twenty-Third Amendment executed December 18, 2020; that certain Twenty-Fourth Amendment executed December 31, 2020; that certain Twenty-Fifth Amendment executed March 9, 2021; and that certain Twenty-Sixth Amendment executed May 4, 2021; and that certain Twenty-Seventh Amendment executed August 11, 2021; and that certain Twenty-Eighth Amendment executed August 24, 2021; and that certain Twenty-Ninth Amendment executed August 27, 2021; and that certain Thirtieth Amendment executed October 20, 2021; and that certain Thirty-First Amendment executed November 9, 2021; and that certain Thirty-Second Amendment executed November 24, 2021; and

WHEREAS, the Parties now desire to amend the Agreement to increase the maximum annual contract amount and extend the contract term;

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

1. **Billing.** The first sentence of the last paragraph of **Section 3. BILLING**, is hereby amended to read as follows:

"Maximum payment by Client to RightSourcing shall not exceed thirty-four million two hundred fifty thousand dollars (\$34,250,000) between July 1, 2021 and June 30, 2022, including all expenses."

2. **Section 8 (a), TERM AND TERMINATION** is deleted in its entirety and replaced with the following:

(a) This Agreement shall continue in effect through June 30, 2022, unless terminated earlier.

3. **Miscellaneous.** All other terms and conditions of the Agreement not modified herein shall remain unchanged and in full force and effect.

4. **Effective Date.** This Thirty-Third Amendment to the Agreement shall be effective July 1, 2021.

[SIGNATURE PAGE FOLLOWS]

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

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

By: Karen S. Spiegel

Name: Karen Speigel

Title: Chair, Board of Supervisors

Date: DEC 14 2021

RIGHTSOURCING, INC.,
a New York corporation

By: Maria Luoni
Maria Luoni (Nov 29, 2021 15:30 PST)

Name: Maria Luoni

Title: President

Date: Nov 29, 2021

ATTEST:

Kecia R. Harper

County Clerk of the Board

By: [Signature]
Deputy

APPROVED AS TO FORM:

Gregory P. Priamos

County Counsel

By: Martha Ann Knutson
Martha Ann Knutson (Dec 1, 2021 12:59 PST)

Martha Ann Knutson
Deputy County Counsel

Date: December 1, 2021









RightSourcing_33rd Amd 112921 signed by V

Final Audit Report

2021-12-01

Created:	2021-11-29
By:	Jose Curiel (jo.curiel@ruhealth.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAF9sGAHAWO2SKE90umZLqi7tBk3lYdyDV

"RightSourcing_33rd Amd 112921 signed by V" History

-  Document created by Jose Curiel (jo.curiel@ruhealth.org)
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-  Document emailed to msornejo-henish@rivco.org for signature
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-  Document signing delegated to Martha Ann Knutson (mknutson@rivco.org) by msornejo-henish@rivco.org
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-  Document e-signed by Martha Ann Knutson (mknutson@rivco.org)
Signature Date: 2021-12-01 - 8:59:53 PM GMT - Time Source: server
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