



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



ITEM: 15.3  
(ID # 18612)

**MEETING DATE:**

Tuesday, March 29, 2022

**FROM :** RUHS-MEDICAL CENTER:

**SUBJECT:** RIVERSIDE UNIVERSITY HEALTH SYSTEM-MEDICAL CENTER: Ratify and Approve a Fourth Amendment to the Professional Services Agreement with ProLink Healthcare, LLC. for Nursing Services to Increase the Annual Contract Amount Effective September 20, 2021, through June 30, 2022, All Districts. [Total Amendment Cost Increase \$23,000,000; \$4,600,000 Contingency] 100% Hospital Enterprise Fund 40050

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

1. Ratify and approve the Fourth Amendment to the Professional Services Agreement with ProLink Healthcare, LLC. for nursing services to increase the annual maximum contract amount by \$23,000,000 from \$10,750,000 to \$33,750,000 effective September 20, 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 \$4,600,000 of the total contract amount.

**ACTION:Policy**




Jennifer Cruikshank, Chief Executive Officer - Health System 3/10/2022
Gregg Gu, Chief Deputy County Counsel 3/17/2022

**MINUTES OF THE GOVERNING BOARD**

On motion of Supervisor Washington, seconded by Supervisor Jeffries 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:** March 29, 2022  
**xc:** RUHS-MC

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>	\$23,000,000	\$ 0	\$33,750,000	\$ 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 experienced a shortage of qualified nursing staff since the beginning of the COVID-19 pandemic. ProLink Healthcare, LLC has been a reliable source of temporary nursing staff to meet that shortage. The requested Board action will approve a Fourth Amendment to the Professional Services Agreement with ProLink Healthcare, LLC. (ProLink) to increase the maximum contract amount by \$23,000,000 to ensure adequate nursing staff coverage through June 30, 2022.

Currently, California is experiencing a major shortage of nurses. This shortage has been a culmination of nursing retirees and those who have left the healthcare industry altogether, as well as the supply interruption posed by ongoing recruitment efforts from organizations who are willing to pay premium rates for nursing services. RUHS-MC has been directly impacted by this statewide shortage which is projected to continue into the immediate future. This shortage poses a significant threat to RUHS-MC's ability to meet patient care demands.

**Impact on Citizens and Businesses**

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

**Additional Fiscal Information**

This Amendment No. 4 will allow RUHS-MC to meet the present increased demand for qualified nurses. A contingency amount of \$4,600,000 has been established to address the potential demand increases for services related to patient volume increases. There are sufficient appropriations in the Department's FY21/22 budget and no additional County funds are required.

**Contract History and Price Reasonableness**

RUHS-MC's partnership with ProLink initiated with the U.S. Department of Defense (DoD), who aided in the supply of additional nursing personnel for the County's COVID-19 pandemic response through a DoD agreement with ProLink. Through the DoD's contract agreement DoD

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

RUHS-MC reached out to its current vendor, RightSourcing Inc. (RightSourcing), 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 and on August 5, 2021, under the authority of Resolution 2021-116, Agenda Item #3.22 dated 06/15/21, the Purchasing Agent executed a Professional Services Agreement with ProLink to provide nursing services effective August 5, 2021 through June 30, 2022 for a not to exceed amount of \$750,000.

Due to increases in both the demand for nursing services and cost for nursing personnel, RUHS-MC's ProLink expenditures exceeded this initial \$750,000 budget. In response to this, on November 9, 2021 (Agenda Item 15.2), a First Amendment was approved by the Board to increase the FY20/21 contract amount from \$750,000 to \$10,750,000.

On February 3, 2022, a Second Amendment was executed under the Purchasing Agent's authority to expand the scope of services of the Agreement and modify staffing hourly rates.

On March 7, 2022, a Third Amendment was executed under the Purchasing Agent's authority to again expand the scope of services of the Agreement and add Computed Tomography (C.T.) Technologists to the Agreement.

A competitive bid solicitation (RFP #MCARC-0329) for vendors interested in providing vendor management/registry services to RUHS-MC is currently in process. In order for RUHS-MC to remain competitive during its procurement and retention of healthcare workers and respond to further patient census surges while this competitive bid is completed, the current contract maximum with ProLink must be increased to allow RUHS-MC the flexibility it needs to compete in the current healthcare labor market.

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

**ATTACHMENTS:**

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

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COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



Suzanna Hockley, Assistant Director of Purchasing and Fleet Service

3/17/2022



Jacqueline Ruiz, Sr. Management Analyst

3/21/2022

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

This Fourth Amendment to the Professional Service Agreement for Nursing Services (herein referred to as "Fourth 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-Medical Center, 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**, COUNTY and CONTRACTOR entered into that certain First Amendment of the Agreement, executed November 9, 2021; and that certain Second Amendment of the Agreement executed February 3, 2022; and that certain Third Amendment of the Agreement executed March 7, 2022; 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 thirty-three million seven hundred fifty thousand dollars (\$33,750,000) during the County's fiscal year July 1, 2021 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 Fourth Amendment to the Agreement shall be effective as of September 20, 2021.

*[Signature Page Follows]*

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

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

By: 

Name: Jeff Hewitt

Title: Chair, Board of Supervisors

Date: MAR 29 2022

PROLINK HEALTHCARE, LLC., an Ohio limited liability company

By: 


Name: Mark Arnett

Title: Chief Financial Officer

Date: 3-8-2022

**ATTEST:**

Kecia R. Harper  
Clerk of the Board

By:   
Deputy

**APPROVED AS TO FORM:**

Gregory P. Priamos  
County Counsel

By:   
Martha Ann Knutson (Mar 8, 2022 16:54 PST)

Martha Ann Knutson  
Deputy County Counsel

Date: Mar 8, 2022






# ProLink Healthcare LLC\_Nursing Services\_4th Amd\_AATF 030722

Final Audit Report

2022-03-08

Created:	2022-03-08
By:	Taylor Stott (tstott@prolinkstaff.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAARZKMeiSkH8mhSPNZDwDCMnGVdjir-vIS

## "ProLink Healthcare LLC\_Nursing Services\_4th Amd\_AATF 030722" History

-  Document created by Taylor Stott (tstott@prolinkstaff.com)  
2022-03-08 - 1:37:02 PM GMT
-  Document emailed to Mark Arnett (marnett@prolinkstaff.com) for signature  
2022-03-08 - 1:37:23 PM GMT
-  Email viewed by Mark Arnett (marnett@prolinkstaff.com)  
2022-03-08 - 1:46:11 PM GMT
-  Document e-signed by Mark Arnett (marnett@prolinkstaff.com)  
Signature Date: 2022-03-08 - 1:46:34 PM GMT - Time Source: server
-  Agreement completed.  
2022-03-08 - 1:46:34 PM GMT









# ProLink Healthcare LLC. 4th Amendment

Final Audit Report

2022-03-09

Created:	2022-03-09
By:	Jose Curiel (jo.curiel@ruhealth.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAGY-QQiv0ULhNNcGa7sm8zxqtMIJJKhMk

## "ProLink Healthcare LLC. 4th Amendment" History

-  Document created by Jose Curiel (jo.curiel@ruhealth.org)  
2022-03-09 - 0:44:31 AM GMT
-  Document emailed to Nicole Heiser (nheiser@rivco.org) for signature  
2022-03-09 - 0:45:31 AM GMT
-  Email viewed by Nicole Heiser (nheiser@rivco.org)  
2022-03-09 - 0:52:21 AM GMT
-  Document signing delegated to Martha Ann Knutson (mknutson@rivco.org) by Nicole Heiser (nheiser@rivco.org)  
2022-03-09 - 0:52:50 AM GMT
-  Document emailed to Martha Ann Knutson (mknutson@rivco.org) for signature  
2022-03-09 - 0:52:50 AM GMT
-  Email viewed by Martha Ann Knutson (mknutson@rivco.org)  
2022-03-09 - 0:54:25 AM GMT
-  Document e-signed by Martha Ann Knutson (mknutson@rivco.org)  
Signature Date: 2022-03-09 - 0:54:54 AM GMT - Time Source: server
-  Agreement completed.  
2022-03-09 - 0:54:54 AM GMT