

MINUTES OF THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



15.1
(MT 19355)

On motion of Supervisor Spiegel, seconded by Supervisor Perez and duly carried by unanimous vote, IT WAS ORDERED that the recommendation from Riverside University Health System – Medical Center regarding the Approval of the Professional Service Agreements with EligibilityAdvocates, LLC and Healthcare Eligibility Services, INC. for Medi-Cal Eligibility and Third-Party Liability Services for five years with the option to renew for two additional one-year periods; All Districts, is taken off calendar.

Roll Call:

Ayes: Jeffries, Spiegel, Washington, Perez and Hewitt
Nays: None
Absent: None

I hereby certify that the foregoing is a full true, and correct copy of an order made and entered on June 28, 2022 of Supervisors Minutes.

WITNESS my hand and the seal of the Board of Supervisors
Dated: June 28, 2022
Kecia R. Harper, Clerk of the Board of Supervisors, in
and for the County of Riverside, State of California.

(seal)

By: *Guliy Martinez* Deputy

AGENDA NO.
15.1

xc: RUHS-MC



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



ITEM: 15.1
(ID # 19355)

MEETING DATE:
Tuesday, June 28, 2022

FROM : RUHS-MEDICAL CENTER:

SUBJECT: RIVERSIDE UNIVERSITY HEALTH SYSTEM – MEDICAL CENTER: Approve the Professional Service Agreements with EligibilityAdvocates, LLC and Healthcare Eligibility Services, INC. for Medi-Cal Eligibility and Third-Party Liability Services for five years with the option to renew for two additional one-year periods; All Districts [Total Cost \$2,500,000; up to \$50,000 in Additional Compensation Annually] 100% - Hospital Enterprise Fund 40050

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the Professional Service Agreements with EligibilityAdvocates, LLC and Healthcare Eligibility Services, INC. for Medi-Cal Eligibility and Third-Party Liability Services for an annual amount of \$250,000 per vendor for a total of \$2,500,000 for five years with the option to renew for two additional one-year periods, and authorize the Chair of the Board to sign the agreement 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 as to form by County Counsel to: (a) sign amendments that exercise the options of the Agreement including modifications of the statement of work that stay within the intent of the Agreement; and (b) sign amendments to the compensation provisions that do not exceed the sum total of \$50,000 of the total annual cost of the agreement.

ACTION:Policy


Jennifer Cruikshank, Chief Executive Officer – Health System 6/14/2022

MINUTES OF THE GOVERNING BOARD

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

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost
COST	\$500,000	\$500,000	\$2,500,000	\$ 0
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0
SOURCE OF FUNDS: 100% - Hospital Enterprise Fund - 40050			Budget Adjustment: No	
			For Fiscal Year: 22/23 – 26/27	

C.E.O. RECOMMENDATION: Approve

BACKGROUND:

Summary

The requested Board action will approve the Professional Service Agreements between Riverside University Health System – Medical Center (RUHS-MC) and EligibilityAdvocates LLC and Healthcare Eligibility Services, INC. for Medi-Cal Eligibility and Third-Party Liability Services.

EligibilityAdvocates, LLC and Healthcare Eligibility Services, INC. provide healthcare revenue recovery services through a contingency based approach where they are compensated a percentage of monies recovered. These vendors will assist patients in applying for Medi-Cal, completing mandated healthcare forms and reviewing and investigating patient accounts to determine a third-party affiliation.

This is a value-added service to RUHS as the vendors will track the application submission through final determination of payor. This often involves lengthy appeals processes resulting in retro eligibility and reimbursement for the hospital. RUHS Revenue Recovery goal is to recover dollars on all accounts. However, the sizeable volume of accounts versus RUHS staff is not attainable. The vendors will aid RUHS in the arduous process of tracking applications submission through final determination of payor resulting in an increase of revenue for RUHS.

Impact on Residents and Businesses

The monies collected by the contingency based vendors will allow for continued growth and expansion in RUHS programs and clinics so that community members will have increased access to care.

Additional Fiscal Information

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

Contract History and Price Reasonableness

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

The Purchasing Department on behalf of the Riverside University Health System – Medical Center (RUHS-MC) Department issued Request for Proposal (RFP) #MCARC-0330 for Medical Eligibility and Third-Party Liability Services on a contingency paid basis. The RFP notification was viewed by 55 vendors, with a total of 5 bidders submitting bid responses. The proposals were carefully reviewed by an evaluation team consisting of personnel from the Medical Center & Clinics, Patient Access/Patient Business Services, Revenue Cycle Support Services, RUHS - Information Services and Procurement Contract Specialist. Each bid response was evaluated based on the criteria set forth in the RFP: bidder proposal response, bidder qualifications/experience, overall cost to the County, references with demonstrated success with similar work to the Scope of Services, bidder's financial status, clarifications/exceptions/deviations, and credentials/resumes/licenses/certifications.

Based on the overall evaluation, it is recommended that the contract be awarded to EligibilityAdvocates, LLC and Healthcare Eligibility Services, Inc. with a maximum compensation of \$250,000 per vendor per year for a five-year term.

These Agreements require Board approval as the compensation provision exceeds the \$100,000 threshold for contracting with a single vendor for services.

ATTACHMENTS:

**ATTACHMENT A: PROFESSIONAL SERVICE AGREEMENT WITH
ELIBIGIBILITYADVOCATES, LLC.**

**ATTACHMENT B: PROFESSIONAL SERVICE AGREEMENT WITH HEALTHCARE
ELIGIBILITY SERVICES, INC.**


Suzanna Hackley, Assistant Director of Purchasing and Fleet Service

6/14/2022


Jacqueline Ruiz, Sr. Management Analyst

6/22/2022


Esen Sainz

6/22/2022