



SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor:	<u>Cross Country Staffing, Inc.</u>	Division/Section:	<u>SFHN – SFGH Nursing</u>
	<u>6551 Park of Commerce Blvd. NW</u>	SFHN Director:	<u>Roland Pickens</u>
Address:	<u>Boca Raton, FL 33487</u>	DPH Administrator:	<u>Terry Dentoni</u> 
	<u>Tara Miller, RN Regional VP</u>	Program Manager:	<u>Gillian Otway</u>  Phone <u>206-3780</u>
Contact:	<u>Strategic Partnerships</u>	Contract Analyst:	<u>Kelley Jackson</u> Phone <u>554-2612</u>

Request for approval of temporary staffing services in the amount of \$7,840,000 with Cross Country Staffing, Inc to provide as-needed surge staffing for the San Francisco General Hospital rebuild program for the term of September 1, 2015 through December 31, 2017 (28 months).

Profit Non-Profit LBE RFP – Number: 13-2015 Date: May 1, 2015
 New Renewal Mod Sole Source – Approval Date: _____

Number of years DPH has been doing business with this organization: 5+

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u> (new)	<u>Proposed Transaction</u> 9/1/15 – 12/31/17	<u>Annualized</u> <u>Difference</u>
Funding Sources (Software License):			
General Fund		\$7,000,000	\$7,000,000
TOTAL DPH REVENUES		\$7,000,000	\$7,000,000
12% Contingency Amount		\$840,000	\$840,000
CONTRACT TOTAL		\$7,840,000	\$7,840,000
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$3,000,000	\$3,000,000
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

<u>PROPOSED:</u> Mode(s) of Service & Unit of Service Definition	<u>No. of Clients</u>		<u>Number</u> of Units (Hours)	<u>Unit</u> Cost (Per / Hour)
	<u>N/A</u>	<u>Duplicated</u>		

Hours are as-needed and will be dependent on the patient census at the time of the needed services and activities surrounding the SFGH rebuild transition plan.

	12 Hour Shift Base Rate	Night Shift	8 Hour Shift Base Rate	Overtime Rate
Registered Nurse Specialty	\$95.00	\$98.00	\$0.00	\$0.00
Registered Nurse Non Specialty	\$91.00	\$94.00	\$0.00	\$0.00
Licensed Vocational Nurse	\$41.00	\$44.00	\$0.00	\$0.00
Certified Operating Technician	\$55.00	\$58.00	\$0.00	\$0.00
Certified Nursing Assistant	\$26.00	\$27.00	\$0.00	\$0.00
Medical Assistant / Medical Evaluation Assistant	\$30.00	\$33.00	\$30.00	\$45.00
Sterile Processing Tech.	\$53.00	\$56.00	\$0.00	\$0.00
Coordinator			Included	
Screening Recruiter			Included	
Program Manager			Included	

Explanation of Service Change and Variances:

This is a new contract.

Monitoring Report/Program Review & Follow-up:

The contract will be monitored in accordance with all applicable Departmental procedures.

Nondiscrimination and Cultural Competency:

As required, the Contractor will participate in the cultural competency requirements for the upcoming year.

Other Significant Issues:

The SFGH Rebuild project includes the construction of 284 inpatient beds, 13 operating room suites, 58 emergency department exam rooms, and associated procedural and diagnostic services. Acute inpatient services, surgical and procedural services, and the Emergency Department (ED) will relocate from existing locations in Building 5 into the newly constructed Building 25.

Supplemental registry staffing is needed to support direct patient care in the existing building 5 while regular nursing staff are being trained in the new Building 25. On the patient move day, when the entire inpatient and ED patient census relocates, surge staffing will be providing direct patient care and preparing patients for their move from Building 5. Regular staff will primarily be in Building 25 preparing to receive the patients and providing ongoing patient care. All members of the patient care and ancillary support teams will be responsible for a safe and smooth patient transition.

Surge staffing ensures operations in both buildings continue without interruption. In order to achieve success in the transition, the rates are slightly higher than current registry rates for day-to-day operations. The hourly rates have been established to encourage a greater number of experienced professionals to apply, to support the project. This will be accomplished by providing increased incentives (higher wages and/or bonuses) than what would normally be offered at competitors facilities in the national market, or for the day-day provision of supplemental resources currently under contract. In recognition of this variance, the vendor has also extended to the project additional resources (Coordinator, Screening Recruiter, and Program Manger) free of charge. These positions will be essential to coordinate and deliver an effective transition.

Cross Country Staffing, Inc. is a Florida-based corporation established in 1975, and is the largest business unit of a Cross Country Healthcare, Inc. (NASDAQ: CCRN). Cross Country Staffing is a national, regional and local provider of nurse and allied staffing services. The firm offers Travel, Local Contract, and Per Diem Nurse and Allied Staffing, Direct Hire contingent search, Temporary Physician Staffing (Locum Tenens) services, Retained Physician and Healthcare Executive search services, Education and Training programs specifically designed for the healthcare marketplace, Electronic Medical Records (EMR) backfills, Crisis/Critical Staffing Services, and Workforce Solutions / Managed Services Programs ; such as Managed Service Providers (MSP) Recruitment Process Outsourcing (RPO) Internal Resource Pool (IRP) creation and management Interview Services (IVS)

Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director:

W. Larry Cash	Richard M. Mastaler
Thomas C. Dirks	Mark Perlberg
Gale Fitzgerald	Joseph Trunfio
William J. Grubbs	

There are 7 board members and no current vacancies. Each director is elected annually, but may hold a board membership longer if their term is extended by vote at the annual stockholders meeting.

Recommendations:

The Department recommends approval of this contract.

