

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	Aya Healthcare	Division/Section	SFHN - Nursing		
Address	5930 Cornerstone Ct West, Ste 300	Deputy Director	Roland Pickens		
	San Diego, CA 92121	DPH Administrator	Terry Dentoni		
Contact	Joe Tarantino	Program Administrator	Gillian Otway	Phone	628-206-3780
	Sales Executive	Contract Analyst	Arlene Lee	Phone	415-554-2938

Request for approval of a new contract with Aya Healthcare, in the amount of \$9,840,000, to provide as-needed, temporary traveling nurse registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities, for the term of December 1, 2019 through June 30, 2024 (4 years and 7 months).

☒ Profit ☐ Non-Profit ☐ LBE ☒ RFP– Number: 2-2019 Date: 4/2019

☒ New ☐ Renewal ☐ Mod ☐ GPO

Number of years DPH has been doing business with this organization: 0

CONTRACT INFORMATION:

	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
	(New)	12/1/2019-6/30/2024	
Funding Sources:			
General Fund		\$8,785,715	\$8,785,715
TOTAL DPH REVENUES		\$8,785,715	\$8,785,715
12% Contingency Amount		\$1,054,285	\$1,054,285
CONTRACT TOTAL		\$9,840,000	\$9,840,000
ANNUAL AMOUNT OF CONTRACT (estimate)		\$2,146,909	\$2,146,909
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

PROPOSED:

Mode(s) of Service & Unit of Service Definition	No. Of Clients	No. of Units (Hours)		Unit Cost (Per Hour)
	N/A Duplicated			
	N/A Unduplicated			
		12 Hour Shift Base Rate (per Hour)	Night Shift Base Rate (per Hour)	8 Hour Base Rate (per Hour) Overtime Rate (per Hour)
Registered Nurse: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)		\$93.75	\$96.75	N/A N/A
Registered Nurse: Non Specialty		\$89.60	\$92.60	N/A N/A
Licensed Vocational Nurse		\$42.20	\$45.20	N/A N/A
Certified Operating Technician		\$53.50	\$56.50	N/A N/A
Certified Nursing Assistant (a.k.a. Patient Care Assistant)		\$26.75	\$27.75	N/A N/A
Social Worker		\$56.00	\$56.00	\$56.00 \$84.50
Sterile Processing Technician		\$48.00	\$48.00	\$48.00 \$72.00
Medical Exam Assistant		\$29.90	\$29.90	\$29.90 \$44.85
Registered Dietician		\$54.00	\$54.00	\$54.00 \$81.00
Other: Telemetry Technician		\$37.00	\$37.00	\$37.00 \$55.50

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:

The Contractor will participate in applicable cultural competency requirements.

Other Significant Issues:

Aya Healthcare will provide as-needed, temporary traveling nurse registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities.

Aya Healthcare is a Delaware corporation headquartered in San Diego, California founded in 2001. With 200 internal recruiters plus a network of vetted partner suppliers, Aya Healthcare provides services in all segments of healthcare staffing including travel nursing, allied health, per diem, locum tenens, EMR conversion, and non-clinical staffing. Aya Healthcare has over 7,000 clinicians and 1250+ corporate employees on assignment (across all of their Aya brands) throughout the U.S.

Aya Healthcare was selected under RFP 2-2019. RFP 2-2019 established three contracts to the three highest ranking responsive responsible Proposers. The highest ranked Proposer was deemed "Primary," the second highest ranked Proposer was deemed "Backup No. 1," the third highest ranked Proposer was deemed "Backup No. 2." Currently, the Department has awarded a contract to the Primary. If approved, Aya Healthcare will be Backup No. 1. The Department is still in negotiations with Backup No. 2.

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

Aya Healthcare is owned in its entirety by a private living trust with Alan Braynin, Aya Healthcare President and CEO as the sole trustee and primary trust beneficiary. The firm's corporate bylaws authorize one director for the board which is held by Mr. Braynin. However, the number can be increased at any time through a resolution adopted by the Board or through an election at an annual meeting.

Recommendations:

The Department recommends approval of this contract.