UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA
BOARD OF HOSPITAL TRUSTEES
AGENDA ITEM

Issue: Award of RFP 2012-09 for a Temporary Staffing Services Agreement with FocusOne Solutions, LLC

Back-up:

Petitioner: Brian Brannman, Chief Executive Officer, University Medical Center

Clerk Ref. #

Recommendation:

That the Board of Hospital Trustees award RFP 2012-09, Temporary Staffing Services Agreement, between FocusOne Solutions, LLC and University Medical Center of Southern Nevada for managed temporary labor staffing services; and authorize the Chief Executive Officer to sign the Agreement. (For possible action)

FISCAL IMPACT:

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<th>Fund #: 5420.000</th>
<th>Fund Name: UMC Operating Fund</th>
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<tr>
<td>Fund Center: Various</td>
<td>Grant: N/A</td>
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<td>Amount: Estimated at $3,712,000 over 3 years</td>
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<td>Description: Provide temporary staffing services as needed throughout the hospital.</td>
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BACKGROUND:

On April 18, 2006, the Board of Hospital Trustees (BOT) awarded RFP No. 2005-18, Managed Temporary Labor Staffing Services, to FocusOne Solutions for temporary staffing of healthcare professionals in critical need areas. This agreement is due to expire on October 17, 2012.

On February 13, 2012, RFP 2012-09 was distributed to twenty-six (26) staffing agencies. The RFP was also published in the Las Vegas Review Journal on February 19, 2012 and posted on the Clark County website under “Current Contracting Opportunities.” On March 13, 2012, five (5) proposals were received from:

Onward Healthcare  Access Healthcare Staffing & Recruitment Inc. (Late Response)
FocusOne Solutions  Prime Labor Inc dba Camillus Staffing
AMN Healthcare

An ad-hoc evaluation team comprised of five (5) members (represented by Human Resources, Nursing Administration, and Budget) reviewed the proposals independently and anonymously. The top three (3) respondents, Camillus Staffing, Onward Healthcare, and FocusOne, were requested to respond to a secondary questionnaire clarifying their proposals and was evaluated by the same committee. After final evaluation, the committee recommended the selection of and contract with FocusOne Solutions.
Staff recommends awarding RFP 2012-09, Managed Temporary Labor Staffing Services, to FocusOne Solutions to allow UMC to hire temporary staffing as needed.

The cost of this effort will be estimated at $2,700,000 for the first year to assist in the McKesson roll-out then level out for years two and three at an estimated amount of $506,000 per year. Negotiations reduced hourly rates to match current contract plus a $5 per hour reduction when hiring locals.

In addition, this is to authorize the CEO to approve any future amendment(s) that extend the term (not to exceed two additional years) and estimated contract amount by $788,000 not to exceed a total contract amount of $4,500,000.

This Agreement shall commence on October 18, 2012 and will remain in effect for three (3) years or until terminated with a 30 day written notice to the other party.

FocusOne Solutions possesses a Clark County Limited Vendor Registration.

Respectfully submitted,

Brian Brannman
Chief Executive Officer