

Vaya (formerly Vizient) Agency Update



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**COOK COUNTY
HEALTH**

Overview

- Contract Scope
- Contract Implementation & Benefits
- Contract Agency Use FY 21 Q1-Q4 and FY 22 Q1
- Current Agency Recruitment Challenges
- County Recognized MBE-WBE Usage

Vaya Contract Scope

Due to current nursing vacancies and COVID staffing needs, this contract supplements existing workforce to provide safe quality care.

Provides Contract Labor Management services for Nursing and support staff positions across Cook County Health facilities

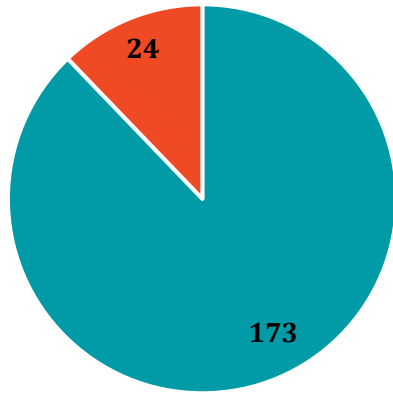
Benefits and Strategies

Contract Implemented December 13th 2020

- Due to COVID, CCH staffing need increased by **400%**
- Expanded Nursing Agency vendor pool from **6** to **49** as 4/5/22
- Increased fill rate on agency personnel requests from ~ **30 %** to over **90% (current)**.
- In FY 21, Vaya provided contract staff to backfill ~**173** FTE in Nursing vacancies
- Reduced fragmented, cumbersome invoicing process from over **20** weekly to **5 (Vaya)**
- Vaya has a larger pool to recruit to meet the urgent and immediate staffing need.
- In FY 21, CCH onboarded over **1500** agency personnel from Vaya
- All qualified agency staff provided by MBE-WBE vendors accepted

Contract Usage

FY 21 Q1-Q4 (Dec'20 to Nov'21)- Hours



■ Regular/COVID-19 FTE ■ Estimated Vaccination FTE

FY 21	Regular/COVID-19		Estimated Vaccination
	Agency FTE	Vacancy as of Nov'21**	FTE
Facility			
Stroger/APU	128	364	7
Provident	6	11	0
Correctional Health			
	23	189	0
Ambulatory Specialty			
ACHN*	16	70	0
	0	20	17
Total	173	654	24

CCH used Vaya staff to cover vacancies, COVID staffing needs and Nursing vacancies

Contract Usage

FY 22 Q1 (Dec'21 to Feb'22)- Hours

FY 22 Q1	Usage	
Facility	FTE	Vacancy as of Feb'22**
Stroger/APU	268	530
Provident	14	68
Correctional Health	52	178
Ambulatory Specialty	29	67
ACHN	28	19
Total	391	862

CCH continues to use Vaya agency to cover vacancies and COVID staffing needs

Vacancy for FY 22 increased due to Stroger & Provident growth plans and Cermak COVID expansion

Recruitment Challenges

Increased Nurse staffing need across the county

- COVID related staffing including vaccination
- Increased Nursing demand and gap
- High agency turnover
- Increased demand for travel nursing staff to fill the short-term assignment
- Highly attractive compensation package for agency staff

National Nursing Shortage trend

- The 2021 average RN turnover nationally is 23%. It increased from 19.6 in 2020
- Nurse workforce is nearing retirement, with an average age of 54
- By 2024, the United States projected to have 1 million fewer nurses than needed

Vaya Vendor Pool for CCH

24/7 Medstaff (EPN Enterpricises, Inc.)
A1 Healthcare Staffing, Inc.
ATC Healthcare Services, Inc.
AYA Healthcare, Inc.
Advanced Care Services, Inc.
Aequor Healthcare Services, LLC
American Traveler Staffing Professionals, LLC
Aura Staffing Partners, LLC
Aureus Nursing, LLC
CoreMedical Group (CMG CIT Acquisition, LLC FKA Circharo Acquisition, LLC)
Covelo Group, Inc.
Flexcare Medical Staffing (Flexcare, LLC)
Focus Staff Services, LP
Fusion Medical Staffing, LLC
HCL Global Systems, Inc.
Health Carousel Travel Network, LLC
Healthcare Resources Staffing Agency, Inc.
Host Healthcare, Inc.
Kore SAE, LLC
LRS Healthcare (Lawrence Recruiting Specialists, Inc.)
LaSalle Staffing (LaSalle Network, Inc.)
LiquidAgents Healthcare, LLC
Malone Workforce Solutions, Malone Healthcare (Management Registry, Inc.)
Maxim Healthcare Services, Inc. dba Maxim Staffing Solutions and Reflectxion Resources, Inc. dba Reflectx Staffing Solutions
Maximum Healthcare Solutions, Inc.

Med-Call Healthcare, Inc.
MedPro Staffing (Management Health Systems, LLC)
Medical Solutions, LLC
Medix Staffing Solutions, Inc.
Nomad Nurses, Inc.
Nurses PRN (PRN Health Services, Inc.)
O.R. Staffing Solutions, Inc.
Onestaff Medical, LLC
PNI (Professional Nursing, Inc.)
Planet Healthcare, LLC
Protouch Staffing (Pro-Touch Nurses, Inc.)
RNnetwork, CompHealth Medical Staffing, Foundation Medical Staffing (CHG Medical Staffing, Inc.)
Soliant Health, Inc.
Stability HealthCare, Inc.
Sunbelt Staffing, LLC
Supplemental Health Care (SHC Services, Inc.)
The Nurse Agency, Inc.
Titan Nurse Staffing, LLC
TotalMed Staffing, Inc.
Travel Nurse across America, LLC
Triage, LLC (FKA: TaleMed)
Trusted, Inc.
UNI (Professional Resource Enterprises, Inc.)
vTech Solution, Inc.

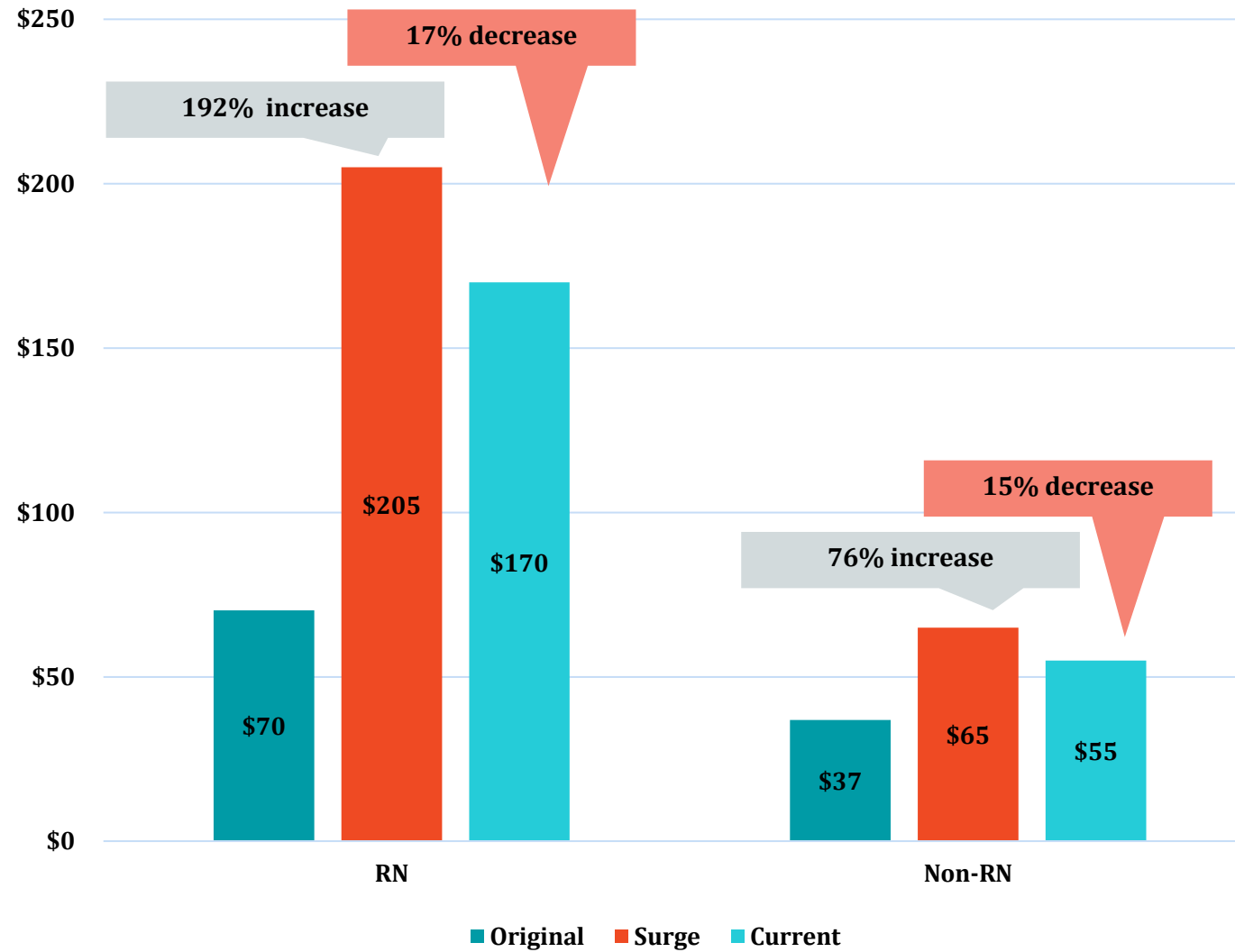


Cook County Health - Diversity Supplier Hours

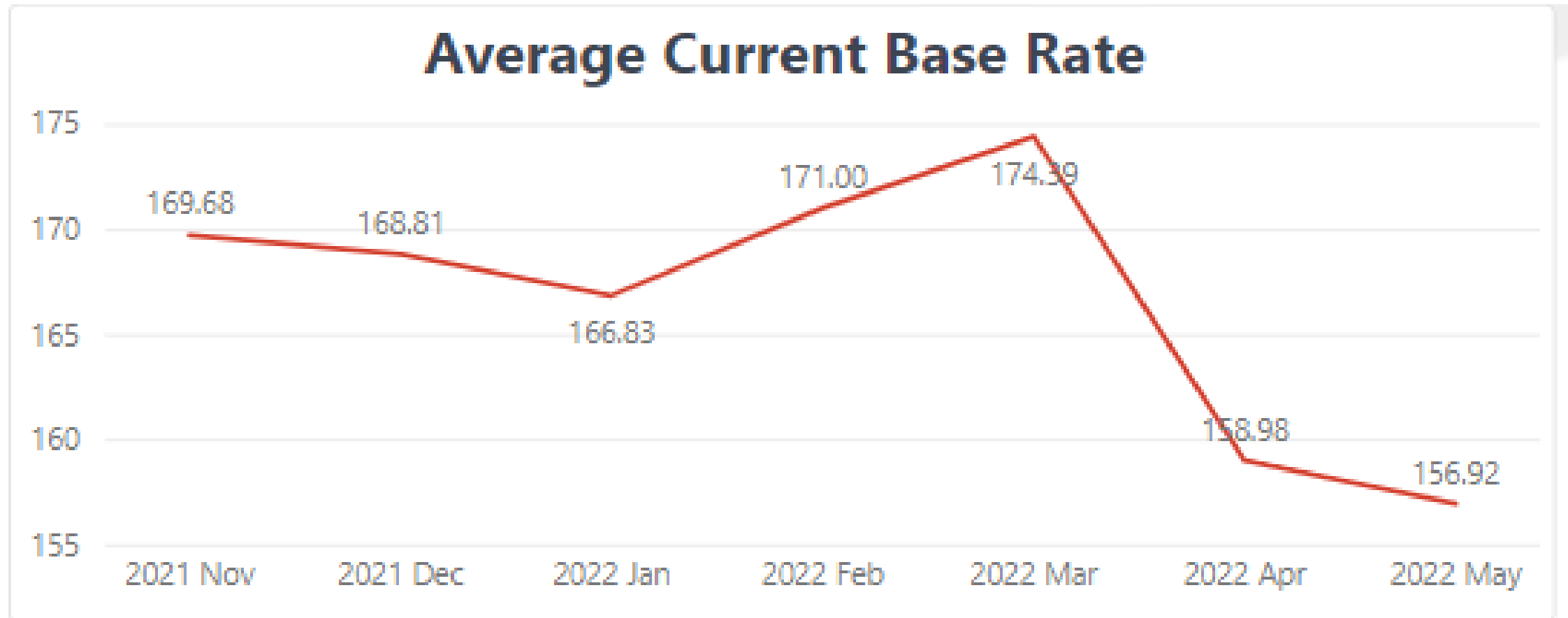
Agency	Dec 2020- April 2021	May 2021- September 2021	October 2021- February 2022
Advanced Care Services, Inc.	4,311	11,821	8,550
Kore SAE, LLC	2,579	6,682	2,331
PNI (Professional Nursing, Inc.)	952	3,198	5,982
The Nurse Agency, Inc.	309	3,407	8,366
Grand Total	8,151	25,108	25,229

Vaya Rates

Comparison



Cook County's Average RN Rate Trend Aligned With National Demand Trends



- VAYA 2022. CONFIDENTIAL. NOT FOR DISTRIBUTION.
- Data is as of 4/10/2022 and is based on Workforce Solutions data including direct contracts, managed service contracts, and support of third-party staffing programs.

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THANK YOU



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