

Vaya (formerly Vizient) Agency Update

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June 2024



COOK COUNTY
HEALTH

Overview

- Contract Scope
- Contract Implementation & Benefits
- New Contract
- Current Recruitment Challenges
- County Recognized MBE-WBE Usage
- Appendix- Contract Agency Use

Vaya Contract Scope

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

Due to current nursing vacancies and emergent staffing needs , this contract supplements existing workforce to provide safe quality care, while we continue to recruit for and fill nursing vacancies

Benefits and Strategies

Contract Implemented December 13th 2020

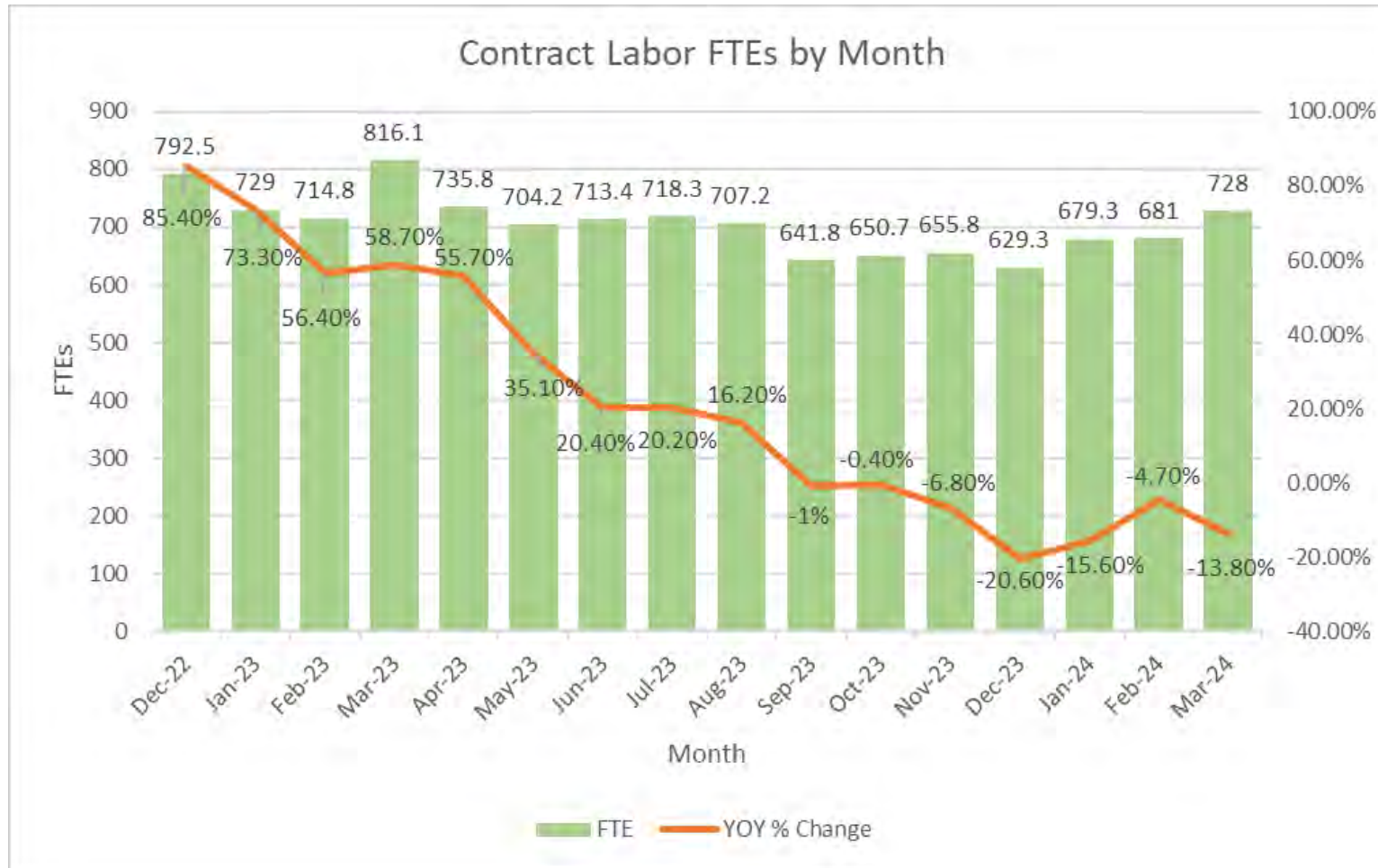
- Expanded Nursing Agency vendor pool from **6** to **60** as 5/8/24
- Increased fill rate on agency personnel requests from ~ **30 %** to over ~**98%** (current).
- Reduced fragmented, cumbersome invoicing process from over **20** weekly to **5** (Vaya)
- Due to pandemic and post-pandemic patient care needs, CCH required greater use of agency staff.
- Vaya has a larger pool to recruit to meet the urgent and immediate staffing need
- All qualified agency staff provided by MBE-WBE vendors accepted

Contract Update

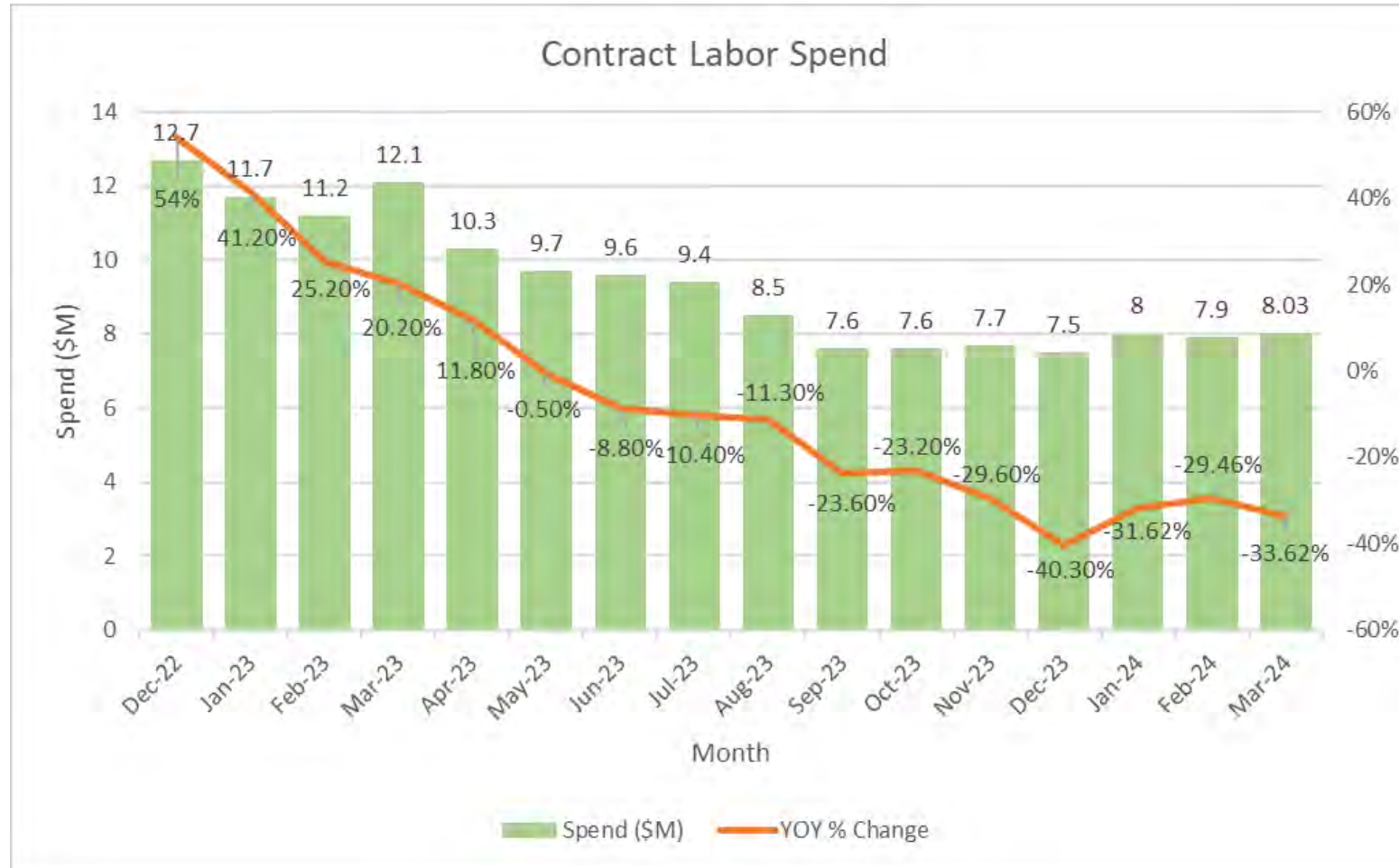
New contract executed

- Vaya selected through an RFP
- 2-year contract
- Duration: 10/29/23 to 10/28/25
- Amount: \$140M

Contract Labor FTEs by Month

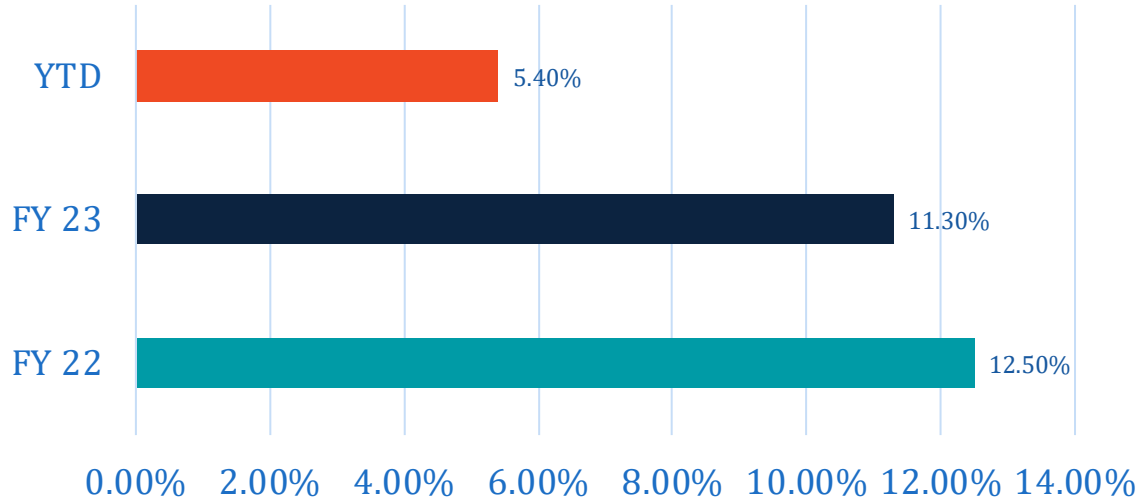


Contract Labor Spend by Month



Direct Care RN Turnover and Vacancy FY 22- YTD

Turnover Rate



METRIC	STAFF RN TURNOVER
90 th Percentile	14.2%
75 th Percentile	16.6%
Median	18.7%
25 th Percentile	21.6%
10 th Percentile	26.0%
NATIONAL AVERAGE	18.4%

CCH Nursing Staffing Challenges

Increased Nurse staffing need across the county

- Increased Nursing market demand and gap
- Low hiring velocity for Nursing positions including RN
- Projected that $\frac{1}{4}$ - $\frac{1}{3}$ of CCH RNs will be eligible to retire by 2026.

National Nursing Shortage trend

- The 2023 average RN turnover nationally was **18.4%**. It increased from **18.7%** 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

Actions in motion to address gap

- Marketing efforts to recruit current agency personnel to permanent positions
- Modernizing the Hiring Practices---Accelerated Hiring Trial for CN1 Positions---First trial completed; Second currently underway.
- Retention & Recruitment
- Nursing School collaboration

Cook County Health - Diversity Supplier Hours

Agency Quarterly Summary	Dec 20 - Feb 21	Mar 21 - May 21	Jun 21 - Aug 21	Sep 21 - Nov 21	Dec 21 - Feb 22	Mar 22 - May 22	Jun 22 - Aug 22	Sep 22 - Nov 22	Dec 22 - Feb 23	Mar 23 - May 23	Jun 23 - Aug 23	Sep 23 - Nov 23	Dec 23 - Feb 24
Total Hours	2,753.50	8,424.50	9,741.00	13,422.75	15,667.50	17,822.25	19,079.00	17,666.50	17,259.00	15,929.75	18,543.50	19,151.00	18,354.50
MWBE % of Total Hours	5.15%	10.09%	8.17%	8.95%	7.83%	7.82%	7.12%	5.92%	5.02%	4.71%	5.79%	6.56%	6.22%

Vaya Vendor Pool for CCH

60 vendors

24/7 Medstaff (EPN Enterprises, Inc.)
A1 Healthcare Staffing, Inc.
ATC Healthcare Services, Inc.
AYA Healthcare, Inc.
Accede Solutions, Inc.*
Access Healthcare, LLC*
Advanced Care Services, Inc.
Advantis Medical Staffing, LLC*
Aequor Healthcare Services, LLC
American Traveler Staffing Professionals, LLC
Aura Staffing Partners, LLC
Aureus Nursing, LLC
Covelo Group, Inc.
CrossMed Healthcare Staffing Solutions, Inc.*
Cynet Health, Inc. *
Flexcare Medical Staffing (Flexcare, LLC)
Focus Staff Services, LP
Fusion Medical Staffing, LLC
Health Carousel Travel Network, LLC
Host Healthcare, Inc.
LRS Healthcare (Lawrence Recruiting Specialists, Inc.)
LaSalle Staffing (LaSalle Network, Inc.)
LeaderStat, LTD*
LiquidAgents Healthcare, LLC
Malone Workforce Solutions, Malone Healthcare (Management Registry, Inc.)
Marvel Medical Staffing, LLC*
Maxim Healthcare Services, Inc. dba Maxim Staffing Solutions and Reflectxion Resources, Inc. dba Reflectx Staffing Solutions
Maximum Healthcare Solutions, Inc.
Med Pro Staffing Solutions, LLC
Med-Call Healthcare, Inc.

Med Pro Staffing (Management Health Systems, LLC) (Will be added for new contract)*
Medical Solutions, LLC
Medix Staffing Solutions, Inc.
Nomad Nurses, Inc.
Nurses PRN (PRN Health Services, Inc.)
O.R. Staffing Solutions, Inc.
On Call Staffing Agency, LLC (On Call Staffing Solutions)*
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.)
RTG Medical (ReadyTech-Go, Inc.)*
Soliant Health, Inc.
Springboard Health, LLC
Stability HealthCare, Inc.
StaffDNA, LLC *
Summit Medical Staffing, LLC*
Sunbelt Staffing, LLC
Supplemental Health Care (SHC Services, Inc.)
Talent4health, LLC*
The Nurse Agency, Inc.
The Right Solutions (AmediStaf, LLC)*
TotalMed, LLC (FKA: TotalMed Staffing, Inc.)
Travel Nurse across America, LLC
Triage, LLC (FKA: TaleMed)
Trustaff Travel Nurses, LLC
Trusted Health, Inc.
UNI (Professional Resource Enterprises, Inc.)
vTech Solution, Inc.

Cook County MBE-WBE Agency

Nationally Certified MBE-WBE Agency



*New Agency effective 6/2023

Thank you! ↗



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