



**Finance Committee  
Special Meeting  
2018**

**February 2, 2018**

## **Finance Committee Special Meeting**

**Friday, February 2, 2018**

**7:30 AM**

*Natividad Room, Building 200*

1441 Constitution Blvd.

### **AGENDA**

**1. Call to Order**

**Mike Payne, Chair**

**2. Public Comments (Limited 3 minutes per speaker)**

This portion of the meeting is reserved for persons to address the Board on any matter not on this agenda but under the jurisdiction of the Board of Trustees. Board members may respond briefly to statements made or questions posed. They may ask a question for clarification; make a referral to staff for factual information, or request staff to report back to the Board at a future meeting.

**3. Agenda Additions/Corrections**

**Noemi Ferguson**

**4. Approval of Minutes**

- Approve the Minutes of December 1, 2017. *Pages 7-10*

**5. Old Business**

- None

**6. New Business**

- Consent Items – Attachment A. *Pages 11-12*  
Review and approve for consideration by the NMC Board of Trustees
- Review and approve the schedule of regular meetings of the Finance Committee for calendar year 2018 – Attachment B. *Page 6*

**Scheduled Items/Discussion Items**

**7. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement (A-12693) with Mobile Instrument Service and Repair, Inc. for repair and maintenance services of surgical instruments, extending the agreement an additional two (2) year period (May 12, 2018 through May 11, 2020) for a revised full agreement term of May 12, 2015 through May 11, 2020, and adding \$300,000 for a revised total agreement amount not to exceed \$570,000.  
*Pages 13-14*

**8. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 11 to the Agreement (A-11938) with Cynthia Harlowe for professional consulting services at NMC, extending the Agreement an additional 1 year period for a revised full term of July 1, 2009 through June

9. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for one (1) additional year (March 1, 2018 through February 28, 2019) for a revised full agreement term of September 1, 2007 through February 28, 2019, and to increase the Agreement by an additional \$745,728 for a revised total Agreement amount not to exceed \$3,718,234.

*Pages 17-18*

10. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the agreement (A-12086) with GE Healthcare for diagnostic imaging equipment services to extend the term of the agreement for two (2) additional years (September 1, 2018 through August 31, 2020) for a revised full agreement term of September 1, 2011 through August 31, 2020, and to increase the Agreement by an additional \$1,447,939 for a revised total Agreement amount not to exceed \$5,187,914.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than \$100,000 in total across all amendments. *Pages 19-20*

11. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a two- year Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, for a revised full Agreement term of April 19, 2017 through April 18, 2020 with the option to extend the Agreement for two (2) additional years and adding \$2,000,000 for a revised total Agreement amount not to exceed \$7,000,000. *Pages 21-22*

12. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Orders No.1000121534, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 26, 2016 through September 25, 2021, during which time NMC shall be billed for a forty-two (42) month lease term at \$1,360 monthly, for a total not to exceed amount \$1,583,700, with no charges applied during the implementation phase until implementation is complete; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order No.1000123423, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 15, 2015 through February 2, 2021, during which time NMC shall be billed for a forty-eight (48) month lease term at \$830 monthly, for a total not to exceed amount \$836,340, with no charges applied during the implementation phase until implementation is complete; and
- c. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timeline for Customer Orders No. 10000121534 and 1000123423; and
- d. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines



to Customer Orders No. 1000121534 and 1000123423 which may arise due to unforeseen scheduling changes and which do not cause an increase to the total cost. *Pages 23-25*

13. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800. *Pages 26-27*

14. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Robert Izenberg M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period March 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment. *Pages 28-29*

15. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000. *Pages 30-31*

16. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Premier Healthcare Solutions, Inc. for budget and financial reporting software services at NMC for an amount to exceed \$484,412 with an agreement term of March 1, 2018 through February 28, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than twenty percent (20%) (\$96,882) of the original cost of the agreement in total. *Pages 32-33*

17. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the McKesson Master Agreement MA1011350 ("Monterey County Agreement A-11723") with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in order to
  - (1) Upgrade McKesson PACS and add 3D mammography;
  - (2) Migrate and archive data; and
  - (3) Upgrade PowerScribefor the period of February 1, 2018 to June 30, 2019 adding \$117,863 (\$40,500 for McKesson PACS



upgrade and 3D mammography, \$47,563 for migration and archiving of data, and \$29,800 for PowerScribe upgrade) for a revised total maximum liability under Monterey County Agreement (A-11723) of \$4,542,190.

- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$260,000) of the original cost of the agreement per each amendment. *Pages 34-36*

**18. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Forward Advantage, Inc. for the Imprivata product, a single sign on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional three (3) year period (March 23, 2018 through March 22, 2021) for a revised full agreement term of March 23, 2016 through March 22, 2021, and adding \$111,600 for a revised total agreement amount not to exceed \$379,567. *Pages 37-38*

**19. Review and Approve Financial Statements**

**Daniel Leon, CFO**

- Receive and Approve November 2017 & December 2017 YTD Financial Report. *Pages 39-65*

**20. Calendar for Next Finance Committee Meeting**

- Thursday, March 22, 2018 at 3:30 PM.

**21. Adjournment**

NOTE: Any individual may request a copy of the agenda, or a copy of all the documents constituting the agenda packet of any meeting of the Natividad Medical Center Board of Trustees as required by the Ralph M. Brown Act, Section 54954.1. Upon receipt of a written request, The clerk to the Natividad Medical Center Board of Trustees shall cause the requested materials to be mailed at the time the agenda is posted pursuant to Section 54954.2 and 54956. Any request for mailed copies of agendas or agenda packets shall be valid for the calendar year in which it is filed, and must be renewed following January 1 of each year. If requested, the agenda shall be made available in appropriate alternative formats to persons with a disability, as required by Section 202 of the American with Disabilities Act of 1990 (42 USC Sec. 12132), and the federal rules and regulations adopted in implementation thereof. Individuals requesting a disability-related modification or accommodation, including auxiliary aids or services, may contact Natividad Medical Center Hospital Administration at 831.755-4185. These requests may be made by a person with disability who requires a modification or accommodation in order to participate in the public meeting

**Finance Committee Special Meeting  
Friday, February 2, 2018  
Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 11-12</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-11514) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC, extending the term by twenty-five months (March 1, 2018 to March 31, 2020) for a revised full agreement term of November 1, 2008 to March 31, 2020, with no change to the total not to exceed amount of \$2,500,000; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$105,000) of the original contract amount per each amendment.</p>
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**Finance Committee Special Meeting  
Friday, February 2, 2018  
Consent Items**

**Attachment B**

**Natividad Medical Center  
Finance Committee  
2018 Meeting Schedule**

*The NMC Finance Committee is scheduled to meet the fourth Thursday of the month, unless otherwise notified. Meetings will be held at Natividad Medical Center – Steinbeck Room, unless otherwise noted.*

*Schedule subject to change.*

<b>Month</b>	<b>Date</b>	<b>Time</b>	<b>Room</b>
<b>January</b>	Friday, 02/02/2018	7:30 a.m.	Natividad
<b>February</b>	*No Meeting		
<b>March</b>	Thursday, 03/22/2018	3:30 p.m.	Steinbeck
<b>April</b>	Thursday, 04/26/2018	3:30 p.m.	Steinbeck
<b>May</b>	Thursday, 05/24/2018	3:30 p.m.	Steinbeck
<b>June</b>	Thursday, 06/28/2018	3:30 p.m.	Steinbeck
<b>July</b>	Thursday, 07/26/2018	3:30 p.m.	Steinbeck
<b>August</b>	Thursday, 08/23/2018	3:30 p.m.	Steinbeck
<b>September</b>	Thursday, 09/27/2018	3:30 p.m.	Steinbeck
<b>October</b>	Thursday, 10/25/2018	3:30 p.m.	Steinbeck
<b>November</b>	Friday, 12/07/2018	7:30 a.m.	Natividad
<b>December</b>	*No Meeting		



## Finance Committee Meeting

Friday, December 1, 2017

8:00 AM

Natividad Room, Building 200

1441 Constitution Blvd.

### MINUTES

**Board Members:** Dr. Gary Gray, Mike Payne, Dr. Walt Mills

**Absent:** Marcia Atkinson

**NMC Staff/County:** Daniel Leon, Andrea Rosenberg, Dr. Craig Walls, Nancy Buscher, Carol Adams, Jeanne-Anne Balza, Dr. Charles Harris

1. Call to Order

Mike Payne, Chair

2. Public Comments (Limited 3 minutes per speaker)

- There were none.

3. Agenda Additions/Corrections

Noemi Ferguson

- There were none.

4. Approval of Minutes

- Approve the Minutes of October 26, 2017.

**MOTION:** *Motion to approve the minutes of October 26, 2017 moved by Dr. Gary Gray, seconded by Dr. Walt Mills, and approved unanimously.*

5. Old Business

- There were none.

6. New Business

- Consent Items – Attachment A.

Review and approve for consideration by the NMC Board of Trustees

**MOTION:** *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 3 moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

#### Scheduled Items/Discussion Items

7. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Philips Healthcare for DoseWise Portal Subscription services at NMC for an amount not to exceed \$172,550 with an agreement term of March 1, 2018 through February 28, 2023.
- Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$17,255) of the original cost of the agreement per each

amendment.

- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

**MOTION:** *Motion to approve Scheduled, item number 7, for consideration by the NMC Board of Trustees, moved by Dr. Walt Mills seconded by Dr. Gary Gray, and approved unanimously.*

8. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with First Security Services, A First Alarm Security & Patrol Inc. Company for shuttle services at NMC for an amount not to exceed \$104,048 with an agreement term January 9, 2018 through January 8, 2019.

**MOTION:** *Motion to approve Scheduled, item number 8, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

9. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Services Agreement with Specialists on Call, Inc., ("SOC"), a Delaware corporation; Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians, and as California Tele-Physicians ("TPP") to provide tele-neurology services at NMC for an amount not to exceed \$500,000 for the period February 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

**MOTION:** *Motion to approve Scheduled, item number 9, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

10. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Physician Services Agreement with the The Regents of the University of California, a California Constitutional corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services for the period February 1, 2018 to March 31, 2020 for a not to exceed amount of \$440,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$44,000) of the original contract amount per each amendment.

**MOTION:** *Motion to approve Scheduled, item number 10, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

11. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a non-standard agreement with AS Software, Inc. for ultrasound reporting and image services an amount not to exceed \$191,350 with an agreement term January 1, 2018 through December 31, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future



amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$19,135) of the original cost of the agreement per each amendment.

**MOTION:** *Motion to approve Scheduled, item number 11, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

12. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with McKesson Medical-Surgical for Laboratory middleware software services at NMC for an amount not to exceed \$217,560 with an agreement term January 9, 2017 through January 8, 2022
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$21,756) of the original cost of the agreement per each amendment.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

**MOTION:** *Motion to approve Scheduled, item number 12, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

13. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 4 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for an additional seventy-five day (75) day period (December 15, 2017 through February 28, 2018) for a revised full agreement term of September 1, 2007 through February 28, 2018, with no increase to the total agreement amount of \$2,972,506.

**MOTION:** *Motion to approve Scheduled, item number 13, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

14. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve October 2017 YTD Financial Report.

**MOTION:** *Motion to accept the October 2017 Financial Report moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

15. Adjournment at 8:43am

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Mike Payne, Chair

Recorded by Noemi Ferguson



**Finance Committee Meeting**  
**Friday, December 1, 2017**  
**MINUTES**

**Attachment A**

<b>1.</b>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with A&amp;B Fire Protection and Safety, Inc. for repair, maintenance and testing of fire alarm systems at NMC, extending the agreement an additional three (3) years period (January 1, 2018 through December 31, 2020) for a revised full agreement term of July 1, 2015 through December 31, 2020, and adding \$159,161 for a revised total agreement amount not to exceed \$228,068.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$6,890) of the original cost of the agreement per each amendment.</p>
<b>2.</b>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology services at NMC for an amount not to exceed \$410,000 for the period February 1, 2018 to March 31, 2020; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount per each amendment.</p>
<b>3.</b>	<p>a. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4.5 Million to the lowest responsive bidders as follows: NMC 2017-01 Ausonio Incorporated; and NMC 2017-02 Staples Construction Company, Inc.;</p> <p>b. Approve the Performance and Payment Bonds executed and provided by Ausonio Incorporated, Inc. in the amount of \$2 Million;</p> <p>c. Approve the Performance and Payment Bonds executed and provided by Staples Construction Company, Inc. in the amount of \$2 Million; and</p> <p>d. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contract Natividad Medical Center 2017-01 with Ausonio Incorporated, and Job Order Contract Facilities 2017-02 with Staples Construction Company, Inc.</p>

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **UCSF Department of Pediatrics, Fourth Amendment**

#### TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-11514) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC, extending the term by twenty-five months (March 1, 2018 to March 31, 2020) for a revised full agreement term of November 1, 2008 to March 31, 2020, with no change to the total not to exceed amount of \$2,500,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$105,000) of the original contract amount per each amendment.

#### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-11514) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC, extending the term by twenty-five months (March 1, 2018 to March 31, 2020) for a revised full agreement term of November 1, 2008 to March 31, 2020, with no change to the total not to exceed amount of \$2,500,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$105,000) of the original contract amount per each amendment.

#### SUMMARY/DISCUSSION:

Natividad Medical Center's Neonatal Intensive Care Unit (NICU) provides stabilization of the initially ill newborn and intermediate intensive care as well as continuing care for growing newborns. An agreement was entered into with UCSF School of Medicine Department of Pediatrics to provide two highly trained neonatologist physicians for 24/7 coverage of infants admitted to the NICU as well as oversight and medical direction of the unit.

NMC wishes to amend the Agreement with UCSF to extend the term so that UCSF providers can continue to provide the same scope of services without interruption to the critical care unit at NMC. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

#### OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment as to fiscal

provisions. The Amendment has also been reviewed and approved by Natividad Medical Special Finance Committee and Board of Trustees on February 2, 2018.

FINANCING:

There is no cost for this Fourth Amendment because the original amount was not fully disbursed. The total not to exceed amount of this Agreement is \$2,500,000 for the period November 1, 2008 to March 31, 2020. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with UCSF will enhance the breadth of services now being provided at NMC for children in Monterey and neighboring counties, thus allowing more children and their families to remain closer to home for acute pediatric care.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.255

Attachments: Agreement; First-Fourth Amendments

Attachments on file at the Clerk of the Board



## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Mobile Instrument Service and Repair, Inc. Amendment No. 1 Legistar Number: \_\_\_\_\_**

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement (A-12693) with Mobile Instrument Service and Repair, Inc. for repair and maintenance services of surgical instruments, extending the agreement an additional two (2) year period (May 12, 2018 through May 11, 2020) for a revised full agreement term of May 12, 2015 through May 11, 2020, and adding \$300,000 for a revised total agreement amount not to exceed \$570,000.

### **..Report**

#### **RECOMMENDATION:**

**It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement (A-12693) with Mobile Instrument Service and Repair, Inc. for repair and maintenance services of surgical instruments, extending the agreement an additional two (2) year period (May 12, 2018 through May 11, 2020) for a revised full agreement term of May 12, 2015 through May 11, 2020, and adding \$300,000 for a revised total agreement amount not to exceed \$570,000.

#### **SUMMARY/DISCUSSION:**

Mobile Instrument Service and Repair, Inc. provides comprehensive services for repairing instruments and certain endoscopes which are needed by several NMC departments to assure that certain equipment used for surgical procedures are fully functional. Critical areas where these services are needed include the Surgery Department, Labor and Delivery Department as well as the Emergency Department. These services are beneficial to NMC because quality functioning instruments and scopes are required for surgical procedures.

NMC currently owns the following types of “scopes”, all of which require servicing:

- Cystoscopes – allows the surgeon to visualize the inside of the bladder
- Ureteroscopes – allows the surgeon to visualize the inside of the ureter
- Laparoscopes – allows the surgeon to visualize the abdominal contents when performing abdominal surgeries such as appendectomy, cholecystectomy, or gastric bypass
- Arthroscopes – allows the surgeon to visualize the joint spaces
- Endoscopes –used for endoscopy procedures such as gastroscopy and colonoscopy.

While some of the above scopes are covered by individual service agreements with their respective companies, many are not. These scopes need maintenance which Mobile Instrument provides. Mobile Instrument carries the industry’s largest inventory of replacement parts and is able to provide NMC with repairs to scopes that other vendors are unable to service. Mobile Instrument use only brand new, medical grade parts which meet or exceed original equipment manufacturer (OEM) standards when making repairs on equipment. Scopes require frequent maintenance to assure the lenses remain clear, the shafts of the scope remain straight, and the fibers remain intact. Cracked lenses, bent metal shafts, and rigid scopes can all be quickly serviced by Mobile Instrument which is extremely beneficial because they can be returned to service quickly and reduces NMC’s down time.

Approval of the recommended action will ensure functioning scopes are on hand, in addition to extending the life of NMC's scopes and their usefulness can be prolonged negating the need for purchasing replacements.

The other significant service the Mobile Instruments provides is maintenance of NMC's surgical instruments. Instruments that become dull or non-functional can be repaired, sharpened, and put back into service preventing the expense of purchasing new instruments. NMC will continue to monitor the performance of Mobile Instrument through logging sheets that are used when instruments or scopes are sent for repair, assuring the deadlines referenced in the contract are met (on site repairs will be returned the same day and offsite returned within 10-15 business days).

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment no. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 1 has also been reviewed and approved by NMC's Finance Committee on February 2, 2018 and by its Board of Trustees on February 2, 2018.

#### **FINANCING:**

The cost for this amendment no. 1 is \$300,000, of which \$50,000 is included in the Adopted Budget for Fiscal Year 2017-18. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this agreement supports the Board of Supervisor's strategic initiative to "improve the health and quality of life through County supported programs and services" by providing the technology and quality instrumentation necessary for these type of procedures to be performed locally, keeping families at home.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Sue Rodger, Director of Surgical Services, 772-7789

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Mobile Instrument Service and Repair Inc Amendment 1

Mobile Instrument Service and Repair Inc Agreement

Mobile Instrument Service and Repair Inc Spend Sheet

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Amendment No. 11 to Cynthia Harlowe Agreement**

#### **Legistar Number:**

#### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 11 to the Agreement (A-11938) with Cynthia Harlowe for professional consulting services at NMC, extending the Agreement an additional 1 year period for a revised full term of July 1, 2009 through June 30, 2019 and adding \$324,000 for a revised total Agreement amount not to exceed \$1,797,000.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 11 to the Agreement (A-11938) with Cynthia Harlowe for professional consulting services at NMC, extending the Agreement an additional 1 year period for a revised full term of July 1, 2009 through June 30, 2019 and adding \$324,000 for a revised total Agreement amount not to exceed \$1,797,000.

#### **SUMMARY/DISCUSSION:**

NMC is accredited by the Joint Commission, a non-profit organization that accredits over 18,000 healthcare organizations and programs in the United States. Approximately 82 percent of the nation's hospitals are currently accredited by The Joint Commission. The Joint Commission has deemed status with the Centers for Medicare and Medicaid Services (CMS) which means that the Joint Commission will enforce standards of compliance with the federal Conditions of Participation for receiving reimbursement under the Medicare and Medicaid programs in addition to Joint Commission standards. The accreditation process includes: (a) ongoing compliance with the standards of care, treatment and services; (b) annual self-assessment for compliance with all standards; and (c) an onsite survey every three years.

NMC has had an agreement with Cynthia Harlowe to provide onsite consulting services for Joint Commission survey preparation and during the actual survey. Her agreement provides for onsite consulting services to assist NMC in completing and scoring the annual self-assessment and in providing input on establishing action plans for maintaining compliance with all standards, providing on-site consulting during the actual survey and providing assistance to the Engineering Department in implementing process changes to assure complete compliance with the Joint Commission standards.

NMC wishes to execute Amendment No. 11 with Cynthia Harlowe with an additional one year term for the provision of consulting services at NMC without interruption. Ms. Harlowe will be the lead person to conduct mock surveys during the upcoming years in preparation for official Joint Commission surveys. In addition, Ms. Harlowe will assist the Quality Department on several patient related projects while a new search is conducted to fill the recently vacated position.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No.11 as to legal form and risk



provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No.11 was reviewed and approved by NMC's Board of Trustees on February 2, 2018

**FINANCING:**

The cost for this Amendment No. 11 is \$324,000. \$300,000 has been budgeted for this Agreement in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The consulting services in this agreement ensure that NMC remains compliant with Healthcare standards as required by The Joint Commission.

- ☐ Economic Development
- ☒ Administration
- ☐ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Dr. Craig Walls, Chief Medical Officer, 783-2521

Approved by: Gary R. Gray, DO, Interim Chief Executive Officer, 783-2504

Attachments:

Amendment No. 11 to Agreement with Cynthia Harlowe  
Amendment No. 10 to Agreement with Cynthia Harlowe  
Amendment No. 9 to Agreement with Cynthia Harlowe  
Amendment No. 8 to Agreement with Cynthia Harlowe  
Amendment No. 7 to Agreement with Cynthia Harlowe  
Amendment No. 6 to Agreement with Cynthia Harlowe  
Amendment No. 5 to Agreement with Cynthia Harlowe  
Amendment No. 4 to Agreement with Cynthia Harlowe  
Amendment No. 3 to Agreement with Cynthia Harlowe  
Amendment No. 2 to Agreement with Cynthia Harlowe  
Amendment No. 1 to Agreement with Cynthia Harlowe  
Agreement with Cynthia Harlowe

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Amendment No. 5 to GE Healthcare Agreement for Biomedical Equipment Maintenance**

#### **Legistar Number:**

#### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for one (1) additional year (March 1, 2018 through February 28, 2019) for a revised full agreement term of September 1, 2007 through February 28, 2019, and to increase the Agreement by an additional \$745,728 for a revised total Agreement amount not to exceed \$3,718,234.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for one (1) additional year (March 1, 2018 through February 28, 2019) for a revised full agreement term of September 1, 2007 through February 28, 2019, and to increase the Agreement by an additional \$745,728 for a revised total Agreement amount not to exceed \$3,718,234.

#### **SUMMARY/DISCUSSION:**

Natividad Medical Center (NMC) has had an agreement with GE Healthcare (GE) for biomedical engineering services since 2007. The services include preventive equipment maintenance on biomedical equipment, sterilizer and laboratory equipment as well as contracted personnel to manage and maintain the inventory. The Joint Commission requires that hospitals have an Equipment Management Plan that details the hospital's biomedical equipment inventory with a plan on how it will be maintained based on the manufacturer's recommendation. GE performs all of the functions to keep the hospital compliant with the Joint Commission requirement.

The current agreement was recently amended in December 2017 to extend briefly through February 28, 2018 to allow time to conclude negotiation of a mutually agreed upon pricing structure going forward in tandem with a recent inventory true-up of all biomedical equipment on site at NMC. This Amendment No. 5 has the current inventory equipment list attached. The Annual Normal Fixed Charges for maintenance services for these inventoried items is \$507,408 annually (billed at \$42,284 per mo). This amendment No. 5 also includes an Additional Services Allotment to cover the costs for maintenance and repair on items that are not included in the current inventory list at a not to exceed amount of \$238,320 annually.

NMC intends to release a Request for Proposal (RFP) for preventive equipment maintenance on biomedical equipment in 2018.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 5 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The

amendment No. 5 has also been reviewed and approved by NMC's Finance Committee on January 25, 2018 and by its Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this amendment No. 5 is \$745,728, of which \$302,051 is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This request ensures that NMC's biomedical equipment is properly maintained for compliance and safety purposes which contributes to the improved health and wellness for patients.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Jeffery Cleek, Director of Engineering and Safety, 783-2614  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Amendment No. 5 to GE Healthcare Agreement (Biomed)  
Amendment No. 4 to GE Healthcare Agreement (Biomed)  
Amendment No. 3 to GE Healthcare Agreement (Biomed)  
Amendment No. 2 to GE Healthcare Agreement (Biomed)  
Renewal & Amendment No. 1 to GE Healthcare Agreement (Biomed)  
Agreement with GE Healthcare (Biomed)

Attachments on file with the Clerk of the Board



## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Amendment No. 1 to GE Healthcare Agreement for Diagnostic Imaging Equipment Service Legistar Number:**

#### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the agreement (A-12086) with GE Healthcare for diagnostic imaging equipment services to extend the term of the agreement for two (2) additional years (September 1, 2018 through August 31, 2020) for a revised full agreement term of September 1, 2011 through August 31, 2020, and to increase the Agreement by an additional \$1,447,939 for a revised total Agreement amount not to exceed \$5,187,914.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than \$100,000 in total across all amendments.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the agreement (A-12086) with GE Healthcare for diagnostic imaging equipment services to extend the term of the agreement for two (2) additional years (September 1, 2018 through August 31, 2020) for a revised full agreement term of September 1, 2011 through August 31, 2020, and to increase the Agreement by an additional \$1,447,939 for a revised total Agreement amount not to exceed \$5,187,914.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than \$100,000 in total across all amendments.

#### **SUMMARY/DISCUSSION:**

In 2007 NMC established an agreement with GE Healthcare (GE) for Biomed equipment maintenance and repair services. Then in 2011, NMC established another agreement with GE for preventive equipment maintenance on diagnostic imaging (DI) equipment. This DI equipment service agreement has a term of September 1, 2011 through August 31, 2018 and a not to exceed amount of \$3,739,975. This total amount includes dollars to cover routine maintenance and repair of inventoried DI equipment plus additional dollars to cover maintenance and repair services for off-inventoried DI equipment such as newly acquired equipment and damaged equipment. These off-inventory items are referred to as "billable" items and are invoiced on a time and materials basis.

The Joint Commission requires that hospitals have a diagnostic imaging equipment inventory with a plan on how it will be maintained based on the manufacturer's recommendation. Per the State of California Regulatory Requirements, Title 22, all diagnostic imaging equipment is to receive preventative maintenance services providing functionality that also ensures public safety. This is a requirement of The Joint Commission as well.

This amendment includes a two year extension to the term and has an updated inventory list attached. Given the refreshed inventory list, effective on March 1, 2018, the "Normal Fixed Charges" billed for inventoried DI equipment will drop from \$38,277 per month to \$35,000 per month. This amendment No. 1 also includes an "Additional Services Allotment" to cover the costs

for maintenance and repair on items that are not included in the current inventory list at a not to exceed amount of \$200,000 through the term of the Agreement.

NMC is seeking authority to amend in the future as needed should there be a significant change in inventory, provided the total increase across all future amendments is capped at \$100,000.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on February 2, 2018 and by its Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this amendment No. 1 is \$1,447,939. \$500,000 was included in the NMC Fiscal Year 2017-18 Adopted Budget for this agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This request ensures that NMC's diagnostic imaging equipment is properly maintained for compliance and safety purposes which contributes to the improved health and wellness for patients.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Heidi Dormody, Lab & Radiology Manager, 772-7660

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Amendment No. 1 to GE Healthcare Agreement (Diagnostic Imaging)

Agreement with GE Healthcare (Diagnostic Imaging)

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**FocusOne Solutions Agreement per RFP #9600-62**

**Legistar Number: A 17-105**

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a two- year Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, for a revised full Agreement term of April 19, 2017 through April 18, 2020 with the option to extend the Agreement for two (2) additional years and adding \$2,000,000 for a revised total Agreement amount not to exceed \$7,000,000.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a two- year Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, for a revised full Agreement term of April 19, 2017 through April 18, 2020 with the option to extend the Agreement for two (2) additional years and adding \$2,000,000 for a revised total Agreement amount not to exceed 7,000,000.

#### **SUMMARY/DISCUSSION:**

Natividad Medical Center utilizes registry services to staff hard to fill clinical positions to meet the hospital's staffing needs to ensure high quality patient care. NMC recommends continuing the utilization of the current Vendor Management System and associated services which provide the following benefits to NMC process: 1) Increase the number of registry vendor agencies available to NMC, 2) Streamline the billing process, and 3) Replace the many individual nurse and ancillary registry agreements that NMC previously processed. There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by registry staff.

FocusOne Solutions was selected through a solicitation process. NMC issued Request for Proposals (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration. Upon a thorough selection process by NMC to include online demonstrations of the vendor management system, and FocusOne Solutions was selected as the strongest candidate who demonstrated that it was best able to meet the needs of NMC.

NMC will return to the Board of Supervisors a year from now to request authority to extend the term as per the terms and conditions of the agreement provided both parties to this agreement are in agreement to do so.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk

provisions, and the Auditor-Controller has reviewed and approved the Amendment No. 2 as to payment provisions. The Amendment No. 2 was approved by the NMC Finance Committee and by the NMC Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this Amendment No. 2 is \$2,000,000 of which \$167,000 is included in the Adopted Budget for Fiscal Year 2016-17 for ancillary and nurse registry service fees. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

☐ Economic Development

☒ Administration

This agreement is for a robust software system which enables NMC to streamline its processes pertaining to nurse and ancillary registry requests, including the associated invoicing and billing processes. This leads to a more efficient way of doing business.

☒ Health and Human Services

This agreement is with a vendor who is able to provide NMC with a broader pool of nurse and ancillary registry agencies than NMC has had under contract historically, and a broader pool which leads to broader selection options and availability for NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner enabling NMC to provide reliable and quality patient care to thereby improving the health and quality of life for patients and their families.

☐ Infrastructure

☐ Public Safety

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Amendment No. 1

Agreement with FocusOne Solutions, LLC, awarded per RFP #9600-62

Attachments on file with the Clerk of the Board



## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Carefusion

Legistar Number: \_\_\_\_\_

### ..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Orders No.1000121534, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 26, 2016 through September 25, 2021, during which time NMC shall be billed for a forty-two (42) month lease term at \$1,360 monthly, for a total not to exceed amount \$1,583,700, with no charges applied during the implementation phase until implementation is complete; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order No.1000123423, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 15, 2015 through February 2, 2021, during which time NMC shall be billed for a forty-eight (48) month lease term at \$830 monthly, for a total not to exceed amount \$836,340, with no charges applied during the implementation phase until implementation is complete; and
- c. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timeline for Customer Orders No. 10000121534 and 1000123423; and
- d. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to Customer Orders No. 1000121534 and 1000123423 which may arise due to unforeseen scheduling changes and which do not cause an increase to the total cost.

### ..Report

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Orders No.1000121534, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 26, 2016 through September 25, 2021, during which time NMC shall be billed for a forty-two (42) month lease term at \$1,360 monthly, for a total not to exceed amount \$1,583,700, with no charges applied during the implementation phase until implementation is complete; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order No.1000123423, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 15, 2015 through February 2, 2021, during which time NMC shall be billed for a forty-eight (48) month lease term at \$830 monthly, for a total not to exceed amount \$836,340, with no charges applied during the implementation phase until

- implementation is complete; and
- c. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timeline for Customer Orders No. 10000121534 and 1000123423; and
  - d. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to Customer Orders No. 1000121534 and 1000123423 which may arise due to unforeseen scheduling changes and which do not cause an increase to the total cost.

#### **SUMMARY/DISCUSSION:**

Automated dispensing machines are used at NMC for the safe and secure storage and dispensing of medications and commonly used medical supplies. These machines dispense to qualified NMC staff through biometric fingerprint technology, help ensure that the correct type and amount of medication is administered to patients, capture and record revenue, assist NMC Materials Management with inventory controls of medical supplies, and meet CMS and Joint Commission requirements.

On September 15, 2015, the Board of Supervisors approved Master Agreement No. A-12934 with CareFusion Solutions, LLC for the execution of an Implementation Timeline and Schedule for the future leasing of Pyxis automation inventory management dispensing machines for a period of September 15, 2015 to February 2, 2021 and a total contract amount not to exceed \$769,500.

Due to unforeseen circumstances, CareFusion Solutions and NMC were not able to meet the implementation timeline and it was determined by both parties that the implementation timeline should change as well as the number of automated machines. As such, NMC returned to the Board of Supervisors on November 3, 2015 to approve the execution of a revised implementation timeline of September 26, 2016 through September 25, 2021 for Customer Order No. 1000072635 to lease automated pharmaceutical supply dispensing machines at a total cost of \$1,526,580.

NMC has identified the need for additional Pyxis medication and medical supply dispensing machines in several other areas of the hospital. Adding additional machines will help NMC track its inventory and when applicable, assist with the billing of medication and supplies to patients.

Customer Order No. 1000121534 will add Pyxis dispensing machines in the ultrasound and mammography areas of the hospital for a period of forty-two (42) months and an additional cost of \$57,120.

Customer Order No. 1000123423 will add Pyxis dispensing machines to outpatient clinics for a period of forty-eight (48) months and an additional cost of \$39,840.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed the Customer Orders No. 1000121534, 1000121534 and the Implementation Timeline as to legal form. The Auditor-Controller has reviewed and approved Customer Order No. 1000121534, 1000121534 and the Implementation Timeline as to payment provisions. Customer Order No. 1000121534, 1000121534 and the Implementation Timeline was reviewed by Finance Committee and Board of Trustees on February 2, 2018.

#### **FINANCING:**

The cost for this Customer Orders No. 1000121534, 1000121534 is \$ 96,960 of which \$26,280 is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this agreement provide NMC with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Pat Butcher, Manger Specialty, 772-7880,

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

CareFusion Original Agreement

CareFusion Supply Spend Sheet

CareFusion Pharmacy Spend Sheet

CareFusion Implementation timeline for Supply

CareFusion Implementation timeline for Pharmacy

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **GARTNER, INC. AMENDMENT NO. 2**

#### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

#### **SUMMARY/DISCUSSION:**

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical in order to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

NMC had originally engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. On March 14, 2017 the Board of Supervisors approved Amendment No 1 to this Agreement which extended the term for an additional one year period at an annual cost of \$88,900. NMC is now requesting another annual extension at the cost of \$91,900 for subscription services so that NMC may continue accessing Gartner for access to valuable industry data.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on



February 2, 2018 and by its Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this Amendment No. 1 is \$91,900. \$88,900 was included in NMC's Fiscal year 17-18 Adopted Budget for this Agreement and the \$91,900 will be included in the FY18-19 Recommended Budget. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

- ☐ Economic Development
- ☒ Administration
- ☐ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Ari Entin, Chief Information Officer, 783-2564

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Gartner, Inc. Amendment No. 2

Gartner, Inc. Amendment No. 1

Gartner, Inc. Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Robert A. Izenberg, M.D. Inc. Agreement**

#### TITLE:

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Robert Izenberg M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period March 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

#### RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Robert Izenberg M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period March 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

#### SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires acute critical care surgeons to be available in-house with a 15 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to maintain a core team of quality surgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit.

NMC wishes to enter into an agreement with Robert Izenberg M.D., a board certified and fellowship trained trauma and critical care surgeon to provide general and critical care services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Izenberg will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to the need for coverage, but the rate of pay for services remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

#### OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Special Finance Committee and Board of Trustees on February 2, 2018.

FINANCING:

The total not to exceed amount of this Agreement is \$500,000 for the period March 1, 2018 to March 31, 2020. The actual cost is contingent upon Dr. Izenberg's level of participation in the call panel, which may fluctuate based on his availability. NMC has agreements with multiple providers to cover this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2017/2018 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: Agreement

Attachments on file at the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Peninsula Business Interiors, Amendment No. 3**

**Legistar Number:**

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

#### **SUMMARY/DISCUSSION:**

In 2012 Natividad Medical Center worked with its interior design firm to develop furniture standards for patient rooms, patient waiting rooms, nurses' stations, exam rooms, and office areas. There are many benefits to having a consistent standard approach to furniture selection. Standards allow for products to be utilized efficiently and allow for better management of inventory. Modular office products can be rearranged and reconfigured with minimal cost. NMC selected Steelcase products for its modular office furniture and selected many Nurture products, a healthcare subsidiary of Steelcase, for its patient areas. Steelcase and Nurture are well known in the healthcare industry for their durability and ten year warranty. Peninsula Business Interiors, PBI, is the only local authorized furniture dealer located in Monterey County that sells Steelcase and Nurture furniture products.

Recent furniture projects that have been completed include new furniture for Building 400, the First Floor Cardiology Clinic and Women's Diagnostic Imaging area, the relocated Security office, and the remainder of the ED/RME space. Upcoming projects include (but are not limited to) new furniture for Medical Surgical 3, Intensive Care, Radiology, and Pharmacy.

None of the projects to be completed under the agreement involve work of public improvement for bidding purposes. The agreement complies with the laws regarding the payment of prevailing wages.

Approval of the recommended action will allow PBI to provide Natividad Medical Center with the necessary office and patient area furniture.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 3 as to legal form and risk



provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this amendment No. 3 is \$1, 800,000 of which \$600,000 is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this Agreement provide NMC with the additional support it needs to be able to provide quality patient care which ultimately improves the health and quality of life for patients and their families.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Andrea Rosenberg, Hospital Administrator, 831-783-2562

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Peninsula Business Interiors Amendment No. 3  
Peninsula Business Interiors Amendment No. 2  
Peninsula Business Interiors Amendment No. 1  
Peninsula Business Interiors Original Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Premier Healthcare Solutions, Inc. Agreement**

**Legistar Number:**

#### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Premier Healthcare Solutions, Inc. for budget and financial reporting software services at NMC for an amount to exceed \$484,412 with an agreement term of March 1, 2018 through February 28, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than twenty percent (20%) (\$96,882) of the original cost of the agreement in total.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Premier Healthcare Solutions, Inc. for budget and financial reporting software services at NMC for an amount to exceed \$484,412 with an agreement term of March 1, 2018 through February 28, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than twenty percent (20%) (\$96,882) of the original cost of the agreement in total.

#### **SUMMARY/DISCUSSION:**

Premier Inc. offers a comprehensive data and technology platform that will work in conjunction with NMC's current financial software, Meditech. Premier will be used to improve NMC financial reporting through the use of its Budgeting, Financial and Fixed asset platforms. Presently, the preparation of financial reports are dependent on excel and its pivot tables which is time consuming. The Premier modules will allow to directly interface all necessary information to automate those functions.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 2, 2018.

#### **FINANCING:**

The cost for this agreement is \$484,412 of which \$80,743 is included in the FY17-18 Adopted Budget for this Agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

☐ Economic Development

☒ Administration

☐ Health and Human Services

☐ Infrastructure

☐ Public Safety

Prepared by: Jennifer Griffey, Controller, 783-2373

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Premier Healthcare Solutions, Inc. Agreement

Premier Healthcare Solutions, Inc. Addendum

Premier Business Associate Agreement

Attachments on file with the Clerk of the Board

## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

McKesson Technologies, Inc.

Legistar Number: \_\_\_\_\_

### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the McKesson Master Agreement MA1011350 ("Monterey County Agreement A-11723") with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in order to
  - (1) Upgrade McKesson PACS and add 3D mammography;
  - (2) Migrate and archive data; and
  - (3) Upgrade PowerScribefor the period of February 1, 2018 to June 30, 2019 adding \$117,863 (\$40,500 for McKesson PACS upgrade and 3D mammography, \$47,563 for migration and archiving of data, and \$29,800 for PowerScribe upgrade) for a revised total maximum liability under Monterey County Agreement (A-11723) of \$4,542,190.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$260,000) of the original cost of the agreement per each amendment.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the McKesson Master Agreement MA1011350 ("Monterey County Agreement A-11723") with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in order to
  - (1) Upgrade McKesson PACS and add 3D mammography;
  - (2) Migrate and archive data; and
  - (3) Upgrade PowerScribefor the period of February 1, 2018 to June 30, 2019 adding \$117,863 (\$40,500 for McKesson PACS upgrade and 3D mammography, \$47,563 for migration and archiving of data, and \$29,800 for PowerScribe upgrade) for a revised total maximum liability under Monterey County Agreement (A-11723) of \$4,542,190.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$260,000) of the original cost of the agreement per each amendment.

#### **SUMMARY/DISCUSSION:**

NMC has a Picture Archive and Communication System (PACS) which consists of computer hardware and software assembled for the storage, distribution, and presentation of digital radiographic images. The software upgrade will bring PACS to the newest version by upgrading the current version of 12.0 to 12.1. The upgrade will include a 3D mammography package. The 3D mammography package was unavailable on earlier versions. The 3D mammography package will allow the radiologists to integrate 3D mammography reading into their normal PACS workflow;



rather than using the 3D mammography workstation associated with the 3D mammography equipment.

NMC will incorporate a data migration with the upgrade. Digital Imaging and Communications in Medicine (DICOM) images take a large amount of storage space. As the imaging department increases in volume there is a need to archive old images into a separate data space to allow for new images. If the data storage reaches its maximum, the new images will overwrite older images resulting in a loss of old images.

The Imaging department uses PowerScribe, a dictation software. The current dictation software NMC is using is an old version. NMC received notification from the vendor that the end of life term for the current software platform ended on December 31, 2017, requiring NMC to upgrade to the current software version.

This Amendment will allow for the:

- Upgrade of McKesson PACS and adding 3D Mammography
- Migration and archiving of data
- Upgrading PowerScribe

On a separate note, McKesson Technologies PACS Amendment No. 2 was inadvertently labeled and submitted as Amendment No. 3 to the Board of Supervisors for approval on the 29<sup>th</sup> day of July 2014. For clarification purposes, this item is the 3<sup>rd</sup> Amendment to the McKesson Technologies PACS original agreement.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form only, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 2, 2018.

#### **FINANCING:**

The cost for this agreement is \$117,864, which is included in the Fiscal Year 2017-18 Adopted Budget. There is no impact to the General Fund.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for a software system which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization.

- ☐ Economic Development
- ☒ Administration
- ☐ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Heidi Dormody, Laboratory and Radiology Manager, 772-7660  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

McKesson Technologies PACS Amendment No. 3 (Order Form Contract Numbers IWS-258946 and IWS-224282)

McKesson Technologies PACS Amendment No. 2

McKesson Technologies PACS Original Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Forward Advantage, Inc. Imprivata Amendment No. 1**

**Legistar Number:** \_\_\_\_\_

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Forward Advantage, Inc. for the Imprivata product, a single sign on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional three (3) year period (March 23, 2018 through March 22, 2021) for a revised full agreement term of March 23, 2016 through March 22, 2021, and adding \$111,600 for a revised total agreement amount not to exceed \$379,567.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Forward Advantage, Inc. for the Imprivata product, a single sign on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional three (3) year period (March 23, 2018 through March 22, 2021) for a revised full agreement term of March 23, 2016 through March 22, 2021, and adding \$111,600 for a revised total agreement amount not to exceed \$379,567.

#### **SUMMARY/DISCUSSION:**

Imprivata OneSign is a Single Sign On (SSO) solution that enables users to quickly and securely access clinical and administrative applications with one username and password. In the course of treating patients, personnel need to access multiple applications, including the MEDITECH electronic health record system. Prior to implementing Imprivata OneSign, the act of logging in/logging out of multiple systems throughout the workday had caused noticeable inefficiencies. The implementation of OneSign has resulted in an appreciable difference in time and staff resources. The Imprivata tool further speeds up access by utilizing the employee's badge and a reader as part of the sign-on process.

Another important capability of this system is an always available employee self-service portal to aid with forgotten passwords and lockouts, further enhancing employee productivity.

This request includes the extension of maintenance and support for three (3) additional years.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment no. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 1 has also been reviewed and approved by NMC's Finance Committee on February 2, 2018 and by its Board of Trustees on February 2, 2018.

#### **FINANCING:**

The cost for this amendment no. 1 is \$111,600 of which \$37,200 is included in the Adopted Budget for Fiscal Year 2017-18 and funding for the remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for a software system which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization and provides NMC with the additional support it needs to be able to protect patient and staff personal information.

☐ Economic Development  
☒ Administration  
☒ Health and Human Services  
☐ Infrastructure  
☐ Public Safety

Prepared by: Ari Entin, Chief Information Officer, 783-2785

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Forward Advantage Inc Amendment 1

Forward Advantage Inc Agreement

Attachments on file with the Clerk of the Board



## FINANCIAL STATEMENTS

DECEMBER 31, 2017



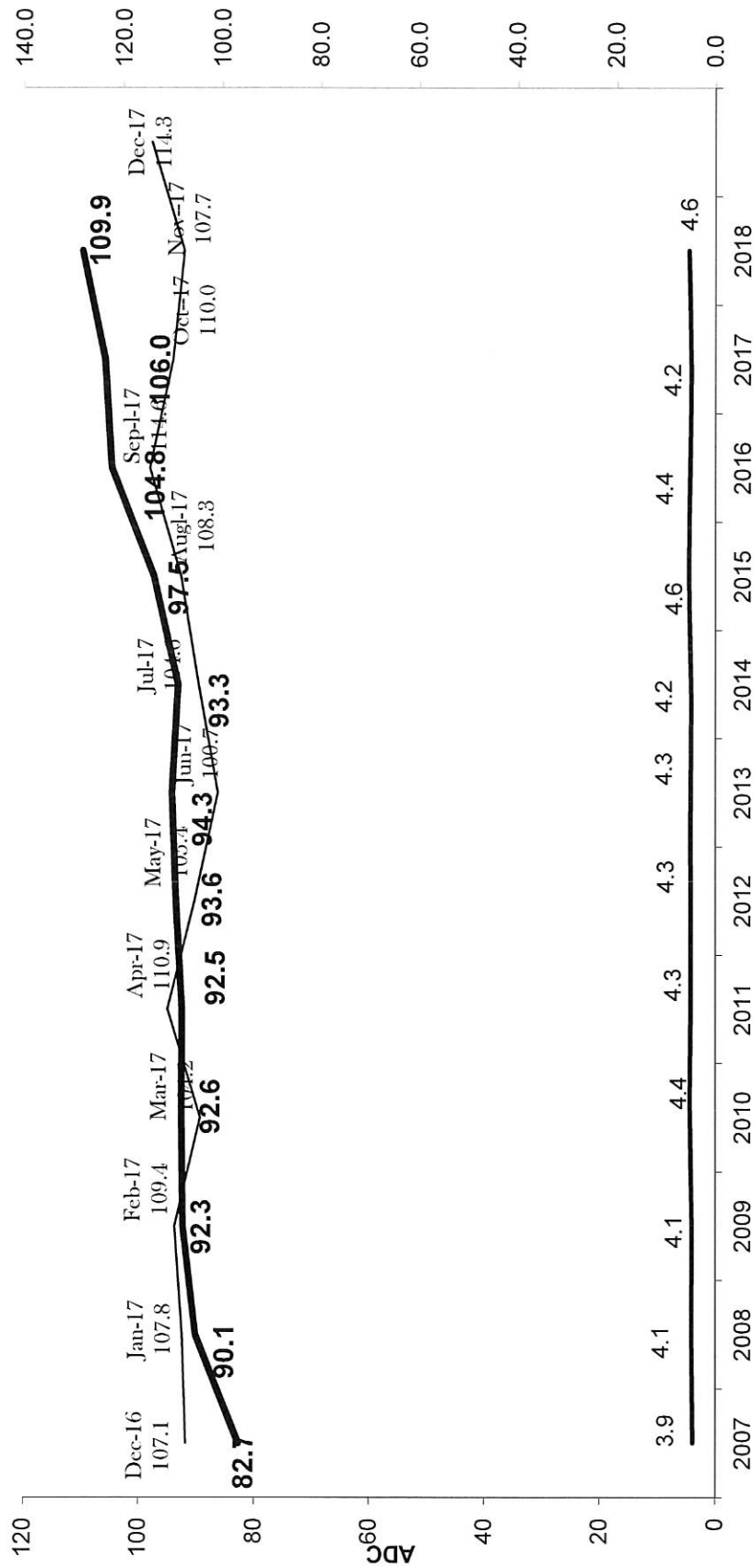


## FINANCIAL STATEMENTS

DECEMBER 31, 2017

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— YEARLY ADC  
— YEARLY ALOS

**NATIVIDAD MEDICAL CENTER  
STATISTICAL REPORT  
DECEMBER, 2017**

Month-To-Date					Year-To-Date					
10-17	11-17	12-17	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	328	193	294	194	NICU	15	1,152	1,414	1,166	21.27%
2	1,392	1,387	1,422	1,328	Med/Surg	35	7,882	8,457	8,087	4.58%
3	207	159	214	207	ICU	10	1,230	1,253	1,361	-7.94%
4	65	63	57	99	Peds	12	588	404	317	27.44%
5	676	645	713	587	Acute Rehab	20	3,484	4,037	3,470	16.34%
6	371	314	367	373	OB/Gyn	26	2,214	2,271	2,142	6.02%
7	3,039	2,761	3,067	2,788	TOTAL ACUTE	118	16,550	17,836	16,543	7.82%
8	370	471	476	463	Psychiatric	19	2,748	2,383	2,746	-13.22%
9	3,409	3,232	3,543	3,251	TOTAL DAYS	137	19,298	20,219	19,289	4.82%
10	322	267	274	331	Nursery	18	1,964	1,835	1,963	-6.52%
AVERAGE DAILY CENSUS										
11	76.2	70.5	75.9	71.0	Acute	98	71.0	75.0	71.0	5.63%
12	21.8	21.5	23.0	18.9	Acute Rehab	20	18.9	21.9	18.9	15.87%
13	11.9	15.7	15.4	14.9	Psychiatric	19	14.9	13.0	14.9	-12.75%
14	110.0	107.7	114.3	104.9	TOTAL	137	104.9	109.9	104.8	4.87%
15	10.4	8.9	8.8	10.7	Nursery	18	10.7	10.0	10.7	-6.54%
PERCENTAGE OF OCCUPANCY										
16	77.8%	71.9%	77.4%	72.4%	Acute		72.4%	76.5%	72.4%	5.6%
17	90.8%	89.6%	95.8%	78.8%	Acute Rehab		78.8%	91.3%	94.5%	-3.4%
18	62.6%	82.6%	81.1%	78.4%	Psychiatric		78.4%	68.4%	78.4%	-12.8%
19	78.0%	76.4%	81.1%	74.4%	TOTAL		74.4%	77.9%	76.5%	1.9%
20	57.8%	49.4%	48.9%	59.4%	Nursery		59.4%	55.6%	59.4%	-6.5%
ADMISSIONS										
21	645	586	661	646	Acute		3,832	3,737	3,782	-1.19%
22	45	45	45	43	Acute Rehab		256	280	261	7.28%
23	63	59	53	72	Psychiatric		428	367	356	3.09%
24	753	690	759	761	TOTAL		4,516	4,384	4,399	-0.34%
25	185	166	165	181	Nursery		895	1,054	1,085	-2.86%
26	193	169	170	219	Deliveries		1,095	1,087	1,112	-2.25%
DISCHARGES										
27	673	609	678	646	Acute		3,832	3,833	3,837	-0.10%
28	44	46	46	43	Acute Rehab		256	281	261	7.66%
29	66	55	53	72	Psychiatric		428	360	359	0.28%
30	783	710	777	761	TOTAL		4,516	4,474	4,457	0.38%
31	175	148	144	181	Nursery		1,076	964	1,026	-6.04%
AVERAGE LENGTH OF STAY										
32	4.5	4.7	4.7	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	15.0	14.3	15.8	13.7	Acute Rehab		13.6	14.4	13.3	8.27%
34	2.4	2.6	2.6	2.5	OB/Gyn		2.5	2.7	2.6	3.85%
35	5.9	8.0	9.0	6.4	Psychiatric		6.4	6.5	7.7	-15.58%
36	1.7	1.6	1.7	1.8	Nursery		2.2	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	4,504	4,336	4,537	3,823	Emergency Room		22,692	26,659	25,396	4.97%
38	435	407	481	441	ER Admits		2,618	2,587	2,514	2.90%
39	57.8%	59.0%	63.4%	58.0%	ER Admits as a % of Admissions		58.0%	59.0%	57.1%	3.26%
40	6,157	5,714	5,375	6,052	Clinic Visits		35,920	35,056	34,848	0.60%
ANCILLARY PROCEDURES BILLED										
41	44,925	42,054	46,280	39,833	Lab Tests		236,428	260,251	242,710	7.23%
42	3,308	2,985	3,038	2,964	Radiology Procedures		17,592	18,867	20,076	-6.02%
43	197	182	219	187	MRI Procedures		1,110	1,136	1,100	3.27%
44	121	105	90	123	Nuclear Med Procedures		727	661	720	-8.19%
45	1,060	1,070	1,061	933	Ultrasound Procedures		5,536	6,286	5,874	7.01%
46	1,513	1,354	1,408	1,327	CT Scans		7,878	8,625	7,708	11.90%
47	374	369	299	310	Surgeries		1,859	2,068	1,870	10.59%
48	7.70	7.54	7.58	7.87	FTE'S PER AOB		7.87	7.66	7.50	2.13%
49	1,217.1	1,195.0	1,214.2	1,153.4	TOTAL PAID FTE'S		1,153.4	1,206.1	1,113.0	8.36%
50	4,897	4,754	4,964	4,617	ADJUSTED PATIENT DAYS		27,404	28,967	27,306	6.08%

**NATIVIDAD MEDICAL CENTER**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS- TREND-NORMALIZED**  
**FOR FY2018**

	JUL-17	AUG-17	SEP-17	OCT-17	NOV-17	DEC-17	JAN-18	FEB-18	MAR-18	APR-18	MAY-18	JUN-18	YTD
<b>REVENUE</b>													
<b>Patient Revenue:</b>													
Inpatient	\$ 64,091,842	\$ 65,939,137	\$ 65,843,044	\$ 68,420,254	\$ 63,073,214	\$ 67,354,866							\$ 394,722,357
Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913	2,595,829							12,288,509
Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723	28,060,545							176,091,936
Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850	98,011,240							583,102,802
<b>Deductions from revenue</b>													
Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328	72,923,980							435,842,432
Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444	4,121,100							20,762,645
Unable to Pay	428,055	1,195,624	666,356	783,328	577,825	579,397							4,230,585
Total Contractual Discounts	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597	77,624,477							460,835,662
Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253	20,386,763							122,267,140
As a percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%	20.80%							20.97%
<b>Total Government Funding</b>	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088	3,164,470							27,034,892
<b>Other Operating Revenue:</b>													
Rent Income	101,373	101,371	101,373	101,373	463,517	118,060							987,067
Interest Income	58,333	58,333	58,333	58,333	208,650	58,333							500,315
NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000							360,000
Other Income	346,604	176,661	315,015	276,016	(2,269)	244,016							1,356,043
Total Other Operating Revenue	566,310	396,365	534,721	495,722	729,898	480,409							3,203,425
<b>TOTAL REVENUE</b>	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239	24,031,642							152,505,457
<b>EXPENSE</b>													
Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313	12,348,447							74,368,925
Registry	249,758	319,373	345,765	379,056	318,483	323,306							1,935,741
Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563	2,912,664							17,329,970
Purchased Services	2,754,871	2,345,240	1,979,690	2,556,526	2,338,131	2,435,324							14,409,782
Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153	1,939,834							12,180,768
Insurance	183,328	199,281	213,660	199,281	197,708	199,281							1,192,539
Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742							1,873,775
Interest Expense	214,883	200,196	200,196	200,196	200,195	200,196							1,215,861
Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,010,964							5,843,155
Other Operating Expense	346,303	458,909	517,214	457,058	470,562	451,754							2,701,900
<b>TOTAL EXPENSE</b>	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476	22,019,512							133,052,416
<b>NET INCOME(LOSS)</b>	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130							19,453,041
<b>Normalization for Extraordinary Items</b>													
Medical Managed Care Rate Range FY15-16	-	-	-	(4,008,924)	-	-							(4,008,924)
For Future Use	-	-	-	-	-	-							-
For Future Use	-	-	-	-	-	-							-
Total Extraordinary Items	-	-	-	(4,008,924)	-	-							(4,008,924)
<b>NET INCOME BEFORE Extraordinary Items</b>	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763	\$ 2,012,130							\$ 15,444,117
<b>CAPITAL CONTRIBUTIONS</b>													
County Contribution													
<b>CHANGE IN NET ASSETS</b>	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763	\$ 2,012,130							\$ 19,453,041

**NATIVIDAD MEDICAL CENTER**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF DECEMBER, 2017**

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		Prior Yr AVERAGE	
			\$ VAR.	% VAR			\$ VAR.	% VAR		
R E V E N U E										
Patient Revenue:										
1	\$ 67,354,866	\$ 64,494,219	\$ 2,860,647	4.4	\$ 394,722,357	\$ 386,965,314	\$ 7,757,043	2.0	\$	380,113,711
2	2,595,829	1,915,601	680,228	35.5	12,288,509	11,493,606	794,903	6.9		12,129,560
3	28,060,545	28,167,209	(106,664)	(0.4)	176,091,936	169,003,254	7,088,682	4.2		163,021,766
4	98,011,240	94,577,029	3,434,211	3.6	583,102,802	567,462,174	15,640,628	2.8		555,265,036
Deductions from Revenue										
5	72,923,980	71,841,582	(1,082,398)	(1.5)	435,842,432	431,049,492	(4,792,940)	(1.1)		422,152,154
6	4,121,100	3,138,531	(982,569)	(31.3)	20,762,645	18,831,186	(1,931,459)	(10.3)		14,095,563
7	579,397	726,913	147,516	20.3	4,230,585	4,361,478	130,893	3.0		4,253,087
8	77,624,477	75,707,026	(1,917,451)	(2.5)	460,835,662	454,242,156	(6,593,506)	(1.5)		440,500,803
9	20,386,763	18,870,003	1,516,760	8.0	122,267,140	113,220,018	9,047,122	8.0		114,764,234
10	20.80%	19.95%			20.97%	19.95%				20.67%
Net Patient Revenue										
As a percent of Gross Revenue										
11	3,164,470	3,609,469	(444,999)	(12.3)	27,034,892	21,656,814	5,378,078	24.83		29,298,646
Total Government Funding										
Other Operating Revenue:										
12	118,060	118,632	(572)	(0.5)	987,067	711,792	275,275	38.7		442,029
13	58,333	58,333	-	-	500,315	349,998	150,317	42.9		442,029
14	60,000	60,000	-	-	360,000	360,000	0	-		450,000
15	244,016	361,256	(117,240)	(32.5)	1,356,043	2,167,536	(811,493)	(37.4)		1,939,228
16	480,409	598,221	(117,812)	(19.7)	3,203,425	3,589,326	(385,901)	(10.8)		3,273,286
Total Other Operating Revenue										
17	24,031,642	23,077,693	953,949	4.1	152,505,457	138,466,158	14,039,299	10.1		147,336,165
TOTAL REVENUE										
EXPENSE										
18	12,348,447	12,200,280	(148,167)	(1.2)	74,368,925	73,201,680	(1,167,245)	(1.6)		69,107,886
19	323,306	271,562	(51,744)	(19.1)	1,935,741	1,629,372	(306,369)	(18.8)		2,123,655
20	2,912,664	2,698,011	(214,653)	(8.0)	17,241,970	16,188,066	(1,053,904)	(6.5)		17,071,957
21	2,435,324	2,808,279	372,955	13.3	14,497,782	16,849,674	2,351,892	14.0		16,688,199
22	1,939,834	2,126,037	186,203	8.8	12,180,768	12,756,222	575,454	4.5		13,104,314
23	199,281	181,489	(17,792)	(9.8)	1,192,539	1,088,934	(103,605)	(9.5)		974,208
24	197,742	276,711	78,969	28.5	1,873,775	1,660,266	(213,509)	(12.9)		1,604,545
25	200,196	207,539	7,343	3.5	1,215,861	1,245,234	29,373	2.4		1,267,943
26	1,010,964	1,102,201	91,237	8.3	5,843,155	6,613,206	770,051	11.6		5,887,772
27	451,754	435,455	(16,299)	(3.7)	2,701,900	2,612,730	(89,170)	(3.4)		2,983,410
28	22,019,512	22,307,564	288,052	1.3	133,062,416	133,845,384	782,968	0.6		130,813,887
TOTAL EXPENSE										
29	2,012,130	770,129	1,242,001	161.3	19,453,041	4,620,774	14,832,267	321.0		16,522,278
NET INCOME(LOSS)										
CAPITAL CONTRIBUTIONS										
30										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 2,012,130	\$ 770,129	\$ 1,242,001	161.3	\$ 19,453,041	\$ 4,620,774	\$ 14,832,267	321.0	\$	16,522,278
CHANGE IN NET ASSETS										



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PAGE 5 OF 11 PAGES

**NATIVIDAD MEDICAL CENTER  
BALANCE SHEET  
AS OF DECEMBER 31, 2017**

		UNAUDITED			
		CURRENT MONTH		YEAR - TO - DATE	
		BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$	125,340,253	\$	\$	33.8
2		3,200,000	3,200,000	30,390,818	-
3		34,027,518	33,766,229	2,218,931	7.0
4		8,490,717	15,836,452	3,585,459	29.3
5		4,210,226	4,287,553	942,591	28.2
6		4,962,826	4,900,929	856,016	21.2
7		180,231,540	182,387,869	37,993,815	26.3
8					
9		291,492,057	291,555,127	3,817,461	1.3
10		(167,449,833)	(168,460,798)	(5,843,156)	(3.6)
11		124,042,224	123,094,329	(2,025,695)	(1.6)
12		42,595,902	42,546,456	(296,674)	(0.7)
13		-	-	-	-
14		324,688	324,688	(19)	(0.0)
15		324,688	324,688	(19)	(0.0)
16	\$	347,194,354	\$	\$	11.4
17		11,819,799	12,719,390	(213,772)	(1.7)
18		9,825,681	7,545,902	552,265	7.9
19		45,743,388	45,131,135	16,115,418	55.5
20		3,752,345	3,752,345	180,000	5.0
21		11,350,418	12,506,194	3,418,338	37.6
22		82,491,631	81,654,966	20,052,249	32.6
23		-	-	-	-
24		-	-	-	-
25		42,406,075	42,389,598	(3,833,863)	(8.3)
26		42,406,075	42,389,598	(3,833,863)	(8.3)
27		204,855,737	204,855,737	-	-
28		17,440,911	19,453,041	19,453,041	100.0
29		222,296,648	224,308,778	19,453,041	9.5
30	\$	347,194,354	\$	\$	11.4
31					

NATIVIDAD MEDICAL CENTER  
STATE AND COUNTY RECEIVABLES

AS OF 12/31/17

**BALANCE SHEET**

	Req. Balance	Accruals	Reversals and Reclasses	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 7,020,228	14,515,002				22,267,208	(32,727,521)	11,074,917
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	728,964					(1,704,927)	2,723,282
CCAH IGT FY15-16	-		4,008,924			5,154,781	(9,163,705)	-
SB1732	-	1,749,996					(3,296,668)	(1,546,672)
AB 915	-	1,190,000						1,190,000
A/R Office Buildings	(258,694)	1,380,530					(1,179,306)	(57,470)
A/R Manco Abbott	-	354,791					(342,525)	12,266
Interest Accrued Positive Cash	(92,257)	500,315					(325,317)	82,741
Accrued Donations	1,257,167	360,000					(134,267)	1,482,900
A/R Jail-PG&E	27	76,758					(63,763)	13,022
Health Department	25,903	984,917					(809,274)	181,546
Ryan White & EIP A/R	-	124,998					(44,451)	80,547
<b>STATE RECEIVABLES</b>	<b>\$ 12,250,992</b>	<b>\$ 21,946,271</b>	<b>\$ 4,008,924</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 27,421,989</b>	<b>\$ (49,791,724)</b>	<b>\$ 15,836,452</b>

**P & L**

	YTD Dec-17
Medi-Cal DSH /SNCP/PHYS SPA	\$ 6,565,002
PRIME Y3	7,950,000
CCAH Rate Range IGT FY15-16	4,008,924
Hospital Fee	728,964
HPE	43,724
HD GPP Share	(250,002)
New Enrollees	4,235,303
AB915	1,190,000
Medicare GME	670,120
SB 1732	1,749,996
Ryan White & SAMHSA GRANTS	142,861
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 27,034,892</b>

**NATIVIDAD MEDICAL CENTER  
STATEMENT OF CASH FLOWS  
AS OF DECEMBER 31, 2017**

<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 128,540,253	\$ 93,205,888
2		
3	2,012,130	19,453,041
4	-	-
5	1,010,965	5,843,156
6	<u>3,023,095</u>	<u>25,296,197</u>
7		
8	261,289	(2,218,931)
9	(7,345,735)	(3,585,459)
10	(15,430)	(1,798,607)
11	899,591	(213,772)
12	(2,279,779)	552,265
13	(612,253)	16,115,418
14	-	-
15	1,155,776	3,418,338
16	<u>(7,936,541)</u>	<u>12,269,252</u>
17		
18		
19	(63,070)	(3,817,461)
20	-	-
21	<u>-</u>	<u>-</u>
22	(63,070)	(3,817,461)
23		
24	-	180,000
25	(16,477)	(3,833,863)
26	49,446	296,674
27	-	19
28	<u>32,969</u>	<u>(3,357,170)</u>
29		
30	(4,943,547)	30,390,818
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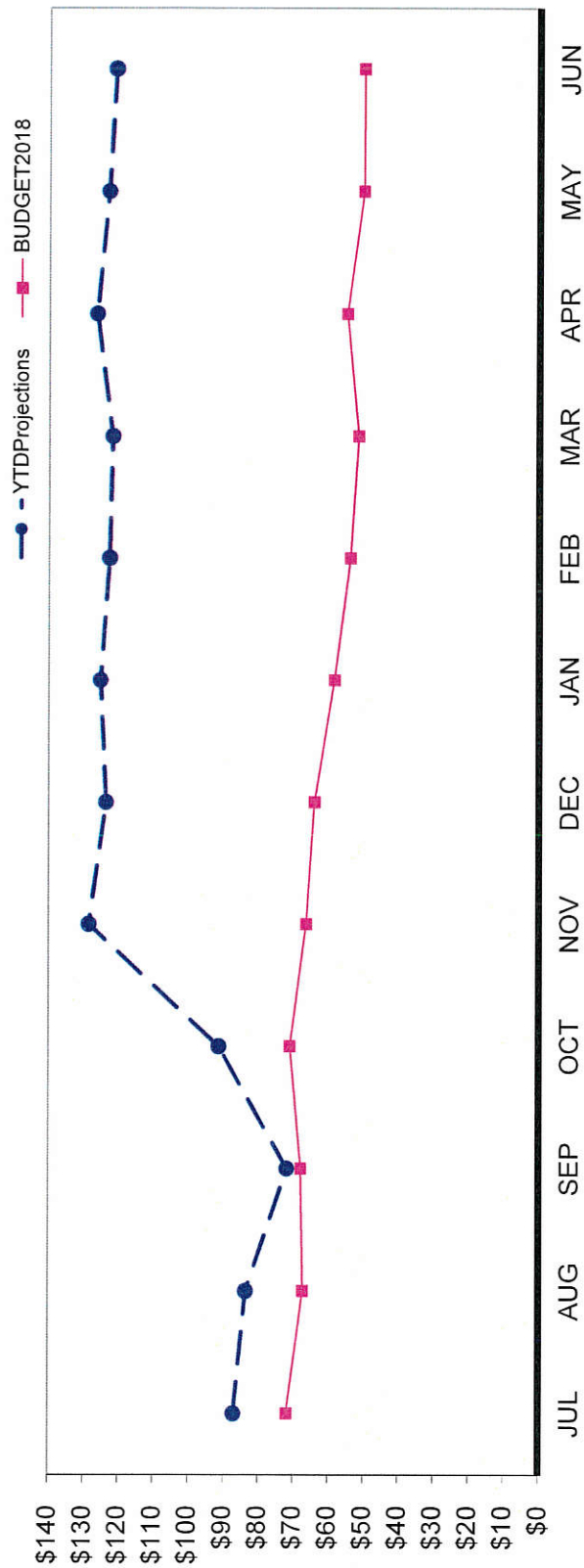
NATIVIDAD MEDICAL CENTER  
RECONCILIATION OF GOVERNMENT FUNDING  
FISCAL YEAR 2018

	<u>BDGT-18</u>	<u>ESTIMATE</u> <u>FY2018</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 12,330,000	\$ 12,330,000	\$ -
PRIME Y3	15,900,000	15,900,000	\$ -
New Enrollees FY17-18	5,843,712	7,644,135	\$ 1,800,423
AB915	2,380,000	3,582,909	\$ 1,202,909
SB1732	3,500,000	3,996,000	\$ 496,000
CCAH Rate Range FY15-16	-	4,008,924	\$ 4,008,924
HIV Grants	250,000	250,000	\$ -
Physician SPA	800,000	800,000	\$ -
HD Residency Support	(500,000)	(500,000)	\$ -
Medicare GME & B/D	1,352,000	1,352,000	\$ -
Provider Fee	1,457,922	912,000	\$ (545,922)
	<u>\$ 43,313,634</u>	<u>\$ 50,275,968</u>	<u>\$ 6,962,334</u>





**Cash Flow Performance Fiscal Year 2018**  
**(in Millions)**



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	87.0	83.6	71.9	91.4	128.5	123.6	125.2	122.7	121.9	126.4	123.0	121.0
BDOGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2
Variance	15.1	16.3	4.1	20.4	62.1	59.5	66.8	68.8	70.2	71.4	72.8	70.8

NATIVIDAD MEDICAL CENTER

CASH FORECAST

FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	Projection JAN	Projection FEB	Projection MAR	Projection APR	Projection MAY	Projection JUN	Projection YTD
Beginning Balance	93,189,908	87,019,713	83,567,348	71,927,664	91,436,435	128,531,480	123,550,466	125,204,176	122,733,589	121,893,086	126,356,087	123,029,491	93,189,908
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	18,802,603	19,058,429	17,197,278	19,058,429	18,438,045	19,058,429	18,438,045	228,482,712
Provider Fee				1,590,628								728,961	2,309,580
ABBS	679,928	679,976	680,372	1,532,022	663,305								4,235,303
Medi-Cal HPE				43,724									
SHORT DOYLE				348,608	247,151	388,105	173,460	173,460	173,460	173,460	173,460	173,460	2,682,245
HEV GRANTS				40,985	44,715	27,824	20,833	20,833	20,833	20,833	20,833	20,833	256,131
CCAH Rate Range FY15-16				9,163,705									9,163,705
CCAH PROVIDER INCENTIVE GRANT				1,216,641									1,330,091
HEALTH DEPARTMENT REIMB				170,349	305,474	143,371	175,000	175,000	175,000	175,000	175,000	175,000	1,813,917
AB915												2,380,000	2,380,000
GPY Y1 Final Payment				8,107,827									8,107,827
GPY Y2 4th QTR				7,689,365			7,689,365						23,058,965
GPY Y3													24,674,746
PRIME					18,734,746					7,950,000			800,000
PHYS SPA													700,000
SB1732													3,996,085
Foundation					124,346								
TIME BIWEEKLY	103,096	103,096	103,096	103,096	103,096	154,844	105,000	105,000	105,000	105,000	105,000	105,000	1,300,124
Rent Income	17,388	34,782	63,538	133,555	57,970	527,334	94,667	94,667	94,667	94,667	94,667	94,667	1,402,568
CCAH INCE to Cost FY15-16					16,791,014								16,791,014
Interest Income				325,317									675,317
Fund 404 Transfer					63,708	226,106	1,030,716	364,192	950,174	1,185,711	952,435	2,143,838	6,627,066
Miscellaneous Revenue	15,862	71,866	237,706	153,975			200,000	200,000	200,000	200,000	200,000	200,000	1,966,353
Total Cash Receipts	19,729,747	20,733,342	19,099,405	55,013,505	56,812,968	20,270,988	28,547,469	18,330,430	28,641,927	28,342,716	20,778,823	26,134,804	342,269,054
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	7,583,905	5,832,819	7,548,788	7,056,490	4,974,361	7,718,513	8,125,597	7,339,249	8,125,597	7,863,481	8,125,597	7,863,481	88,758,881
HO Clinic Incentive													500,000
Rate Range Assessment Fee FY15-16													889,130
Rate Range LGT FY15-16													4,285,651
PRIME D112 LGT													8,362,448
GPY Y1 LGT	50,437												50,437
GPY Y2 4th QTR LGT													4,757,574
GPY Y3 QTR LGT													13,645,236
BOE Q1 Sales and Use Tax	18,312												18,312
Building Lease / Rental Equipment	229,975	235,347	271,515	202,065	225,742	254,583	202,065	202,065	202,065	202,065	202,065	202,065	2,631,617
COP Principal & Interest Payments	4,646,365						1,003,362						5,649,748
Payroll and Benefits	12,480,299	12,306,799	12,520,503	17,750,095	12,692,587	12,427,811	13,641,279	12,321,155	13,641,279	13,201,237	13,641,279	13,201,237	169,835,661
COWCAP							1,664,428						832,215
FY17-18 WH MOU													3,328,658
Dona Processing	176,749	198,663	202,998	176,749	221,513	198,623	198,252	198,252	198,252	198,252	198,252	198,252	2,255,537
Capital Expenditures FY18	703,878	457,288	688,255	1,253,480	651,480	63,070	1,070,060	378,084	986,444	1,230,971	988,791	2,225,671	10,697,492
Capital Expenditures Fund 404							1,030,716	364,192	950,174	1,185,711	952,435	2,143,838	6,627,066
Total Cash Disbursements	25,899,942	24,185,707	30,736,169	35,504,634	19,717,913	25,212,012	26,933,600	20,801,007	28,462,437	23,879,717	24,106,419	28,162,615	314,625,352
Increase/(Decrease)	(6,170,195)	(3,452,365)	(11,639,784)	19,508,871	37,095,055	(4,941,024)	1,613,709	(2,470,577)	(840,510)	4,462,998	(3,326,596)	(2,027,811)	27,643,702
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	128,531,480	123,590,466	125,204,176	122,733,589	121,893,089	126,356,087	123,029,491	121,001,680	120,833,610
(+) Credit Card Account													
(-) Petty Cash	9,854	8,628	1,095	2,437	5,083	2,560							
Ending Cash as per 6/L	87,033,247	83,579,666	71,932,339	91,442,552	128,540,253	123,596,706	125,204,176	122,733,589	121,893,089	126,356,087	123,029,491	121,001,680	120,833,610
<b>Fund 404</b>													
Beginning Balance													
Transfer In from 451	21,044,966	21,044,966	21,044,966	21,044,966	21,044,966	21,044,966	21,044,966	20,014,280	19,650,088	18,699,914	17,514,203	16,561,768	16,561,768
Capital Expenditures													
Ending Cash Fund 404	21,044,966	21,044,966	21,044,966	21,044,966	21,044,966	21,044,966	20,014,280	19,650,088	18,699,914	17,514,203	16,561,768	14,417,930	14,417,930
Ending Cash Fund 451 & 404	108,064,709	104,612,344	92,972,560	112,481,431	149,576,486	144,635,462	145,218,456	142,383,687	140,593,003	143,870,290	139,591,259	135,419,610	



## FINANCIAL STATEMENTS

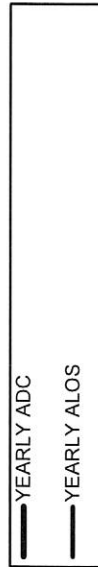
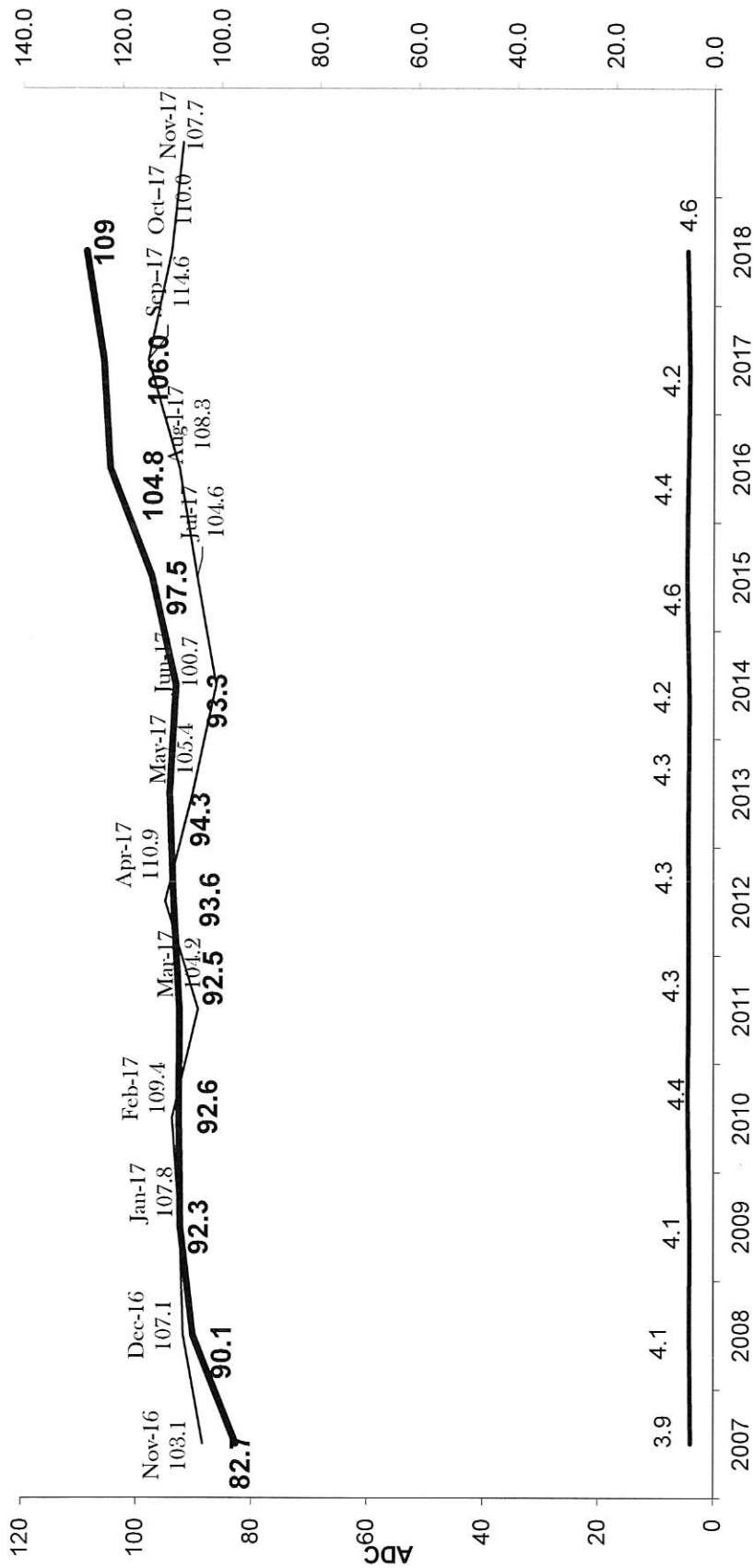
NOVEMBER 30, 2017

## FINANCIAL STATEMENTS

NOVEMBER 30, 2017

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# NATIVIDAD MEDICAL CENTER

## STATISTICAL REPORT

### NOVEMBER, 2017

Month-To-Date					Year-To-Date					
09-17	10-17	11-17	Budget		Budget	Current	Prior Yr	%		
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	261	328	193	188	NICU	15	958	1,120	918	22.00%
2	1,452	1,392	1,387	1,285	Med/Surg	35	6,554	7,035	6,666	5.54%
3	228	207	159	201	ICU	10	1,023	1,039	1,160	-10.43%
4	83	65	63	96	Peds	12	489	347	263	31.94%
5	645	676	645	568	Acute Rehab	20	2,897	3,324	2,897	14.74%
6	391	371	314	361	OB/Gyn	26	1,841	1,904	1,744	9.17%
7	3,060	3,039	2,761	2,699	TOTAL ACUTE	118	13,762	14,769	13,648	8.21%
8	379	370	471	448	Psychiatric	19	2,285	1,907	2,321	-17.84%
9	3,439	3,409	3,232	3,147	TOTAL DAYS	137	16,047	16,676	15,969	4.43%
10	302	322	267	320	Nursery	18	1,633	1,561	1,617	-3.46%
AVERAGE DAILY CENSUS										
11	80.5	76.2	70.5	71.0	Acute	98	71.0	74.8	70.3	6.40%
12	21.5	21.8	21.5	18.9	Acute Rehab	20	18.9	21.7	18.9	14.81%
13	12.6	11.9	15.7	14.9	Psychiatric	19	14.9	12.5	15.2	-17.76%
14	114.6	110.0	107.7	104.9	TOTAL	137	104.9	109.0	104.4	4.41%
15	10.1	10.4	8.9	10.7	Nursery	18	10.7	10.2	10.6	-3.77%
PERCENTAGE OF OCCUPANCY										
16	82.1%	77.8%	71.9%	72.4%	Acute		72.4%	76.3%	71.7%	6.4%
17	89.6%	90.8%	89.6%	78.8%	Acute Rehab		78.8%	90.4%	94.5%	-4.3%
18	66.3%	62.6%	82.6%	78.4%	Psychiatric		78.4%	65.8%	80.0%	-17.8%
19	81.3%	78.0%	76.4%	74.4%	TOTAL		74.4%	77.3%	76.2%	1.4%
20	56.1%	57.8%	49.4%	59.4%	Nursery		59.4%	56.7%	58.9%	-3.8%
ADMISSIONS										
21	604	645	586	624	Acute		3,186	3,076	3,127	-1.63%
22	50	45	45	42	Acute Rehab		213	235	216	8.80%
23	59	63	59	70	Psychiatric		356	314	298	5.37%
24	713	753	690	736	TOTAL		3,755	3,625	3,641	-0.44%
25	175	185	166	176	Nursery		895	889	896	-0.78%
26	181	193	169	219	Deliveries		1,095	917	941	-2.55%
DISCHARGES										
27	624	673	609	624	Acute		3,186	3,155	3,165	-0.32%
28	51	44	46	42	Acute Rehab		213	235	216	8.80%
29	62	66	55	70	Psychiatric		356	307	305	0.66%
30	737	783	710	736	TOTAL		3,755	3,697	3,686	0.30%
31	158	175	175	176	Nursery		895	847	854	-0.82%
AVERAGE LENGTH OF STAY										
32	4.8	4.5	4.7	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	12.9	15.0	14.3	13.5	Acute Rehab		13.6	14.1	13.4	5.22%
34	2.9	2.4	2.6	2.5	OB/Gyn		2.5	2.7	2.5	8.00%
35	6.4	5.9	8.0	6.4	Psychiatric		6.4	6.1	7.8	-21.79%
36	1.7	1.7	1.6	1.8	Nursery		1.8	1.8	1.8	0.00%
OUTPATIENT VISITS										
37	4,671	4,504	4,336	3,700	Emergency Room		18,869	22,122	21,326	3.73%
38	417	435	407	427	ER Admits		2,177	2,106	2,070	1.74%
39	58.5%	57.8%	59.0%	58.0%	ER Admits as a % of Admissions		58.0%	58.1%	56.9%	2.19%
40	5,829	6,157	5,714	5,856	Clinic Visits		29,868	29,681	29,393	0.98%
ANCILLARY PROCEDURES BILLED										
41	41,277	44,925	42,054	38,548	Lab Tests		196,595	213,971	204,696	4.53%
42	3,106	3,308	2,985	2,868	Radiology Procedures		14,628	15,829	16,981	-6.78%
43	201	197	182	181	MRI Procedures		923	917	960	-4.48%
44	80	121	105	120	Nuclear Med Procedures		604	571	595	-4.03%
45	976	1,060	1,070	902	Ultrasound Procedures		4,603	5,225	4,913	6.35%
46	1,422	1,513	1,354	1,285	CT Scans		6,551	7,217	6,600	9.35%
47	370	374	369	310	Surgeries		1,549	1,769	1,573	12.46%
48	7.39	7.70	7.54	7.87	FTE'S PER AOB		7.87	7.68	7.53	1.99%
49	1,210.6	1,217.1	1,195.0	1,153.4	TOTAL PAID FTE'S		1,153.4	1,204.2	1,113.0	8.19%
50	4,846	4,897	4,754	4,469	ADJUSTED PATIENT DAYS		22,787	24,000	22,606	6.17%

**NATIVIDAD MEDICAL CENTER  
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS- TREND-NORMALIZED  
FOR FY2018**

	JUL-17	AUG-17	SEP-17	OCT-17	NOV-17	DEC-17	JAN-18	FEB-18	MAR-18	APR-18	MAY-18	JUN-18	YTD
<b>R E V E N U E</b>													
<b>Patient Revenue:</b>													
Inpatient	\$ 64,091,842	\$ 65,939,137	\$ 65,843,044	\$ 68,420,254	\$ 63,073,214								\$ 327,367,491
Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913								9,692,680
Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723								148,031,391
Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850								485,091,562
Deductions from revenue													
Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328								362,918,452
Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444								16,641,545
Unable to Pay	428,055	1,195,624	666,356	783,328	577,825								3,651,188
Total Contractual Discounts	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597								383,211,185
Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253								101,880,377
As a percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%								21.00%
<b>Total Government Funding</b>	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088								23,870,422
<b>Other Operating Revenue:</b>													
Rent Income	101,373	101,371	101,373	101,373	463,517								869,007
Interest Income	58,333	58,333	58,333	58,333	208,650								441,982
NMF Contribution	60,000	60,000	60,000	60,000	60,000								300,000
Other Income	346,604	176,661	315,015	276,016	(2,269)								1,112,027
Total Other Operating Revenue	566,310	396,365	534,721	495,722	729,898								2,723,016
<b>TOTAL REVENUE</b>	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239								128,473,815
<b>EXPENSE</b>													
Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313								62,020,478
Registry	249,758	319,373	345,765	379,056	318,483								1,612,435
Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563								14,417,306
Purchased Services	2,754,871	2,345,240	1,979,690	2,556,526	2,338,131								11,974,458
Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153								10,240,934
Insurance	183,328	199,281	213,660	199,281	197,708								993,258
Utilities and Telephone	295,777	348,777	335,075	314,598	381,806								1,676,033
Interest Expense	214,883	200,196	200,195	200,196	200,195								1,015,665
Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462								4,832,191
Other Operating Expense	346,303	458,909	517,214	457,058	470,662								2,250,146
<b>TOTAL EXPENSE</b>	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476								111,032,904
<b>NET INCOME(LOSS)</b>	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763								17,440,911
<b>Normalization for Extraordinary Items</b>													
Medical Managed Care Rate Range FY15-16	-	-	-	(4,008,924)	-								(4,008,924)
For Future Use	-	-	-	-	-								-
For Future Use	-	-	-	-	-								-
Total Extraordinary Items	-	-	-	(4,008,924)	-								(4,008,924)
<b>NET INCOME BEFORE Extraordinary Items</b>	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763								\$ 13,431,987
<b>CAPITAL CONTRIBUTIONS</b>													
County Contribution													
<b>CHANGE IN NET ASSETS</b>	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763								\$ 17,440,911

**NATIVIDAD MEDICAL CENTER**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF NOVEMBER, 2017**

CURRENT MONTH					YEAR -TO -DATE					UNAUDITED
Actual		Budget	Variance fav. \$ VAR.	(unfav) % VAR	Actual		Budget	Variance fav. \$ VAR.	(unfav) % VAR	Prior Yr AVERAGE
R E V E N U E										
Patient Revenue:										
1	\$ 63,073,214	\$ 64,494,219	\$ (1,421,005)	(2.2)	\$ 327,367,491	\$ 322,471,095	\$ 4,896,396	1.5	\$	316,761,426
2	1,690,913	1,915,601	(224,688)	(11.7)	9,692,680	9,578,005	114,675	1.2		10,107,966
3	30,497,723	28,167,209	2,330,514	8.3	148,031,391	140,836,045	7,195,346	5.1		135,851,471
4	95,261,850	94,577,029	684,821	0.7	485,091,562	472,885,145	12,206,417	2.6		482,720,863
Deductions from Revenue										
5	73,179,328	71,841,582	(1,337,746)	(1.9)	362,918,452	359,207,910	(3,710,542)	(1.0)		351,793,461
6	2,054,444	3,138,531	1,084,087	34.5	16,641,545	15,692,655	(948,890)	(6.0)		11,746,303
7	577,825	726,913	149,088	20.5	3,651,188	3,634,565	(16,623)	(0.5)		3,544,239
8	75,811,597	75,707,026	(104,571)	(0.1)	383,211,185	378,535,130	(4,676,055)	(1.2)		367,084,002
9	19,450,253	18,870,003	580,250	3.1	101,880,377	94,350,015	7,530,362	8.0		95,636,861
10	20.42%	19.95%			21.00%	19.95%				20.67%
11	3,794,088	3,609,469	184,619	5.1	23,870,422	18,047,345	5,823,077	32.27		24,415,538
Total Government Funding										
Other Operating Revenue:										
12	463,517	118,632	344,885	290.7	869,007	593,160	275,847	46.5		368,358
13	208,650	58,333	150,317	257.7	441,982	291,665	150,317	51.5		368,358
14	60,000	60,000	-	-	300,000	300,000	0	-		375,000
15	(2,269)	361,256	(363,525)	(100.6)	1,112,027	1,806,280	(694,253)	(38.4)		1,616,023
16	729,898	598,221	131,677	22.0	2,723,016	2,991,105	(268,089)	(9.0)		2,727,738
17	23,974,239	23,077,693	896,546	3.9	128,473,815	115,388,465	13,085,350	11.3		122,780,138
TOTAL REVENUE										
EXPENSE										
18	11,809,313	12,200,280	390,967	3.2	62,020,478	61,001,400	(1,019,078)	(1.7)		57,589,905
19	318,483	271,562	(46,921)	(17.3)	1,612,435	1,357,810	(254,625)	(18.8)		1,769,712
20	2,935,563	2,698,011	(237,552)	(8.8)	14,329,306	13,490,055	(839,251)	(6.2)		14,226,631
21	2,338,131	2,808,279	470,148	16.7	12,062,458	14,041,395	1,978,937	14.1		13,906,832
22	1,871,153	2,126,037	254,884	12.0	10,240,934	10,630,185	389,251	3.7		10,920,261
23	197,708	181,489	(16,219)	(8.9)	993,258	907,445	(85,813)	(9.5)		811,840
24	381,806	276,711	(105,095)	(38.0)	1,676,033	1,383,555	(292,478)	(21.1)		1,337,121
25	200,195	207,539	7,344	3.5	1,015,665	1,037,695	22,030	2.1		1,056,619
26	964,462	1,102,201	137,739	12.5	4,832,191	5,511,005	678,814	12.3		4,906,477
27	470,662	435,455	(35,207)	(8.1)	2,250,146	2,177,275	(72,871)	(3.3)		2,486,175
28	21,487,476	22,307,564	820,088	3.7	111,032,904	111,537,820	504,916	0.5		109,011,573
29	2,486,763	770,129	1,716,634	222.9	17,440,911	3,850,645	13,590,266	352.9		13,768,565
NET INCOME(LOSS)										
CAPITAL CONTRIBUTIONS										
30										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 2,486,763	\$ 770,129	\$ 1,716,634	222.9	\$ 17,440,911	\$ 3,850,645	\$ 13,590,266	352.9	\$	13,768,565
CHANGE IN NET ASSETS										

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NATIVIDAD MEDICAL CENTER  
STATE AND COUNTY RECEIVABLES

AS OF 11/30/17

**BALANCE SHEET**

	<u>Req. Balance</u>	<u>Accruals</u>	<u>Reversals and Reclasses</u>	<u>Medi-Cal Waiver</u>	<u>GPP /PRIME</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH +SNCP)	\$ 7,020,228	12,095,835				17,718,796	(32,727,521)	4,107,338
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	607,470					(1,704,920)	2,601,795
CCAH IGT FY15-16	-		4,008,924			5,154,781	(9,163,705)	-
SB1732	-	1,458,330					(3,296,668)	(1,838,338)
AB 915	-	991,660						991,660
A/R Office Buildings	(258,694)	1,204,966					(638,830)	307,442
A/R Manco Abbott	-	313,391					(299,367)	14,024
Interest Accrued Positive Cash	(92,257)	441,982					(325,317)	24,408
Accrued Donations	1,257,167	300,000					(134,267)	1,422,900
A/R Jail-PG&E	27	63,325					(26,229)	37,123
Health Department	25,903	803,278					(665,903)	163,278
Ryan White & EIP A/R	-	104,165					(44,451)	59,714
<b>STATE RECEIVABLES</b>	<b>\$ 12,250,992</b>	<b>\$ 18,384,402</b>	<b>\$ 4,008,924</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 22,873,577</b>	<b>\$ (49,027,178)</b>	<b>\$ 8,490,717</b>

**P & L**

	<u>YTD</u>	<u>Nov-17</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 5,470,835	
PRIME Y3	6,625,000	
CCAH Rate Range IGT FY15-16	4,008,924	
Hospital Fee	607,470	
HPE	43,724	
HD GPP Share	(208,335)	
New Enrollees	4,235,303	
AB915	991,660	
Medicare GME	515,484	
SB 1732	1,458,330	
Ryan White & SAMHSA GRANTS	122,028	
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 23,870,423</b>	

**NATIVIDAD MEDICAL CENTER  
STATEMENT OF CASH FLOWS  
AS OF NOVEMBER 30, 2017**

<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 91,442,552	\$ 93,205,888
2		
3	2,486,763	17,440,911
4	-	-
5	964,462	4,832,191
6	<u>3,451,225</u>	<u>22,273,102</u>
7		
8	1,787,408	(2,480,220)
9	13,295,243	3,760,276
10	(377,049)	(1,783,177)
11	513,127	(1,113,363)
12	3,090,849	2,832,044
13	16,719,014	16,727,671
14	-	-
15	(763,604)	2,262,562
16	<u>34,264,988</u>	<u>20,205,793</u>
17		
18		
19	(651,480)	(3,754,391)
20	-	-
21	<u>-</u>	<u>-</u>
22	(651,480)	(3,754,391)
23		
24	-	180,000
25	(16,477)	(3,817,386)
26	49,445	247,228
27	-	19
28	<u>32,968</u>	<u>(3,390,139)</u>
29		
30	37,097,701	35,334,365
	<u>\$ 128,540,253</u>	<u>\$ 128,540,253</u>



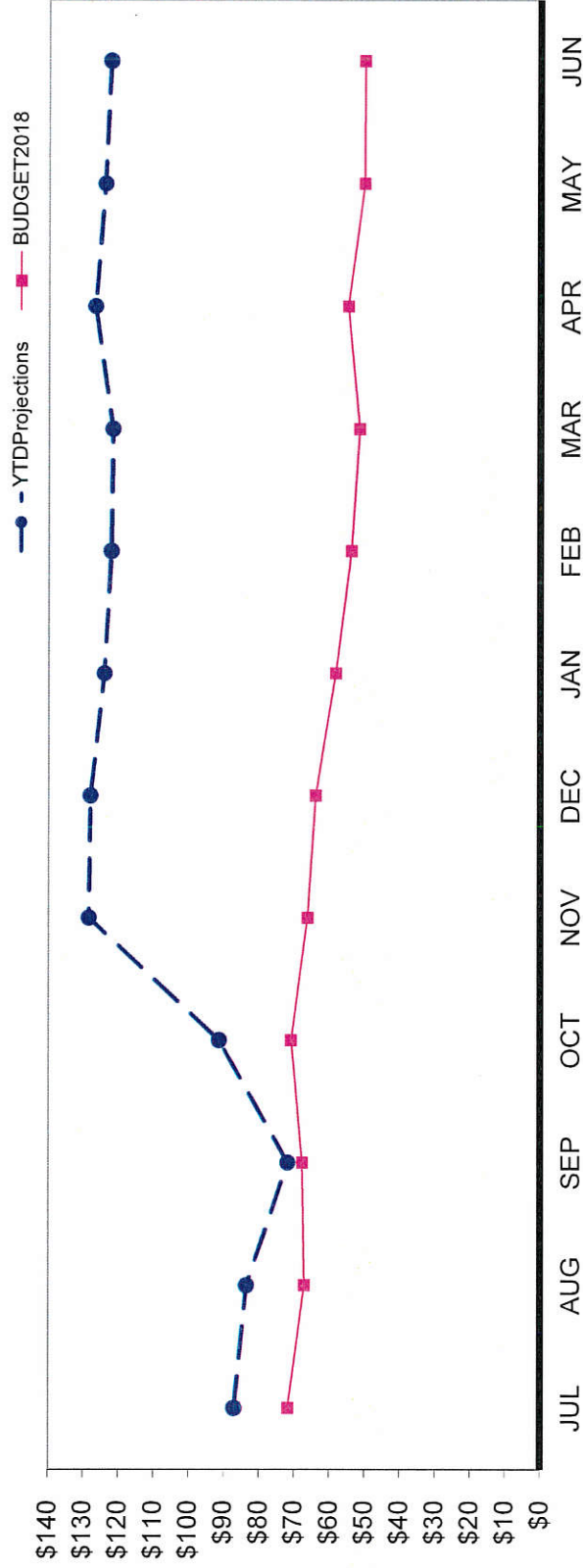
NATIVIDAD MEDICAL CENTER  
RECONCILIATION OF GOVERNMENT FUNDING  
FISCAL YEAR 2018

	<u>BDGT-18</u>	<u>ESTIMATE</u> <u>FY2018</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 12,330,000	\$ 12,330,000	\$ -
PRIME Y3	15,900,000	15,900,000	\$ -
New Enrollees FY17-18	5,843,712	7,644,135	\$ 1,800,423
AB915	2,380,000	2,380,000	\$ -
SB1732	3,500,000	3,996,000	\$ 496,000
CCAH Rate Range FY15-16	-	4,008,924	\$ 4,008,924
HIV Grants	250,000	250,000	\$ -
Physician SPA	800,000	800,000	\$ -
HD Residency Support	(500,000)	(500,000)	\$ -
Medicare GME & B/D	1,352,000	1,352,000	\$ -
Provider Fee	1,457,922	1,457,922	\$ -
	<u>\$ 43,313,634</u>	<u>\$ 49,618,981</u>	<u>\$ 6,305,347</u>



**Natividad**  
MEDICAL CENTER

## Cash Flow Performance Fiscal Year 2018 (in Millions)



Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	87.0	83.6	71.9	91.4	128.5	128.1	124.2	122.2	121.9	126.9	124.1	122.6
BDGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2
Variance	15.1	16.3	4.1	20.4	62.1	63.9	65.8	68.3	70.2	71.9	73.8	72.4



NATIVIDAD MEDICAL CENTER  
CASH FORECAST  
FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	Projection DEC	Projection JAN	Projection FEB	Projection MAR	Projection APR	Projection MAY	Projection JUN	Projection YTD
Beginning Balance	93,189,908	87,019,713	83,567,348	71,927,564	91,435,435	128,531,490	128,072,080	124,178,474	127,205,701	121,880,418	126,865,645	124,054,344	93,189,908
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	19,098,429	19,098,429	17,197,278	19,098,429	18,438,045	19,098,429	18,438,045	228,738,537
Provider Fee	-	-	-	1,580,628	-	-	-	-	-	-	-	728,961	2,309,589
ABBS	678,628	678,976	880,372	1,532,022	663,305	486,976	486,976	486,976	486,976	486,976	486,976	486,976	7,644,135
Medi-Cal HPE	-	-	-	43,724	-	-	-	-	-	-	-	-	-
SHORT DOYLE	-	-	856,423	348,808	247,151	173,460	173,460	173,460	173,460	173,460	173,460	173,460	2,468,599
HEV GRANTS	-	-	40,995	17,597	44,715	20,833	20,833	20,833	20,833	20,833	20,833	20,833	249,140
CCAH Rate Range FY15-16	-	-	-	9,163,705	-	-	-	-	-	-	-	-	9,163,705
CCAH PROVIDER INCENTIVE GRANT	112,500	950	-	1,216,641	-	175,000	175,000	175,000	175,000	175,000	175,000	175,000	1,330,091
HEALTH DEPARTMENT REIMB	-	144,723	-	170,349	305,474	-	-	-	-	-	-	-	1,845,546
AB915	-	-	-	-	-	-	-	-	-	-	-	-	2,380,000
GPP Y1 Final Payment	-	205,583	-	-	-	-	-	-	-	-	-	-	205,583
GPP Y2 4th QTR	-	-	-	8,107,827	-	-	-	-	-	-	-	-	8,107,827
GPP Y3	-	-	-	7,689,365	16,724,746	7,689,365	7,689,365	-	-	-	-	-	23,098,095
PRIME	-	-	-	-	-	-	-	-	7,950,000	-	-	-	24,674,746
PHYS SPA	-	-	-	-	-	-	-	-	-	-	-	-	800,000
SBI732	-	-	-	3,296,668	-	-	-	-	-	-	-	-	700,000
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	3,996,668
TIME BIWEEKLY	103,096	103,096	103,096	103,096	103,096	105,000	105,000	105,000	105,000	105,000	105,000	105,000	1,250,480
Rent Income	17,388	34,782	63,539	133,555	57,970	94,667	94,667	94,667	94,667	94,667	94,667	94,667	969,900
CCAH MCE to Gov FY15-16	-	-	-	16,791,014	-	-	-	-	-	-	-	-	16,791,014
Interest Income	-	-	-	325,317	-	175,000	175,000	-	-	-	-	-	850,317
Fund 404 Transfer	-	-	-	-	-	248,266	962,103	350,549	914,579	1,141,292	916,754	2,063,525	6,627,068
Miscellaneous Revenue	15,962	71,866	237,708	150,975	63,708	200,000	200,000	200,000	200,000	200,000	200,000	200,000	1,940,247
Total Cash Receipts	19,729,747	20,733,342	19,099,405	55,015,505	56,812,968	28,426,995	21,306,467	18,803,763	28,093,308	28,785,273	21,231,118	26,541,467	345,409,288
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	7,983,906	5,832,819	7,548,788	7,656,490	4,974,361	8,125,597	8,125,597	7,339,249	8,125,597	7,863,481	8,125,597	7,863,481	89,165,966
HO Clinic Incentive	-	-	-	-	-	-	-	-	-	-	-	-	500,000
Rate Range Assessment Fee FY15-16	-	-	-	-	-	-	-	-	-	-	-	-	859,130
Rate Range 161 FY15-16	-	-	-	-	-	-	-	-	-	-	-	-	4,295,651
PRIME DY12 161	-	-	-	8,362,448	-	-	-	-	-	-	-	-	8,362,448
GPP Y1 161	50,437	-	-	-	-	-	-	-	-	-	-	-	50,437
GPP Y2 4th QTR 161	-	-	-	4,548,412	-	-	-	-	-	-	-	-	4,548,412
GPP Y3 QTR 161	-	-	-	-	-	-	-	-	-	-	-	-	13,645,236
BOE Q1 Sales and Use Tax	18,312	-	-	-	-	-	-	-	-	-	-	-	18,312
Building Lease / Rental Equipment	229,975	235,347	271,515	202,065	225,742	202,065	202,065	202,065	202,065	202,065	202,065	202,065	2,579,099
COP Principal & Interest Payments	4,646,386	-	-	-	-	1,003,362	1,003,362	-	-	-	-	-	5,645,748
Payroll and Benefits	12,480,299	12,306,799	12,520,503	17,750,095	12,892,587	13,641,279	13,641,279	12,321,155	13,641,279	13,201,237	13,641,279	13,201,237	181,048,028
COWCAP	-	-	-	-	-	1,684,429	1,684,429	-	-	-	-	-	832,215
FY17-18 WH MOU	-	-	-	103,307	952,230	-	-	-	-	-	-	-	997,856
Date Processing	176,749	198,663	200,998	176,749	221,513	196,252	196,252	196,252	196,252	196,252	196,252	196,252	2,348,432
Capital Expenditures FY18	703,878	457,298	688,255	1,253,480	651,480	280,106	1,039,415	367,266	958,193	1,195,718	960,473	2,161,931	10,697,493
Capital Expenditures Fund 404	-	-	-	-	-	248,266	962,103	350,549	914,579	1,141,292	916,754	2,063,525	6,627,068
Total Cash Disbursements	25,669,942	24,165,707	30,739,189	35,504,534	19,717,913	28,866,406	25,200,073	20,776,536	28,418,591	23,800,045	24,042,220	28,018,562	316,190,017
Increase/(Decrease)	(6,170,195)	(3,452,365)	(11,639,784)	19,508,871	37,095,055	(499,411)	(3,893,606)	(1,972,773)	(325,283)	4,985,227	(2,811,302)	(1,477,095)	29,219,270
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	128,072,080	124,178,474	122,205,701	121,880,418	126,865,645	124,054,344	122,577,248	122,409,178
(-) Credit Card Account	9,854	8,628	1,095	2,437	5,083	-	-	-	-	-	-	-	-
(-) Petty Cash	3,680	3,680	3,680	3,680	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	87,033,247	83,579,656	71,932,339	91,442,552	128,540,253	128,072,080	124,178,474	122,205,701	121,880,418	126,865,645	124,054,344	122,577,248	122,409,178
<b>Fund 404</b>													
Beginning Balance	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	-
Transfer In from 451	-	-	-	-	-	-	-	-	-	-	-	-	16,481,453
Capital Expenditures	-	-	-	-	-	(248,266)	(992,103)	(350,549)	(914,579)	(1,141,292)	(916,754)	(2,063,525)	(2,063,525)
Ending Cash Fund 404	21,044,896	21,044,896	21,044,896	21,044,896	21,044,896	20,796,730	19,804,627	19,454,078	18,539,499	17,398,207	16,481,453	14,417,928	14,417,928
Ending Cash Fund 451 & 404	108,064,709	104,612,344	92,972,560	112,481,431	149,576,486	148,868,810	143,983,101	141,659,779	140,419,917	144,263,852	140,535,797	136,995,176	-