



Finance Committee Meeting

Thursday, October 24, 2019

3:00 PM

Steinbeck Room, Building 300

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 September 26, 2019. *Pages 6-9*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 10-31*
Review and approve for consideration by the NMC Board of Trustees

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-13260) with International Business Machines Corporation (IBM) for a software subscription to the CareDiscovery database, a benchmarking system used for quality and performance analysis, extending the agreement an additional thirty-six (36) month period (January 1, 2020 through December 31, 2023) for a revised full agreement term of July 1, 2016 through December 31, 2023, and adding \$412,023 for a revised total agreement amount not to exceed \$844,666. *Pages 32-33*
(Monica Hamilton)

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 amendment No. 2 to the agreement with First Security Services, A First Alarm Security & Patrol Inc. Company for shuttle services at NMC, extending the agreement for an additional two (2) year period (January 9, 2020 through January 8, 2022) for a revised full agreement term of January 9, 2018 through January 8, 2022 and adding \$233,000 for a revised total agreement not to exceed \$457,048.

- 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%) (\$10,405) of the original cost of the agreement. *Pages 34-35* **(Andrea Rosenberg)**
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 an agreement with Automatic Door Systems, Inc. for maintenance and repair of all automatic doors at NMC for an amount not to exceed \$175,000 with an agreement term January 1, 2020 through December 31, 2024.
 - 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%) (\$17,500) of the original cost of the agreement. *Pages 36-37* **(Andrea Rosenberg)**
10. 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-14065) with Maintenance Connection, LLC for license to use a software system used to manage equipment maintenance, extending the agreement an additional three (3) year period (January 1, 2020 through December 31, 2022) for a revised full agreement term of January 1, 2018 through December 31, 2022, and adding \$73,128 for a revised total agreement amount not to exceed \$117,000. *Pages 38-39* **(Andrea Rosenberg)**
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 amendment No. 1 to the master agreement (A-12934) with Carefusion Solutions, LLC adding the Pyxis product known as BD Cato Medication Workflow Solutions, a medication workflow management system, and adding additional terms and conditions associated with BD Cato.
 - b. Approve NMC Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the BD Cato Medication Workflow Solutions Schedule.
 - c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute Customer Order 1000141289 for the BD Cato software subscription for a sixty (60) month term effective upon implementation (estimated to be on or about November 19, 2019), for a total amount not to exceed \$265,740. *Pages 40-41* **(Jason Warren)**
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 the Professional and Call Coverage Services Agreement with Gregory E. LeBleu M.D. to provide physical medicine and rehabilitation services at NMC for an amount not to exceed \$800,000 for the period January 1, 2020 to December 31, 2021.
 - b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work. *Pages 42-43* **(Jeanne-Ann Balza)**

13. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve September 2019 Financial Report. *Pages 44-56*

14. Calendar for Next Finance Committee Meeting

- Thursday, November 21, 2019 at 3:00 PM.

15. 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 Meeting
Thursday, October 24, 2019
Consent Items

Attachment A

1. <i>Pages 10-11</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Everbridge, Inc. for Critical Event Management Software services, extending the agreement an additional two (2) year period (January 30, 2020 through January 29, 2022) for a revised full agreement term of January 30, 2018 through January 29, 2022, and adding \$65,378 for a revised total agreement amount not to exceed \$127,642.
2. <i>Pages 12-13</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 5 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of MD Staff, Pharmacy Automation, and Medinet interfaces for the MEDITECH system at NMC, adding \$65,818 for a revised total agreement amount not to exceed \$299,467, and with no change to the implementation term of March 22, 2016 through April 29, 2020.
3. <i>Pages 14-15</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (Licensee) or his designee to execute amendment No. 1 to the agreement with EBSCO Industries, Inc. (EBSCO) for online database and journal subscriptions, extending the agreement an additional three (3) year period (January 1, 2020 – December 31, 2023) for a revised full agreement term of January 1, 2019 through December 31, 2019, and adding \$348,553 for a revised total agreement amount not to exceed \$448,153.
4. <i>Pages 16-17</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13820) with Verge Solutions, LLC for a software system that manages issues from a quality and compliance standpoint, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2019 through December 31, 2020, and adding \$44,972 for a revised total agreement amount not to exceed \$223,614.
5. <i>Pages 18-19</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with SkillsSurvey, Inc. for online reference checking solution services to increase quality of hire and improve recruiting efficiency at NMC, extending the agreement an additional three (3) year period (December 31, 2019 through December 30, 2022) for a revised full agreement term of December 31, 2016 through December 30, 2022, and adding \$55,545 for a revised total agreement amount not to exceed \$111,234.
6. <i>Pages 20-21</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2020 through January 1, 2021) for a revised full agreement term of January 2, 2017 through January 1, 2021, with no increase to the total agreement amount of \$380,000.
7. <i>Pages 22-23</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-14063) with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services, extending the term by twenty-four months (January 1, 2020 to December 31, 2021) for a revised full agreement term of August 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$400,000 in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future</p>

	amendments to this Agreement where the total amendments do not exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.
8. <i>Pages 24-25</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to Professional Services Agreement (A-13546) with Kristin A. Bakhda, WHNP, CNM to provide nurse midwife services, extending the term by twelve months (January 1, 2020 to December 31, 2020) for a revised full agreement term of January 1, 2017 to December 31, 2020 and adding \$100,000 for a revised amount not to exceed \$400,000 in the aggregate; and b. Authorize the Deputy Purchasing Agent for NMC 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% (\$10,000) of the original contract amount.
9. <i>Pages 26-27</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement with Victoria Chew, M.D. to provide family medicine services at NMC, extending the term by twenty-four months (January 1, 2020 to December 31, 2021) for a revised full agreement term of November 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; 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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.
10. <i>Pages 28-29</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) (A-13387) to provide anesthesia services, extending the term by twelve months (January 1, 2020 to December 31, 2020) for a revised full agreement term of January 1, 2017 to December 31, 2020, and adding \$4,340,995, for a revised total not to exceed amount of \$15,562,000 in the aggregate; 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 exceed 10% (\$1,120,930) of the original contract amount and do not significantly change the scope of work.
11. <i>Pages 30-31</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) for debt collection services, adding \$2,400,000 for a revised total aggregate amount not to exceed \$6,970,000 with no change to the agreement term of October 1, 2016 through September 30, 2020.



Finance Committee Special Meeting

Thursday, September 26, 2019

3:00 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

Board Members: Mike Payne, Marcia Atkinson, Libby Downey, Dr. Charles Harris

Absent: Dr. Gary Gray

NMC Staff/County: Daniel Leon, Andrea Rosenberg, Ari Entin, Dr. Craig Walls, Jeanne-Anne Balza, Jeff Cleek, Janine Bouyea

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 August 22, 2019.

MOTION: Motion to approve the minutes of August 22, 2019 moved by Libby Downey, seconded by Dr. Charles Harris, and approved unanimously.

5. Old Business

- 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 item 5 moved by Marcia Atkinson, seconded by Libby Downey, and approved unanimously.

- Review and approve the updated schedule of regular meetings of the Finance Committee for the remainder of calendar year 2019 – Attachment B.

MOTION: Motion to approve the updated schedule of regular meetings of the Finance Committee for the remainder of calendar year 2019 – Attachment B moved by Libby Downey, seconded by Marcia Atkinson, 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 Natividad Foundation for Natividad's specially-requested services and for Natividad Foundation's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) for an amount not to exceed \$1,690,405 with an agreement term (for two years) January 1, 2020 through December 31, 2021.
 - 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%) per year or \$88,500 of the original cost of the agreement per each amendment. **(Daniel Leon)**

MOTION: *Motion to approve Scheduled, item number 7, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Marcia Atkinson and approved unanimously.*

8. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve August 2019 Financial Report.

MOTION: *Motion to accept the August 2019 Financial Reports moved by Marcia Atkinson, seconded by Libby Downey and approved unanimously.*

9. Adjournment at 3:32pm

Mike Payne, Chair

Recorded by Noemi Ferguson



Finance Committee Special Meeting
Thursday, September 26, 2019
Consent Items
MINUTES
Attachment A

1.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12841) with McRoberts Security Technologies for “My Child Infant Security System” Maintenance services, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2015 through December 31, 2020, and adding \$33,975 for a revised total agreement amount not to exceed \$269,887.
2.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13313) with Jane Finney, CLS, MBA, CPHQ, CPPS for Consulting Services, extending the agreement an additional one (1) year period (November 9, 2019 through November 8, 2020) for a revised full agreement term of November 9, 2015 through November 8, 2020, and adding \$50,000 for a revised total agreement amount not to exceed \$596,521.
3.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13348) with Chancellor Consulting Group, Inc. for healthcare management consulting services, extending the agreement an additional one (1) year period (November 17, 2019 – November 16, 2020) for a revised full agreement term of November 17, 2014 through November 16, 2020, with no increase to the total agreement amount of \$250,000.
4.	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Marta Zulik MD, Inc. to provide pulmonary medicine and critical care services at NMC for an amount not to exceed \$400,000 for the period November 1, 2019 to December 31, 2021; andb. Authorize the Deputy Purchasing Agent for NMC 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% (\$40,000) of the original contract amount.
5.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with First Alarm Security & Patrol Inc., for Uniformed Security Guard Services at NMC (A-12738) per County Request for Proposals (RFP) #10514 for an amount not to exceed \$2,300,000 with an agreement term retroactive September 1, 2018 through May 31, 2020.



Finance Committee Special Meeting
Thursday September 26, 2019
Consent Items
MINUTES
Attachment B

Natividad Medical Center
Finance Committee
UPDATED 2019 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.

Schedule subject to change.

Month	Date	Time	Room
January	Thursday, 01/24/2019	3:30 p.m.	Steinbeck
February	Thursday, 02/28/2019	3:30 p.m.	Steinbeck
March	Thursday, 03/28/2019	3:30 p.m.	Steinbeck
April	Thursday, 04/25/2019	3:30 p.m.	Steinbeck
May	Thursday, 05/23/2019	3:30 p.m.	Steinbeck
June	Thursday, 06/27/2019	3:30 p.m.	Steinbeck
July	Thursday, 07/25/2019	3:30 p.m.	Steinbeck
August	Thursday, 08/22/2019	3:30 p.m.	Steinbeck
September	Thursday, 09/26/2019	3:00 p.m.	Steinbeck
October	Thursday, 10/24/2019	3:00 p.m.	Steinbeck
November	Thursday, 11/21/2019	3:00 p.m.	Steinbeck
December	*No Meeting		

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Everbridge, 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 with Everbridge, Inc. for Critical Event Management Software services, extending the agreement an additional two (2) year period (January 30, 2020 through January 29, 2022) for a revised full agreement term of January 30, 2018 through January 29, 2022, and adding \$65,378 for a revised total agreement amount not to exceed \$127,642.

..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 Everbridge, Inc. for Critical Event Management Software services, extending the agreement an additional two (2) year period (January 30, 2020 through January 29, 2022) for a revised full agreement term of January 30, 2018 through January 29, 2022, and adding \$65,378 for a revised total agreement amount not to exceed \$127,642.

SUMMARY/DISCUSSION:

Everbridge is a critical event management software system that Natividad has utilized since January 2018. It allows the Staffing Resources Office, responsible for ensuring compliance with staffing ratios on units, to effectively reach staff for mass callings when needed. The mass callings are typically done for sick calls and staffing shortages. On occasion, mass callings can be used when there are mass casualty/triage events. This system is also utilized to contact specific groups of people when needed during accreditation surveys (TJC, CMS, etc.) as an alternate means of communicating updates.

Everbridge is a web based system that stores and updates telephone numbers for all staff members within the hospital in a single location. It is readily accessible from anywhere that has access to the internet. Within the system, NMC has the ability to select targeted groups of employees and in various ways all while the system tracks communications and verifications.

Compliance with staffing ratios is a priority at NMC and this software has been essential in ensuring that communications surrounding staffing are managed effectively and efficiently. NMC recommends the renewal of this agreement to ensure continued compliance.

OTHER AGENCY INVOLVEMENT:

County Counsel reviewed and approved this amendment No. 1 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No.1 was reviewed and approved by NMC's Finance Committee on October 24, 2019 and by its Board of Trustees on 11/01/2019.

FINANCING:

The cost for this amendment No. 1 is \$65,378 of which \$32,689 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Supporting the renewal of the Everbridge contract will ensure that we continue to provide great patient care. It ensures we are contacting all available resources to have the best quality staff available when an incident or sick call occurs. It also provides us the method to communicate with necessary staff from anywhere to notify of changes at the facility that could be important to their oncoming shift.

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

Prepared by: Ann Ferguson, Management Analyst II, 783-2724
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:
Everbridge, Inc. Amendment 1
Everbridge, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Medical Information Technology, Inc. Amendment No. 5

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-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of MD Staff, Pharmacy Automation, and Medinet interfaces for the MEDITECH system at NMC, adding \$65,818 for a revised total agreement amount not to exceed \$299,467, and with no change to the implementation term of March 22, 2016 through April 29, 2020.

..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-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of MD Staff, Pharmacy Automation, and Medinet interfaces for the MEDITECH system at NMC, adding \$65,818 for a revised total agreement amount not to exceed \$299,467, and with no change to the implementation term of March 22, 2016 through April 29, 2020.

SUMMARY/DISCUSSION:

Medical Information Technology, Inc. (MEDITECH) provides NMC with a Health Care Information System (HCIS) for Electronic Medical Records (EMRs) and is NMC's primary source of electronic patient data.

Because of the complexity of patient care and its documentation, there are some software application needs that are not provided by the MEDITECH suite of products. When these other software applications are required, it is often necessary for these applications to exchange data with MEDITECH via interfaces. NMC currently has multiple active interfaces to and from MEDITECH and third party software such as our radiology imaging and storage system, Patient Archiving and Communication System (PACS) and our perinatal fetal monitoring system, Open Building Information Exchange (oBIX). As new specialized software becomes available or is required, NMC subsequently needs to interface these new applications with MEDITECH.

Natividad is requesting approval to purchase the following interfaces:

- Applied Statistics' MD-Staff software is an enterprise level healthcare provider credentialing system that NMC utilizes to automate the credentialing process at the hospital. This interface will allow automatic provider credentialing and privilege updates to flow from MD-Staff directly to MEDITECH's provider dictionary.
- The Pharmacy Automation interface allows MEDITECH to send medication and dose information for single and multicomponent compounds to other pharmacy systems. This interface is necessary for the implementation of an intravenous workflow system. An intravenous workflow system increases patient safety by integrating barcode scanning, gravimetric, and digital image capture into the IV compounding personnel's compounding workflow.

- The MEDINET interface allows the Health Department to connect to the NMC laboratory and will automate a number of manual processes.

OTHER AGENCY INVOLVEMENT:

County Counsel reviewed and approved this amendment no. 5 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. This amendment no. 5 was reviewed and approved by NMC's Finance Committee on October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment no. 5 is \$65,818, all of which is included in the Fiscal Year 2019-20 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment expands upon the existing MEDITECH interfaces agreement and further enhances its capabilities, leading to improved technological functionality and interconnectivity between various systems within NMC. This also contributes to a sound, secure and sustainable physical infrastructure and further enhances the healthcare experience for patients due to the seamless integration across systems.

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

Prepared by: Dr. Charles Harris, Chief Medical Information Officer, 783-2785
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Medical Information Technology Inc. Amendment 5
Medical Information Technology Inc. Amendment 4
Medical Information Technology Inc. Amendment 3
Medical Information Technology Inc. Amendment 2
Medical Information Technology Inc. Amendment 1
Medical Information Technology Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 1 to the EBSCO Industries, Inc. Agreement

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (Licensee) or his designee to execute amendment No. 1 to the agreement with EBSCO Industries, Inc. (EBSCO) for online database and journal subscriptions, extending the agreement an additional three (3) year period (January 1, 2020 – December 31, 2023) for a revised full agreement term of January 1, 2019 through December 31, 2019, and adding \$348,553 for a revised total agreement amount not to exceed \$448,153.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (Licensee) or his designee to execute amendment No. 1 to the agreement with EBSCO Industries, Inc. (EBSCO) for online database and journal subscriptions, extending the agreement an additional three (3) year period (January 1, 2020 – December 31, 2023) for a revised full agreement term of January 1, 2019 through December 31, 2019, and adding \$348,553 for a revised total agreement amount not to exceed \$448,153.

SUMMARY/DISCUSSION:

EBSCO provides Natividad staff access to online medical database resources and published medical journals. These resources include the leading web-based clinical research tools utilized in hospital and clinic settings to obtain answers to clinical questions, including the latest evidence and clinical expertise to provide specific, practical recommendations for diagnosis and treatment at the point of care.

Natividad has a current agreement with EBSCO for online access to these resources that will expire December 31, 2019. Approval of this recommended action will provide Natividad's medical staff, residents, and nursing and ancillary hospital staff continued access to these valuable clinical resources along with our patient discharge instructions database incorporated in our electronic medical record system. Included in this Amendment is the functionality of EBSCO products, which will provide remote access to many of these resources. This enhancement will allow authorized users to access EBSCO resources from any internet-enable device including desktop computers, laptops, and mobile devices. In addition, providers can continue to accrue *AMA PRA Category 1™* credits for every search they conduct the EBSCO databases and catalog tools; and Nursing, Dietitians, Social Workers, and Physical Therapists can earn continuing education units.

This work supports:

- Natividad Medical Center's The Joint Commission requirement to "provide access to knowledge-based information resources 24 hours a day, 7 days a week." *The Joint Commission Standards IM.03.01.01*
- Natividad Medical Center's The Joint Commission requirement to "provide patient education and training based on each patient's needs and abilities." *The Joint Commission Standards PC.02.03.01*

- Natividad's Family Medicine Residency Program's Accreditation Council for Graduate Medical Education (ACGME) requirement "Residents must have ready access to specialty-specific and other appropriate reference material in print or electronic format. This must include access to electronic medical literature databases with full text capabilities." *ACGME Common Program Requirements I.D.3.*
- Natividad Medical Center Level II Trauma Center's American College of Surgeon's requirement "must use clinical practice guidelines, protocols, and algorithms derived from evidence-based validated resources." *American College of Surgeons Criterion CD 16-4*
- Monterey County Health Department 2011-2015 strategic initiative: Ensure access to culturally and linguistically appropriate, customer-friendly, quality health services and support essential public health services.

In addition to access for the medical databases listed in Exhibit A-1, this amendment includes \$56,000 for medical journal subscriptions purchased through EBSCO.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, 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 October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment No. 1 is \$348,553 of which \$116,184 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates access to critical point of care clinical diagnosis resources which aid in decision making, as well as medical journals needed by healthcare providers and residents to keep current on trends and changes in practice.

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

Prepared by: Cynthia Johnson, Medical Librarian 783-2597

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

EBSCO Industries, Inc. Amendment No. 1

EBSCO Industries, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Verge Solutions LLC Amendment No. 4

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13820) with Verge Solutions, LLC for a software system that manages issues from a quality and compliance standpoint, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2019 through December 31, 2020, and adding \$44,972 for a revised total agreement amount not to exceed \$223,614.

..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. 4 to the agreement (A-13820) with Verge Solutions, LLC for a software system that manages issues from a quality and compliance standpoint, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2019 through December 31, 2020, and adding \$44,972 for a revised total agreement amount not to exceed \$223,614.

SUMMARY/DISCUSSION:

Verge Solutions, LLC dba Verge Health is a risk management software company. Verge's software solutions enable healthcare organizations to proactively protect and defend patients, caregivers, and frontline staff, against errors, adverse events, and policy violations. With over 900 facilities and 500,000 active users, the company's Converge Platform provides hospital organizations with a cross-functional, proactive surveillance tool enabling optimal quality and safety results.

Verge Solutions provides Software as a Service (SaaS) to NMC which includes the following products: Accreditation Regulatory, Event Management, Patient Relations, and Rounding.

Accreditation Regulatory (formerly VSurvey - Hospital) enables NMC to proactively manage compliance: Regulatory, Quality, Data Security, and Custom Standards. Incorporating powerful data collection tools, survey methodology, flexible reporting and corrective action plans, VSurvey assists NMC with being "survey ready" at all times.

Event Management (formerly VIncident) empowers event reporting and patient safety tools that transform real-time data into actionable results. With a user-friendly icon screen, intuitive forms and easy reporting, VIncident automates NMC's event management process.

Patient Relations (formerly VPatientRelations) makes it easier to understand and improve all areas of patient relationship management. NMC shall be able to create an efficient process of collecting and reporting patient complaints, grievances, suggestions and compliments.

Rounding allows for the collection of compliance data from any mobile device with surveys that are designed for tablet and mobile sized screens. This also enables NMC to capture non-compliant finding details such as comments and images at 16 track if resolution occurred on the spot.

Within the healthcare field, standards must be retained at the highest level in order to support patients and meet their care needs over time. Verge Solutions modules allow NMC to ensure that the health of patients and staff is preserved and, where possible, free of risks. Therefore, NMC is requesting approval of the recommended action to continue utilizing the services and tools, like Quality Management Software (QMS) provided by Verge Solutions, which plays an important role in day-to-day processes within healthcare environments, to assist NMC reach our quality targets.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee on October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment No. 4 is \$44,972, half of which is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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 provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

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

Prepared by: Monica Hamilton, Quality Administrator, 783-2502

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

- Verge Solutions Amendment 4
- Verge Solutions Amendment 3
- Verge Solutions Amendment 2
- Verge Solutions Amendment 1
- Verge Solutions Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

SkillSurvey, 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 with SkillSurvey, Inc. for online reference checking solution services to increase quality of hire and improve recruiting efficiency at NMC, extending the agreement an additional three (3) year period (December 31, 2019 through December 30, 2022) for a revised full agreement term of December 31, 2016 through December 30, 2022, and adding \$55,545 for a revised total agreement amount not to exceed \$111,234.

..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. 1 to the agreement with SkillSurvey, Inc. for online reference checking solution services to increase quality of hire and improve recruiting efficiency at NMC, extending the agreement an additional three (3) year period (December 31, 2019 through December 30, 2022) for a revised full agreement term of December 31, 2016 through December 30, 2022, and adding \$55,545 for a revised total agreement amount not to exceed \$111,234.

SUMMARY/DISCUSSION:

SkillSurvey, Inc., is an on-line automated software utilized to conduct employment reference checks in a consistent, timely, and cost-effective manner and will provide Natividad hiring managers with a comprehensive candidate report to evaluate the candidates being considered. SkillSurvey, Inc. is currently utilized by Natividad who entered into a three year agreement with them back in 2016 for \$55,698. The Department of Social Services and the Monterey County Health Department also have similar agreements with SkillSurvey, Inc.

Prior to the use of SkillSurvey, conducting reference checks was a manual process conducted by managers involving numerous phone calls and emails which was a more time intensive process than an electronic reference check process. In addition, the manual process provided less information to hiring managers than the electronic process that SkillSurvey offers. SkillSurvey's on-line hiring reference check tool has expedited the hiring process by providing a more comprehensive candidate report to evaluate candidates being considered for employment.

Approval of this Amendment will allow Natividad to continue to utilize the pre-employment reference check services.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, 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 September 26, 2019 and by its Board of Trustees on October 4, 2019.

FINANCING:

The cost for amendment No. 1 is \$55,545, of which \$18,515 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment correlates to the Health and Human Services Strategic initiative adopted by the Board of Supervisors by allowing Natividad to continue their process and ability to hire highly qualified candidates through efficient and accurate assessment of the reference materials for potential hires.

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

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

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

SkillSurvey, Inc. Amendment 1

SkillSurvey, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Health Management Associates, Inc. Amendment No. 4

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2020 through January 1, 2021) for a revised full agreement term of January 2, 2017 through January 1, 2021, with no increase to the total agreement amount of \$380,000.

..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. 4 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2020 through January 1, 2021) for a revised full agreement term of January 2, 2017 through January 1, 2021, with no increase to the total agreement amount of \$380,000.

SUMMARY/DISCUSSION:

Health Management Associates, Inc. (HMA) is a consulting firm experienced in feasibility studies and program development with a deep knowledge of county hospital system operations and network development. HMA will work with Natividad and Health Department leadership to assist in improving operational and clinical alignment of the Monterey County health portfolio.

HMA will continue to provide guidance regarding; unified planning, strategic partnership development and opportunities for achieving shared operational efficiencies via this amendment. Specific operational improvements will focus on improving appointment access, patient communication, and quality improvement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee on October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

There is no increase to the total agreement amount with this amendment. \$25,000 is included in the Fiscal Year 2019-20 Adopted Budget for this agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for financial consulting services to explore and implement various approaches to providing healthcare benefits and network designs to lower costs and to direct care to specific provider systems, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2551

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Health Management Associates Amendment 4
Health Management Associates Amendment 3
Health Management Associates Amendment 2
Health Management Associates Amendment 1
Health Management Associates Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Grace N. Deukmedjian M.D. First Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-14063) with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services, extending the term by twenty-four months (January 1, 2020 to December 31, 2021) for a revised full agreement term of August 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$400,000 in the aggregate; 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 exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.

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 First Amendment to the Professional Services Agreement (A-14063) with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services, extending the term by twenty-four months (January 1, 2020 to December 31, 2021) for a revised full agreement term of August 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$400,000 in the aggregate; 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 exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC operates a twelve bed pediatric unit and an eighteen bed maternal infant unit providing medical care for newborns, children and adolescents, as well as hospital based services for the pediatric population (age 0-21) through NMC's emergency medicine, trauma programs, general surgery and outpatient specialty clinics.

In July 2017, the pediatric hospitalist program increased its service to twenty-four hour in-house patient care. It takes at least 4.2 Full Time Equivalent (FTE) physicians to cover the service and ensure a pediatrician is on-site twenty-four hours a day. NMC would like to amend the agreement with Grace Deukmedjian M.D. so that she can continue to participate in the panel of physicians providing these services. Dr. Deukmedjian is paid an hourly rate for services, the amount of services provided may increase due to the need for coverage, but the hourly rate will stay 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 Amendment as to legal form and the Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. [The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.]

FINANCING:

The amount of this amendment is \$200,000. The total not to exceed amount of this Agreement is \$400,000 for the period August 1, 2018 to December 31, 2021 (41 months). \$100,000 is

included the Fiscal Year 2019/20 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments: Agreement-First Amendment

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Kristin Bakhda, WHNP, CNM Second Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to Professional Services Agreement (A-13546) with Kristin A. Bakhda, WHNP, CNM to provide nurse midwife services, extending the term by twelve months (January 1, 2020 to December 31, 2020) for a revised full agreement term of January 1, 2017 to December 31, 2020 and adding \$100,000 for a revised amount not to exceed \$400,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC 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% (\$10,000) of the original contract amount.

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 Second Amendment to Professional Services Agreement (A-13546) with Kristin A. Bakhda, WHNP, CNM to provide nurse midwife services, extending the term by twelve months (January 1, 2020 to December 31, 2020) for a revised full agreement term of January 1, 2017 to December 31, 2020 and adding \$100,000 for a revised amount not to exceed \$400,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC 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% (\$10,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad Medical Center operates a labor and delivery unit with over 2,000 deliveries per year. In January 2017, NMC added midwifery services, trained health professional who helps healthy women during labor, deliver and after the birth of their babies, to enhance the breadth of its obstetric and gynecological services becoming the first hospital in Monterey County to offer this service to its patients.

NMC has an agreement with Kristin Bakhda, a certified nurse midwife (CNM) to provide midwife services to patients in the outpatient specialty clinic and patients who are admitted to the labor and delivery unit. NMC wishes to amend the agreement to extend the term by twelve months so that Kristin can continue to provide at least the same services without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. [The Amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.]

FINANCING:

The cost of this Amendment is \$100,000. The total not to exceed amount of the Agreement is \$400,000 for the period January 1, 2017 to December 31, 2020 (48 months). \$100,000 is included in the Fiscal Year 2019/20 Adopted Budget. The remaining amount will be budgeted for subsequent fiscal years. 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 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, Director of Physician Services, 783.2506

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

Attachments: Agreement; First-Second Amendment

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Victoria Chew, M.D. First Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement with Victoria Chew, M.D. to provide family medicine services at NMC, extending the term by twenty-four months (January 1, 2020 to December 31, 2021) for a revised full agreement term of November 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; 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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

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 First Amendment to the Professional Services Agreement with Victoria Chew, M.D. to provide family medicine services at NMC, extending the term by twenty-four months (January 1, 2020 to December 31, 2021) for a revised full agreement term of November 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; 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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC operates Family Medicine Residency Program affiliated with the University of California's San Francisco Medical School with a total of 30 residents that practice in multiple settings including the inpatient labor and delivery unit. The Residency Program must arrange for patient care and supervision of its residents by qualified family medicine physicians. NMC has an agreement with Dr. Chew to provide family medicine services, as needed to cover the service. NMC wishes to amend the Agreement at this time in order to avoid interruption of services. NMC has obtained an independent opinion of fair market value supporting the payment terms.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form and the Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. [The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees].

FINANCING:

The cost of this amendment is \$200,000. The total not to exceed amount of this Agreement is \$300,000 for the period November 1, 2018 to December 31, 2021 (38 months). \$100,000 is included the Fiscal Year 2019/20 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments: Agreement; First Amendment

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Anesthesia Professionals Second Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) (A-13387) to provide anesthesia services, extending the term by twelve months (January 1, 2020 to December 31, 2020) for a revised full agreement term of January 1, 2017 to December 31, 2020, and adding \$4,340,995, for a revised total not to exceed amount of \$15,562,000 in the aggregate; 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 exceed 10% (\$1,120,930) of the original contract amount and do not significantly change the scope of work.

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 Second Amendment to the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) (A-13387) to provide anesthesia services, extending the term by twelve months (January 1, 2020 to December 31, 2020) for a revised full agreement term of January 1, 2017 to December 31, 2020, and adding \$4,340,995, for a revised total not to exceed amount of \$15,562,000 in the aggregate; 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 exceed 10% (\$1,120,930) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC's surgical team performs over 3,500 inpatient and outpatient surgeries per year. It requires a minimum of eight (8) full-time equivalent (FTE) anesthesiologist physicians to provide anesthesia services for NMC's four operating rooms, including one physician that is immediately available in-house 24 hours a day and one back-up physician that is available on-call 24 hours a day in accordance with American College of Surgeons (ACS) guidelines for a Level II Trauma Center. Anesthesia services also include airway management (intubations), central line insertion and acute postoperative pain management.

Additionally, it requires at least five (5) FTE certified nurse anesthetists (CRNA), including one CRNA that is immediately available 24 hours a day to provide anesthesia services within NMC's labor and delivery suites. CRNAs may staff one of the four main operating rooms as well.

NMC would like to amend the agreement with Monterey Anesthesia Professionals, a California general partnership, to continue to provide exclusive anesthesia services and a physician to serve as medical director, responsible for general administration and oversight of the anesthesia services. 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. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. [The Amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees].

FINANCING:

The cost of this amendment is \$4,340,995. The total not to exceed amount of this Agreement is \$15,562,000 for the period January 1, 2017 to December 31, 2020 (48 months). \$4,340,995 is included in the Fiscal Year 2019/20 Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments: Agreement; First-Second Amendment

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment 2 to Debt Collection Services Master Agreements per RFP #9600-64

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) for debt collection services, adding \$2,400,000 for a revised total aggregate amount not to exceed \$6,970,000 with no change to the agreement term of October 1, 2016 through September 30, 2020.

..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 agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) for debt collection services, adding \$2,400,000 for a revised total aggregate amount not to exceed \$6,970,000 with no change to the agreement term of October 1, 2016 through September 30, 2020.

SUMMARY/DISCUSSION:

NMC utilizes 2 collection agencies, Receivable Solutions and Credit Consulting Services, to provide collection services for NMC self-pay patients and bad debt collections as a result of RFP 9600-64. Each agency receives daily files of accounts to send collection notices to patients. If payments are not received within 150 day time frame the account will turn over to proceed with collection efforts. The volume of accounts sent to these agencies fluctuate volume based on NMC business. The agreement documents themselves do not state a total agreement amount specifically. Payment is based on the amount of debt collected and is therefore an unknown. NMC is requesting an increased aggregate dollar limit for both agreements not to exceed \$6,970,000 which reflects the estimated amount NMC might pay for debt collection fees through the end of the agreement term.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 2 as to legal form, 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 October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment No. 2 is \$2,400,000 of which \$1,299,996 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Debt Collection Services agreements give NMC the ability to collect patient's monetary responsibilities for the services they have received from NMC.

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

Prepared by: Tracy Short, Director of Patient Financial Services, 783-2347
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Receivable Solutions, Inc. Amendment No. 2
Credit Consulting Services, Inc. Amendment No. 2
Receivable Solutions, Inc. Amendment No. 1
Credit Consulting Services, Inc. Amendment No. 1
Receivable Solutions, Inc. Agreement
Credit Consulting Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

IBM Amendment 1 to Software Subscription Agreement

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-13260) with International Business Machines Corporation (IBM) for a software subscription to the CareDiscovery database, a benchmarking system used for quality and performance analysis, extending the agreement an additional thirty-six (36) month period (January 1, 2020 through December 31, 2023) for a revised full agreement term of July 1, 2016 through December 31, 2023, and adding \$412,023 for a revised total agreement amount not to exceed \$844,666.

..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-13260) with International Business Machines Corporation (IBM) for a software subscription to the CareDiscovery database, a benchmarking system used for quality and performance analysis, extending the agreement an additional thirty-six (36) month period (January 1, 2020 through December 31, 2023) for a revised full agreement term of July 1, 2016 through December 31, 2023, and adding \$412,023 for a revised total agreement amount not to exceed \$844,666.

SUMMARY/DISCUSSION:

With Board of Supervisors approval, NMC originally contracted (A-12063& A-12282) with Truven Health Analytics, Inc for the use of their CareDiscovery and Meaningful Use database(s) and analytic tools back in 2009. In 2016 Natividad established a new agreement with more favorable terms for the same database access with Truven who, at that time, was declared as a division of IBM.

Care Discovery is a database and reporting system that provides NMC with a dashboard of critical benchmarks and objective, fact-based information necessary to make quick, confident decisions in support of the hospital's quality improvement initiatives. The database and reporting system allows NMC to: evaluate our performance as compared to peer hospitals; and evaluate our outcomes including the Agency for Healthcare Research and Quality (AHRQ) national indicators, complications, and risk-adjusted mortality and resource metrics. It provides NMC with the capability to drill into transaction-level details to identify specific opportunities for improving the process of care. The database and reporting system allows NMC to compare patient-care patterns among physicians and compare expected results to observed results. The database is used to run many required reports for Joint Commission accreditation.

The Care Discovery Quality Measures database and reporting system provides NMC with the tools to comply with the Joint Commission and Center for Medicare and Medicaid Services (CMS) requirement for quarterly reporting of clinical quality measures also known as Core Measures.

At the current time Natividad wishes to extend the existing subscription agreement for an additional three (3) years to allow for continued access of the CareDiscovery database.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, 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 October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment No. 1 is \$412,023 of which \$133,558 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The CareDiscovery Quality Measures database and reporting system provides NMC with the tools to administrate operations as well as comply with the Joint Commission and Center for Medicare and Medicaid Services (CMS) requirement for quarterly reporting of clinical quality measures also known as Core Measures.

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

Prepared by: Monica Hamilton, Quality Administrator, 783-2502

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

IBM Amendment 1 to Subscription Agreement

IBM (Truven) Subscription Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 2 for the First Alarm Agreement

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with First Security Services, A First Alarm Security & Patrol Inc. Company for shuttle services at NMC, extending the agreement for an additional two (2) year period (January 9, 2020 through January 8, 2022) for a revised full agreement term of January 9, 2018 through January 8, 2022 and adding \$233,000 for a revised total agreement not to exceed \$457,048.

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%) (\$10,405) of the original cost of the agreement.

..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. 2 to the agreement with First Security Services, A First Alarm Security & Patrol Inc. Company for shuttle services at NMC, extending the agreement for an additional two (2) year period (January 9, 2020 through January 8, 2022) for a revised full agreement term of January 9, 2018 through January 8, 2022 and adding \$233,000 for a revised total agreement not to exceed \$457,048.

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%) (\$10,404.80) of the original cost of the agreement.

SUMMARY/DISCUSSION:

The Monterey County Jail Expansion Project is affecting parking and safety on the Natividad Medical Center (NMC) Campus. Previously, NMC and the jail shared parking for staff and patients that is now unavailable as a result of the expansion project. This impacts over 300 parking spaces including the availability of American with Disabilities Act (ADA) parking.

NMC and Resource Management Agency (RMA) collaborated in building a temporary parking lot to address the parking shortage during the expansion project. However, this temporary parking lot is remote and may limit access. Staff have expressed concerns regarding the safety and inaccessibility of the remote parking lot. NMC received many requests to provide a shuttle service from the remote lot to the hospital.

NMC conducted an assessment and determined that safety issues exist in the remote parking area; especially in the evening hours. For the safety and convenience of our staff NMC proposes providing shuttle services between the remote lot and the hospital from 6:00am to 8:00pm Monday through Friday. Due to the temporary need for remote parking, contracting with a vendor is a suitable and cost effective option.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 2 as to legal form, 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 October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment No. 2 is \$233,000 of which \$116,500 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Provides a safe means of transportation from the temporary parking lot to the hospital campus.
Increases employee safety by reducing transportation-related injuries.

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

Prepared by: Jeff Cleek, Director of Engineering, 783-2614

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

- First Alarm for Shuttle Services Amendment No. 2
- First Alarm for Shuttle Services Amendment No. 1
- First Alarm for Shuttle Services Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Automatic Door Systems, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Automatic Door Systems, Inc. for maintenance and repair of all automatic doors at NMC for an amount not to exceed \$175,000 with an agreement term January 1, 2020 through December 31, 2024.
- 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%) (\$17,500) of the original cost of the agreement.

..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 Automatic Door Systems, Inc. for maintenance and repair of all automatic doors at NMC for an amount not to exceed \$175,000 with an agreement term January 1, 2020 through December 31, 2024.
- 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%) (\$17,500) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Automatic Door Systems, Inc. has installed the bulk of NMCs complex door systems and therefore is the optimum vendor choice for providing repair services when needed.

Natividad's contracts department and Engineering department have explored issuing a Request for Proposals (RFP) for these services to offer local businesses a chance at this contract, however, in order to determine how competitive a RFP would be, Natividad made phone calls to all local commercial door service vendors it found online and in the yellow pages to inquire about interest, and all responded saying they didn't provide services on electronic hospital doors. Without local competition available, Natividad has opted to continue to utilize services from Automatic Door Systems, Inc. for most of its door service needs. Natividad utilizes two (2) other vendors for fire door service specifically. This contract is for services on all other electronic doors throughout the hospital.

This new agreement replaces an older agreement with Automatic Door Systems Inc. from 2014 and contains updated terms and pricing.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, 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 on October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this agreement is \$175,000 of which \$35,000 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement allows for needed improvements to the hospital's physical infrastructure. These improvements ensure that NMC maintains itself as a first rate medical facility which, in turn, enables NMC staff to provide quality medical care that leads to an improved quality of life for its patients and their families.

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

Prepared by: Jeffrey Cleek, Director of Engineering & Safety, 783-2614

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Automatic Door Systems, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Maintenance Connection, LLC 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-14065) with Maintenance Connection, LLC for license to use a software system used to manage equipment maintenance, extending the agreement an additional three (3) year period (January 1, 2020 through December 31, 2022) for a revised full agreement term of January 1, 2018 through December 31, 2022, and adding \$73,128 for a revised total agreement amount not to exceed \$117,000.

..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-14065) with Maintenance Connection, LLC for license to use a software system used to manage equipment maintenance, extending the agreement an additional three (3) year period (January 1, 2020 through December 31, 2022) for a revised full agreement term of January 1, 2018 through December 31, 2022, and adding \$73,128 for a revised total agreement amount not to exceed \$117,000.

SUMMARY/DISCUSSION:

The computerized facility software maintenance system (entirely web based subscription service) provided by Maintenance Connection allows the NMC Engineering department to manage facility assets, preventive maintenance schedules, and routine workflow, such as repairs and simple installations through the computerized work order system. Maintenance Connection's software provides Natividad staff with reports and dashboards to monitor effectiveness and efficiency in the Engineering department surrounding equipment maintenance and repairs.

The Joint Commission and National Fire Prevention Agency (NFPA) require that the hospital test and inspect all pieces of equipment that are related to life safety on a prescribed schedule. The hospital has the ability to maintain regulatory compliance through this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, 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 October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment No. 1 is \$73,128 of which \$22,746 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Extending the term of the Maintenance Connection agreement enables Natividad to continue to properly manage the required maintenance and repairs of various types of hospital equipment. This, in turn, leads to having and maintaining safe and reliable equipment.

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

Prepared by: Jeffrey Cleek, Director of Engineering & Safety, 831-783-2614

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Maintenance Connection, LLC Amendment No. 1

Maintenance Connection, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 1 to Carefusion Master Rental Agreement for Pyxis

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the master agreement (A-12934) with Carefusion Solutions, LLC adding the Pyxis product known as BD Cato Medication Workflow Solutions, a medication workflow management system, and adding additional terms and conditions associated with BD Cato.
- b. Approve NMC Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the BD Cato Medication Workflow Solutions Schedule.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute Customer Order 1000141289 for the BD Cato software subscription for a sixty (60) month term effective upon implementation (estimated to be on or about November 19, 2019), for a total amount not to exceed \$265,740.

..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 master agreement (A-12934) with Carefusion Solutions, LLC adding the Pyxis product known as BD Cato Medication Workflow Solutions, a medication workflow management system, and adding additional terms and conditions associated with BD Cato.
- b. Approve NMC Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the BD Cato Medication Workflow Solutions Schedule.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute Customer Order 1000141289 for the BD Cato software subscription for a sixty (60) month term effective upon implementation (estimated to be on or about November 19, 2019), for a total amount not to exceed \$265,740.

SUMMARY/DISCUSSION:

This amendment is for the addition of hardware and a software subscription for BD Cato also known as Pyxis IV Prep. The general terms and conditions of the Master Agreement for Pyxis apply, however, there are some additional terms and conditions associated with the software subscription that are included within this amendment, including a non-standard indemnity clause.

BD Cato is an IV workflow management system, a combination of hardware and software that makes compounding IVs safer and more efficient. The system guides the user step by step through the compounding process with safety checks along the way.

New and recurring orders from the Hospital Information System flow to BD Cato's computerized queue. Use of the queue replaces the current batch process, allowing IVs to be compounded closer to when they are needed. This reduces waste.

The technician chooses which item to compound from the queue. Items with the same components can be compounded back to back to decrease waste. Stat or now items are clearly identified. Once an item has been chosen the system guides the user through each step. Hardware present in the compounding space is used. It consists of an all 4 0 ne barcode scanner, camera, and a scale.

Barcode scanning is used to verify that the correct components are used. Compounding cannot continue if a wrong component is chosen. Pictures are taken at each important step. The scale can be used to verify that the correct amount of each component was drawn up.

At the end of compounding the technician can request a final review by a pharmacist. Because photos were taken, the pharmacist can verify the item from any properly configured hospital computer. The technician no longer needs to wait for the pharmacist to properly gown up and enter the IV room. This will also decrease the amount of time the patient waits for their medication.

BD Cato will decrease medication waste. It will decrease the time it takes to make certain IVs. It will also increase the safety of the compounding process.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment has also been reviewed and approved by NMC's Finance Committee on October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

The cost for this amendment is \$265,740 of which \$53,148 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The BD Cato system being added in this amendment allows pharmacy personnel to more safely and efficiently compound IV admixtures which yields a higher level of quality patient care.

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

Prepared by: Jason Warren, Pharmacy Director, 772-7720

Approved by: Gray R. Gary, DO, Chief Executive Officer, 783-2553

Attachments:

Carefusion Amendment No. 1 to Master Agreement for Pyxis
Carefusion Customer Order 1000141289 for BD Cato

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Gregory Le Bleu MD Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Gregory E. LeBleu M.D. to provide physical medicine and rehabilitation services at NMC for an amount not to exceed \$800,000 for the period January 1, 2020 to December 31, 2021.
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.

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 Professional and Call Coverage Services Agreement with Gregory E. LeBleu M.D. to provide physical medicine and rehabilitation services at NMC for an amount not to exceed \$800,000 for the period January 1, 2020 to December 31, 2021.
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC operates the Sam Karas Acute Rehabilitation Center, a 24 bed acute rehabilitation unit (ARU) that provides comprehensive physical and cognitive therapies to help patients recover and return to daily activities after an illness, injury or surgery. Physical medicine and rehabilitation physicians, also known as physiatrists, treat a variety of medical conditions affecting the brain, spinal cord, nerves, bones, muscles and joints. Natividad would like to enter into an agreement with Dr. Le Bleu, a board certified physical medicine and rehabilitation physician, to participate in the panel of physicians providing daily rounding on patients in the ARU. 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. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The cost of this Agreement is \$800,000 for the period January 1, 2020 to December 31, 2021 (24 months). \$200,000 is included in the Fiscal Year 2019/20 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 to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

FINANCIAL STATEMENTS

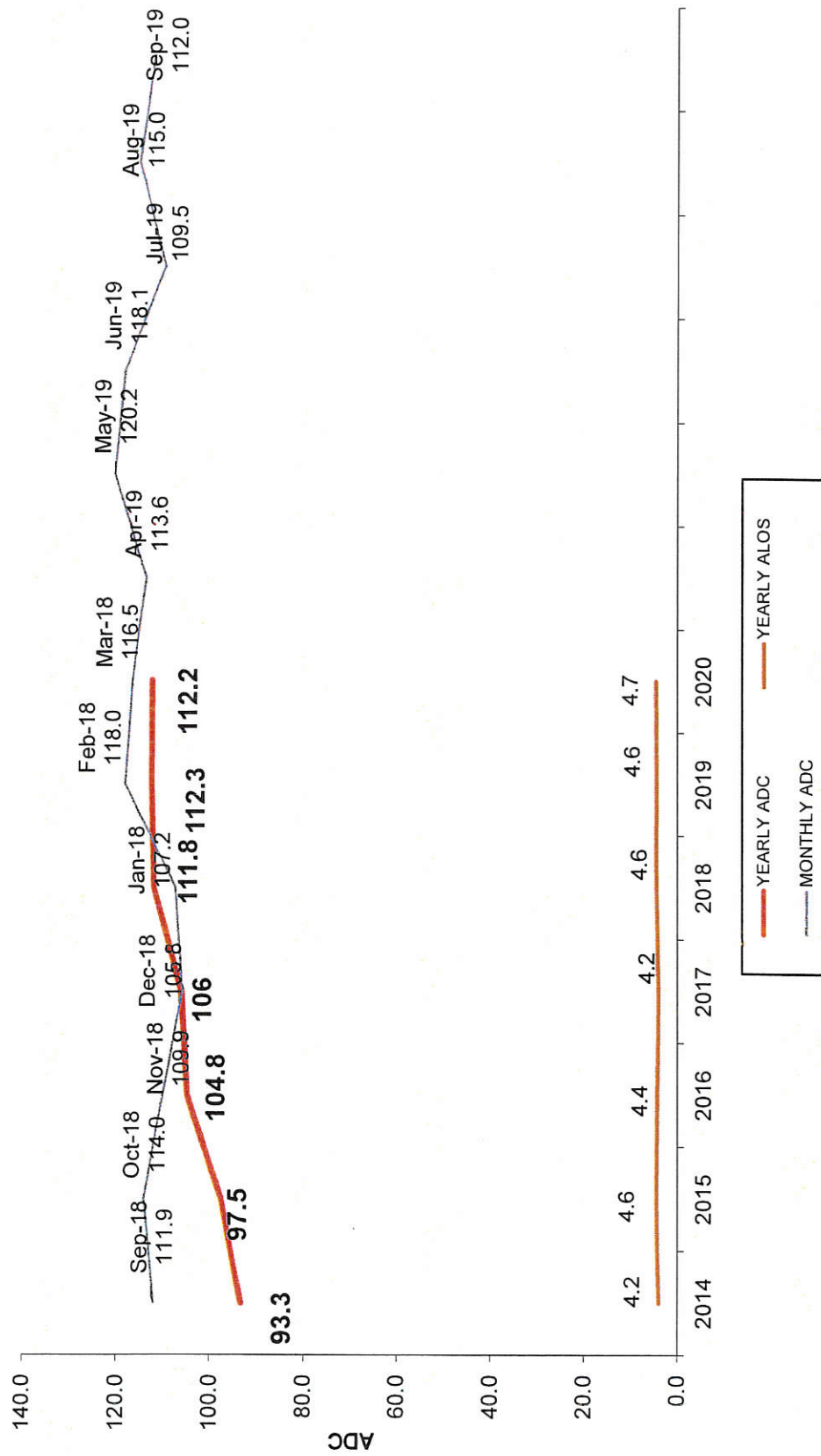
SEPTEMBER 30, 2019

FINANCIAL STATEMENTS

SEPTEMBER 30, 2019

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NATIVIDAD

STATISTICAL REPORT

SEPTEMBER 30, 2019

Month-To-Date					Year-To-Date					
07-19	08-19	09-19	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PY					
1	267	195	213	281	NICU	15	861	675	599	12.69%
2	1,485	1,666	1,447	1,317	Med/Surg	61	4,037	4,598	4,251	8.16%
3	161	175	216	214	ICU	10	656	552	673	-17.98%
4	66	41	38	73	Peds	12	225	145	219	-33.79%
5	688	717	692	664	Acute Rehab	24	2,036	2,097	2,003	4.69%
6	280	266	272	339	OB/Gyn	27	1,039	818	1,217	-32.79%
7	2,947	3,060	2,878	2,888	TOTAL ACUTE	149	8,854	8,885	8,962	-0.86%
8	446	505	482	413	Psychiatric	19	1,265	1,433	1,066	34.43%
9	3,393	3,565	3,360	3,301	TOTAL DAYS	168	10,119	10,318	10,028	2.89%
10	266	336	309	293	Nursery	18	899	645	972	-33.64%
AVERAGE DAILY CENSUS										
11	72.9	75.6	72.9	74.1	Acute	125	74.1	73.8	75.6	-2.38%
12	22.2	23.1	23.1	22.1	Acute Rehab	24	22.1	22.8	21.8	4.59%
13	14.4	16.3	16.1	13.8	Psychiatric	19	13.8	15.6	11.6	34.48%
14	109.5	115.0	112.0	110.0	TOTAL	168	110.0	112.2	109.0	2.94%
15	8.6	10.8	10.3	9.8	Nursery	18	9.8	7.0	10.6	-33.96%
PERCENTAGE OF OCCUPANCY										
16	58.3%	60.5%	58.3%	59.3%	Acute		59.3%	59.0%	60.5%	-2.4%
17	92.5%	96.3%	96.3%	92.1%	Acute Rehab		92.1%	95.0%	109.0%	-12.8%
18	75.8%	85.8%	84.7%	72.6%	Psychiatric		72.6%	82.1%	61.1%	34.5%
19	65.2%	68.5%	66.7%	65.5%	TOTAL		65.5%	66.8%	66.5%	0.5%
20	47.8%	60.0%	57.2%	54.4%	Nursery		54.4%	38.9%	58.9%	-34.0%
ADMISSIONS										
21	613	611	608	599	Acute		1,837	1,832	1,840	-0.43%
22	58	61	55	52	Acute Rehab		160	174	145	20.00%
23	67	63	51	60	Psychiatric		184	181	192	-5.73%
24	738	735	714	711	TOTAL		2,181	2,187	2,177	0.46%
25	172	192	184	174	Nursery		534	548	538	1.86%
26	175	193	187	196	Deliveries		602	555	556	-0.18%
DISCHARGES										
27	612	649	609	599	Acute		1,837	1,870	1,868	0.11%
28	58	60	57	52	Acute Rehab		160	175	145	20.69%
29	65	64	52	60	Psychiatric		184	181	186	-2.69%
30	735	773	718	711	TOTAL		2,181	2,226	2,199	1.23%
31	149	179	173	174	Nursery		534	501	497	0.80%
AVERAGE LENGTH OF STAY										
32	4.6	4.9	4.7	4.6	Acute(Hospital wide no babies)		4.6	4.7	4.6	2.17%
33	11.9	11.8	12.6	12.8	Acute Rehab		12.7	12.1	13.8	-12.32%
34	2.6	2.6	2.5	2.5	OB/Gyn		2.5	2.6	2.8	-7.14%
35	6.7	8.0	9.5	6.9	Psychiatric		6.9	7.9	5.6	41.07%
36	1.5	1.8	1.7	1.7	Nursery		1.7	1.2	1.8	-33.33%
OUTPATIENT VISITS										
37	4,354	4,674	4,656	4,406	Emergency Room		13,510	13,684	13,527	1.16%
38	569	556	566	561	ER Admits		1,721	1,691	1,460	15.82%
39	77.1%	75.6%	79.3%	78.9%	ER Admits as a % of Admissions		78.9%	77.3%	67.1%	15.29%
40	6,294	6,482	6,266	6,035	Clinic Visits		18,507	19,042	17,808	6.93%
ANCILLARY PROCEDURES BILLED										
41	47,693	49,576	48,203	45,974	Lab Tests		140,986	145,472	126,992	14.55%
42	3,458	3,582	3,532	2,937	Radiology Procedures		9,007	10,572	9,536	10.86%
43	179	211	243	205	MRI Procedures		629	633	538	17.66%
44	97	156	125	132	Nuclear Med Procedures		404	378	345	9.57%
45	1,122	1,125	1,215	1,024	Ultrasound Procedures		3,140	3,462	3,095	11.86%
46	1,830	1,834	1,944	1,483	CT Scans		4,547	5,608	4,350	28.92%
47	350	396	389	351	Surgeries		1,053	1,135	1,083	4.80%
48	8.12	7.79	7.96	8.22	FTE'S PER AOB		8.22	7.89	8.23	-4.13%
49	1,280.9	1,289.3	1,306.8	1,283.9	TOTAL PAID FTE'S		1,283.9	1,293.0	1,293.2	-0.02%
50	4,886	5,246	4,927	4,688	ADJUSTED PATIENT DAYS		14,369	15,062	14,461	4.16%

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED
FOR FY2020

	JUL-19	AUG-19	SEP-19	OCT-19	NOV-19	DEC-19	JAN-20	FEB-20	MAR-20	APR-20	MAY-20	JUN-20	YTD
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 65,854,051	\$ 72,341,082	\$ 67,257,857	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 205,452,990
2 Pro Fees	2,153,024	2,037,495	1,876,816	-	-	-	-	-	-	-	-	-	6,069,335
3 Outpatient	29,951,254	35,081,441	32,244,876	-	-	-	-	-	-	-	-	-	97,257,571
4 Total Patient Revenue	97,938,329	109,460,018	101,381,549	-	-	-	-	-	-	-	-	-	308,779,896
Deductions from revenue													
5 Contractual Deductions	71,393,900	82,425,846	76,932,095	-	-	-	-	-	-	-	-	-	230,751,841
6 Bad Debt	4,584,691	3,572,270	3,104,949	-	-	-	-	-	-	-	-	-	11,261,910
7 Unable to Pay	293,627	356,052	350,127	-	-	-	-	-	-	-	-	-	999,806
8 Total Contractual Discounts	76,272,218	86,354,168	80,387,171	-	-	-	-	-	-	-	-	-	243,013,557
9 Net Patient Revenue	21,666,111	23,105,850	20,994,378	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	65,766,339
10 As a percent of Gross Revenue	22.12%	21.11%	20.71%										21.30%
Total Government Funding	4,966,417	5,145,012	4,943,339	-	-	-	-	-	-	-	-	-	15,055,768
Other Operating Revenue:													
12 Rent Income	109,276	120,775	115,026	-	-	-	-	-	-	-	-	-	345,077
13 Interest Income	126,000	124,951	257,246	-	-	-	-	-	-	-	-	-	508,197
14 NMF Contribution	60,000	60,000	59,000	-	-	-	-	-	-	-	-	-	179,000
15 Other Income	305,431	371,398	375,833	-	-	-	-	-	-	-	-	-	1,052,662
16 Total Other Operating Revenue	600,707	677,124	807,105	-	-	-	-	-	-	-	-	-	2,084,936
TOTAL REVENUE	27,233,235	28,928,986	26,744,822	-	-	-	-	-	-	-	-	-	82,907,043
E X P E N S E													
Salaries, Wages & Benefits													
18 Salaries, Wages & Benefits	15,311,219	15,090,278	15,266,263	-	-	-	-	-	-	-	-	-	45,687,760
19 Registry	259,208	363,700	272,544	-	-	-	-	-	-	-	-	-	895,452
20 Phys/Residents SWB & Contract Fees	3,470,366	3,290,181	3,454,614	-	-	-	-	-	-	-	-	-	10,215,161
21 Purchased Services	2,909,487	3,571,154	2,550,468	-	-	-	-	-	-	-	-	-	9,033,109
22 Supplies	2,242,964	2,498,568	1,879,603	-	-	-	-	-	-	-	-	-	6,621,136
23 Insurance	239,400	238,400	239,399	-	-	-	-	-	-	-	-	-	718,199
24 Utilities and Telephone	317,654	313,723	270,809	-	-	-	-	-	-	-	-	-	902,186
25 Interest Expense	196,025	196,027	196,025	-	-	-	-	-	-	-	-	-	588,077
26 Depreciation & Amortization	1,016,168	1,017,712	1,016,795	-	-	-	-	-	-	-	-	-	3,050,695
27 Other Operating Expense	438,314	509,005	519,897	-	-	-	-	-	-	-	-	-	1,467,216
TOTAL EXPENSE	26,400,824	27,091,749	25,686,437	-	-	-	-	-	-	-	-	-	79,179,011
NET INCOME(LOSS)	832,411	1,837,237	1,058,385	-	-	-	-	-	-	-	-	-	3,728,032
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration	-	-	-	-	-	-	-	-	-	-	-	-	-
31 Anthem Arbitration Payment	-	-	-	-	-	-	-	-	-	-	-	-	-
32 Medical FFS Settlement FY07-08	-	-	-	-	-	-	-	-	-	-	-	-	-
33 Metro Initial Settlement	-	-	-	-	-	-	-	-	-	-	-	-	-
34 Total Extraordinary Items	-	-	-	-	-	-	-	-	-	-	-	-	-
NET INCOME BEFORE Extraordinary Items	832,411	1,837,237	1,058,385	-	-	-	-	-	-	-	-	-	3,728,032
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
CHANGE IN NET ASSETS	832,411	1,837,237	1,058,385	-	-	-	-	-	-	-	-	-	3,728,032

STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF SEPTEMBER 30, 2019

NATIVIDAD

CURRENT MONTH					YEAR -TO -DATE														
Actual		Budget	Variance fav. (unfav) \$ VAR. % VAR		Actual		Budget	Variance fav. (unfav) \$ VAR. % VAR											
R E V E N U E																			
Patient Revenue:																			
1	\$	67,257,857	\$	68,273,153	\$	(1,015,296)	\$	205,452,990	\$	209,371,003	\$	(3,918,013)	(1.9)	\$	203,161,594				
2		1,878,816		1,724,598		154,218		6,069,335		5,288,742		780,593	14.8		4,817,081				
3		32,244,876		30,354,818		1,890,058		97,257,571		93,088,114		4,169,457	4.5		91,936,193				
4		101,381,549		100,352,569		1,028,980		308,779,896		307,747,859		1,032,037	0.3		299,914,868				
5		76,932,095		75,987,490		(944,605)		230,751,841		233,230,974		2,479,133	1.1		218,489,388				
6		3,104,949		2,524,854		(580,095)		11,261,910		7,574,562		(3,687,348)	(48.7)		11,135,846				
7		350,127		515,262		165,135		999,806		1,545,786		545,980	35.3		1,040,040				
8		80,387,171		79,027,606		(1,359,565)		243,013,557		242,351,322		(662,235)	(0.3)		230,665,274				
9		20,994,378		21,324,963		(330,585)		65,766,339		65,396,537		369,802	0.6		69,249,594				
10		20.71%		21.25%				21.30%		21.25%					23.09%				
11		4,943,339		4,884,999		58,340		15,055,768		14,980,669		75,099	0.50		15,231,459				
12		115,026		109,754		5,272		345,077		336,582		8,495	2.5		448,820				
13		257,246		163,935		93,311		508,197		502,733		5,464	1.1		1,235,306				
14		59,000		59,016		(16)		179,000		179,016		(16)	(0.0)		180,000				
15		375,833		291,313		84,520		1,052,662		895,323		157,339	17.6		826,561				
16		807,105		624,018		183,087		2,084,936		1,913,654		171,282	9.0		2,690,687				
17		26,744,822		26,833,980		(89,158)		82,907,043		82,290,860		616,183	0.7		87,171,740				
18		15,286,283		14,842,224		(444,059)		45,687,780		45,516,606		(171,174)	(0.4)		42,183,750				
19		272,544		290,047		17,503		895,452		889,477		(5,975)	(0.7)		1,173,535				
20		3,454,614		3,293,657		(160,957)		10,215,161		10,100,075		(115,086)	(1.1)		9,175,752				
21		2,550,468		3,131,696		581,228		9,033,109		9,603,864		570,755	5.9		7,932,408				
22		1,879,603		2,198,602		318,999		6,621,136		6,742,354		121,218	1.8		6,734,721				
23		239,399		222,120		(17,279)		718,199		681,168		(37,031)	(5.4)		651,615				
24		270,809		273,800		2,991		902,186		839,660		(62,526)	(7.4)		741,853				
25		196,025		196,222		197		588,077		601,746		13,669	2.3		588,382				
26		1,016,795		989,275		(27,520)		3,050,695		3,033,769		(16,926)	(0.6)		2,935,425				
27		519,897		485,986		(33,911)		1,467,216		1,490,356		23,140	1.6		1,353,086				
28		25,686,437		25,923,629		237,192		79,179,011		79,499,075		320,064	0.4		73,470,527				
29		1,058,385		910,351		148,034		3,728,032		2,791,785		936,247	33.5		13,701,213				
30	CAPITAL CONTRIBUTIONS																		
31		-		-		-		-		-		-	-		-				
32		-		-		-		-		-		-	-		-				
33		-		-		-		-		-		-	-		-				
34	\$	1,058,385	\$	910,351	\$	148,034	16.3	\$	3,728,032	\$	2,791,785	\$	936,247	33.5	\$	13,701,213			
COUNTY CONTRIBUTION																			
CHANGE IN NET ASSETS																			

STATEMENT OF REVENUES AND EXPENSES AND CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF SEPTEMBER 30, 2019

NATIVIDAD

CURRENT MONTH										YEAR -TO -DATE					
		Actual		Budget		Variance fav. (unfav)				Actual		Budget		Variance fav. (unfav)	
		4,927		4,688		239		5.1%		15,062		14,369		693	

**NATIVIDAD
BALANCE SHEET
AS OF SEPTEMBER 30, 2019**

PD13

		CURRENT MONTH			YEAR - TO - DATE			% CHG.		
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)			
CURRENT ASSETS										
1	\$	64,542,615	\$	2,765,205	\$	57,257,023	\$	10,050,797	17.6	%
2		3,200,000	-		3,200,000	3,200,000	-		-	
3		30,691,817	(2,108,432)		28,583,385	28,583,385	(1,506,581)		(5.0)	
4		47,434,603	14,391,070		34,217,088	61,825,673	27,608,585		80.7	
5		4,857,425	120,062		4,977,487	4,977,487	239,289		5.1	
6		5,374,598	(863,846)		4,470,039	4,510,752	40,713		0.9	
7		156,101,058	14,304,059		133,972,314	170,405,117	36,432,803		27.2	
8										
9		308,505,236	93,363		306,849,853	308,598,599	1,748,746		0.6	
10		(188,703,931)	(1,016,795)		(186,670,031)	(189,720,726)	(3,050,695)		(1.6)	
11		119,801,305	(923,432)		120,179,822	118,877,873	(1,301,949)		(1.1)	
12		147,688,907	(8,660,496)		160,787,834	139,028,411	(21,759,423)		(13.5)	
OTHER ASSETS										
INVESTMENTS										
HELD FOR CONSTRUCTION										
13		-	-		-	-	-		-	
ACCRUED INTEREST RECEIVABLE										
14		-	-		-	-	-		-	
15		163,651	-		163,651	163,651	-		-	
16		163,651	-		163,651	163,651	-		-	
17		423,754,921	\$	4,720,132	\$	415,103,621	\$	13,371,431	3.2	%
TOTAL ASSETS										
CURRENT LIABILITIES										
18		22,219,751	385,208		16,572,989	22,604,959	6,031,970		36.4	
19		3,864,997	3,741,297		7,721,399	7,606,294	(115,105)		(1.5)	
20		40,237,772	1,072,598		40,237,772	41,310,370	1,072,598		2.7	
21		3,739,166	-		3,193,625	3,739,166	545,541		17.1	
22		16,620,153	(1,520,880)		12,095,907	15,099,273	2,703,366		21.8	
23		86,681,839	3,678,223		80,121,692	90,360,062	10,238,370		12.8	
TOTAL CURRENT LIABILITIES										
LONG TERM LIABILITIES										
CAPITAL LEASE										
24		-	-		-	-	-		-	
UN EARNED CONTRIBUTIONS										
25		37,776,814	(16,477)		38,355,309	37,760,337	(594,972)		(1.6)	
26		37,776,814	(16,477)		38,355,309	37,760,337	(594,972)		(1.6)	
TOTAL LONG TERM DEBT										
FUND BALANCES										
27		296,626,620	-		296,626,620	296,626,620	-		-	
28		2,669,648	1,058,385		-	3,728,033	3,728,033		100.0	
29		299,296,268	1,058,385		296,626,620	300,354,653	3,728,033		1.3	
30		423,754,921	\$	4,720,131	\$	415,103,621	\$	13,371,431	3.2	%

NATIVIDAD
STATE AND COUNTY RECEIVABLES

AS OF 09/30/19

BALANCE SHEET

	Req. Balance	ADJ	Reversals and Reclasses	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 12,591,967					18,657,748	(18,497,243)	18,844,003
Hospital Fee	-		6,091,531					236,203
Rate Range IGT-CCAH-	8,246,935		2,725,026					10,971,961
MCMC EPP	4,330,884		1,929,400			3,980,513		10,240,797
MCMC QIP	4,925,256		2,194,195			8,223,369		15,342,820
SB1732	666,674		969,672				(562,849)	1,073,497
AB 915	-		895,082					895,082
A/R Office Buildings	85,042		345,078				(239,208)	190,912
A/R Manco Abbott	(39,153)							(39,153)
Interest Accrued Positive Cash	630,000		508,197					1,138,197
Accrued Donations	2,420,252		179,000					2,599,252
A/R Jail-PG&E	316,260		233,834				(644,447)	(94,353)
Health Department	42,970		420,000					462,970
Ryan White & EIP A/R	-		62,157				(98,673)	(36,516)
STATE RECEIVABLES	\$ 34,217,088	\$ 16,789,375	\$ -	\$ -	\$ -	\$ 30,861,630	\$ (20,042,420)	\$ 61,825,673

P & L

	YTD Sep-19
Medi-Cal DSH /SNCP/PHYS SPA	\$ 5,078,198
PRIME Y5	1,013,333
Rate Range IGT-CCAH-	2,725,026
Esperanza Care	(500,001)
HPE	120,370
Hospital Fee	236,203
MCMC EPP	1,929,400
HD Residency Support	(125,001)
MCMC QIP	2,194,195
AB915	895,082
Medicare GME	457,134
SB 1732	969,672
Ryan White & SAMHSA GRANTS	62,157
GOVERNMENT FUNDING INCOME	\$ 15,055,768

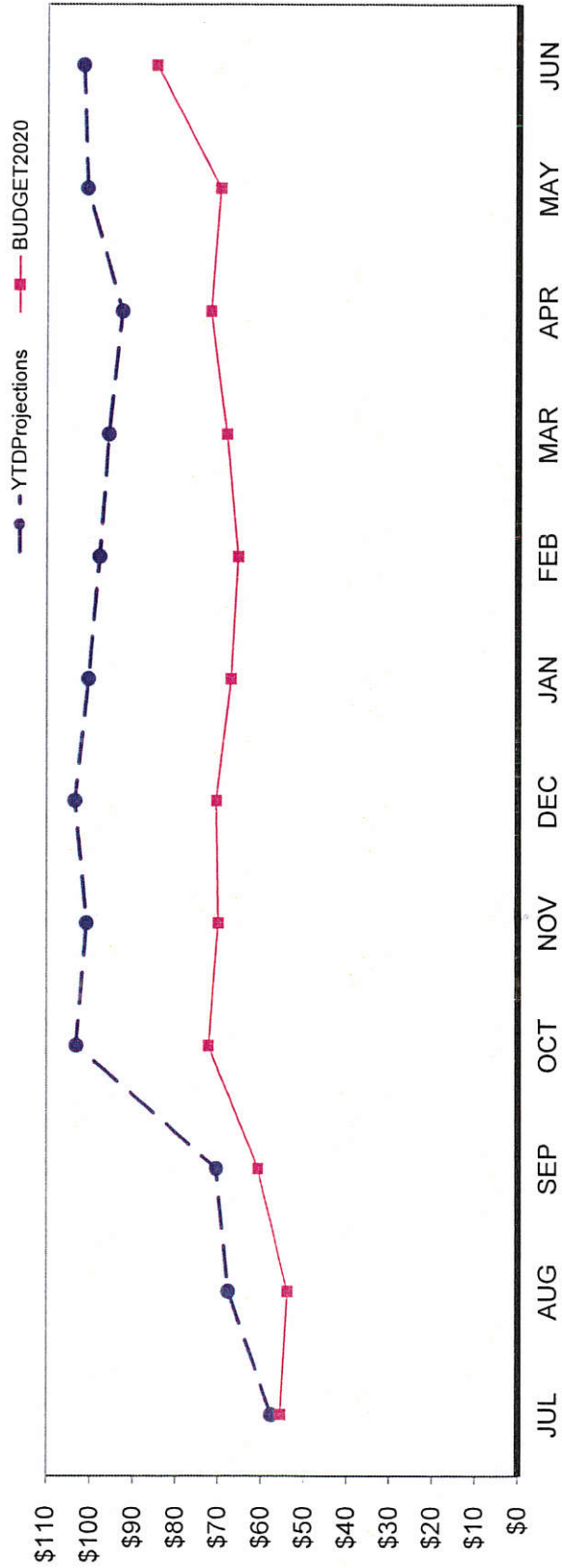
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF SEPTEMBER 30, 2019

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 67,742,615	\$ 60,457,023
2		
3	1,058,386	3,728,033
4	-	-
5	1,016,795	3,050,695
6	2,075,181	6,778,728
7		
8	2,108,432	1,506,581
9	(14,391,070)	(27,608,585)
10	743,784	(280,002)
11	385,208	6,031,970
12	3,741,297	(115,105)
13	1,072,598	1,072,598
14	-	545,541
15	(1,520,880)	2,703,366
16	(7,860,631)	(16,143,636)
17		
18		
19	(93,363)	(1,748,746)
20	-	-
21	(93,363)	(1,748,746)
22		
23	(16,477)	(594,972)
24	8,660,496	21,759,423
25	-	-
26	8,644,019	21,164,451
27	2,765,205	10,050,797
28	\$ 70,507,820	\$ 70,507,820

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2020

	<u>BDGT-20</u>	<u>ESTIMATE FY2020</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver & Phys SPA	\$ 12,340,000	\$ 12,340,000	\$ -
PRIME Y4	12,160,000	12,160,000	-
EPP	7,760,000	7,760,000	-
QIP	8,825,000	8,825,000	-
HPE	-	120,370	120,370
AB915	3,600,000	3,600,000	-
SB1732	3,900,000	3,900,000	-
CCAH Rate Range	10,959,996	10,959,996	-
HIV Grants	250,000	250,000	-
Esperanza Care Outside Purchased Service	(2,000,000)	(2,000,000)	-
HD Residency Support	(500,000)	(500,000)	-
Medicare GME & B/D	1,352,000	1,707,354	355,354
Provider Fee	950,000	950,000	-
	<u>\$ 59,596,996</u>	<u>\$ 60,072,720</u>	<u>\$ 475,724</u>

Cash Flow Performance Fiscal Year 2020 (in Millions)



Months	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
YTD	57.7	67.7	70.5	103.2	100.9	103.5	100.4	97.8	95.7	92.7	100.7	101.7
BDGT	55.5	53.9	60.7	72.3	70.0	70.4	67.1	65.5	68.1	71.9	69.6	84.8
Variance	2.2	13.8	9.8	30.9	30.9	33.0	33.3	32.3	27.6	20.8	31.1	17.0

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2020

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	60,411,669	57,678,276	67,737,036	70,495,893	103,191,094	100,878,801	103,485,250	100,389,349	97,821,215	95,714,016	92,683,039	100,726,371	60,411,669
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cop)			23,418,875	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	282,864,872
Provider Fee			-	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	712,489
RR 16T CCAH													10,959,998
SHORT DOYLE	190,996	363,820		173,460	173,460	173,460	173,460	173,460	173,460	173,460	173,460	173,460	2,115,950
HEALTH DEPARTMENT REIMB	40,336	19,704		20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	247,537
GPV Y5				141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	1,275,003
A6915				7,090,578	7,090,578	7,090,578	7,090,578	7,090,578	7,090,578	7,090,578	7,090,578	7,090,578	21,271,734
Phys SPA													3,600,000
GPV FY18-19	562,849		16,478										800,000
QIP				26,020,959									579,327
EPF				7,961,026									7,961,026
S8239/Prop 5s	58,751												58,751
HPE	120,369												120,369
GPVY3 Fuel Rec'n	5,926,500												5,926,500
PRIME	12,570,663												12,570,663
FWCAL FFS Fuel Settlement			1,073,143	606,023									1,679,166
S81732						2,900,000							3,900,000
Foundation													-
JAME BIWEEKLY	112,667		171,892	112,667	112,667	112,667	112,667	112,667	112,667	112,667	112,667	112,667	1,470,450
Rent Income	160,163		56,714	109,834	109,834	109,834	109,834	109,834	109,834	109,834	109,834	109,834	1,205,363
CCAH MCE to Cost FY15-16 & FY16-17				4,103,821	1,794,551	1,657,947	3,857,581	2,488,112	4,322,695	3,686,655	2,946,909	4,461,729	29,300,000
Fund 404 Transfer	9,246,698	2,953,338	9,411,050	500,001					500,001				21,611,066
IGT Sub-Fund Transfer In/(Out)				156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	2,000,004
Interest Income	127,486		352,890	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	1,687,166
Miscellaneous Revenue	33,582,797	42,765,968	34,884,566	68,756,346	24,268,489	34,622,464	26,331,519	24,942,050	34,387,212	26,160,593	36,380,843	32,835,654	419,938,521
Total Cash Receipts													
CASH DISBURSEMENTS													
Purchased Services and Supplies	11,166,256	5,299,775	6,846,057	6,697,203	6,697,203	6,697,203	6,697,203	6,697,203	6,697,203	6,697,203	6,697,203	6,697,203	83,586,917
PRIME 16T	6,265,331												6,265,331
16T SPY2017-18 6PP	2,961,367												2,961,367
16T 6PP Y5 & 6PP Y4 Q4			9,411,050						4,194,218				17,759,486
16T QIP		8,223,369											8,223,369
16T EPP		3,980,513											3,980,513
Building Lease / Rental Equipment	251,890	251,890	262,281	262,281	262,281	262,281	262,281	262,281	262,281	262,281	262,281	262,281	3,126,590
COP Principal & Interest Payments	14,366,412	14,564,487	15,410,598	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	5,434,025
Payroll and Benefits	36,744			296,586	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	194,554,728
Espenanza Care				1,429,506	1,429,506	1,429,506	1,429,506	1,429,506	1,429,506	1,429,506	1,429,506	1,429,506	2,000,000
COWCAP				101,993									5,718,024
FY18-19 MH MOU			102,360	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	101,993
Data Processing													2,695,170
BETA Insurance Premium													-
Transfer GPP Y2 & Residency Support				4,103,821	1,794,551	1,657,947	3,857,581	2,488,112	4,322,695	3,686,655	2,946,909	4,461,729	29,300,000
Capital Expenses Fund 404	1,248,188	407,194	93,363	1,558,769	661,631	829,744	1,465,239	937,472	1,641,904	1,400,315	1,119,335	1,694,712	12,877,866
Capital Expenditures													
Total Cash Disbursements	36,316,190	32,727,228	32,125,709	36,061,145	26,580,782	32,016,015	29,427,420	27,510,184	36,494,411	29,191,570	28,337,511	31,857,214	378,645,379
Increase/(Decrease)	(2,733,393)	10,958,760	2,756,857	32,695,201	(2,312,293)	2,606,449	(3,995,901)	(2,568,134)	(2,107,199)	(3,030,977)	8,043,332	978,440	41,293,142
Ending Cash Fund 451	57,678,276	67,737,036	70,495,893	103,191,094	100,878,801	103,485,250	100,389,349	97,821,215	95,714,016	92,683,039	100,726,371	101,704,811	101,704,811
(-) Cash In Transit													
(-) Credit Card Account	40,541	3,680											46,054,137
(-) Petty Cash	3,680	1,899	8,247										(4,461,729)
Ending Cash as per 6/L	57,722,498	67,742,615	70,507,820	103,191,094	100,878,801	103,485,250	100,389,349	97,821,215	95,714,016	92,683,039	100,726,371	101,704,811	41,592,408
Fund 404													
Beginning Balance	70,892,408	70,892,408	70,892,408	70,892,408	66,788,587	64,994,036	63,336,089	59,478,508	57,010,396	52,687,701	49,001,046	46,054,137	-
Transfer In/Out fund 451					(1,794,551)	(1,657,947)	(3,857,581)	(2,488,112)	(4,322,695)	(3,686,655)	(2,946,909)	(4,461,729)	
Ending Cash Fund 404	70,892,408	70,892,408	70,892,408	70,892,408	66,788,587	64,994,036	63,336,089	59,478,508	57,010,396	52,687,701	49,001,046	46,054,137	
Ending Cash Fund 451 & 404	128,570,685	138,629,444	141,388,301	169,978,681	165,872,837	166,821,339	159,867,857	154,831,611	148,401,717	141,884,085	146,780,508	143,297,219	