



Monterey County

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

File Number: A 22-341

Agenda Date: 7/12/2022

Version: 1

Status: Agenda Ready

In Control: Board of Supervisors

File Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14125) with Monarch Medical Technologies, LLC, for the provision of glucose management system enterprise software subscriptions, adding the Endotool subcutaneous (subq) insulin dosing recommendation software license and subscription, with no changes to the agreement term of October 1, 2018 through January 31, 2025, and adding \$182,783 for a revised total agreement amount not to exceed \$459,824.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14125) with Monarch Medical Technologies, LLC, for the provision of glucose management system enterprise software subscriptions, adding the Endotool subcutaneous (subq) insulin dosing recommendation software license and subscription, with no changes to the agreement term of October 1, 2018 through January 31, 2025, and adding \$182,783 for a revised total agreement amount not to exceed \$459,824.

SUMMARY/DISCUSSION:

Endotool is a clinical decision support software that integrates with MEDITECH providing personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. Our providers no longer choose from multiple order sets and instead use a Endotool management order. The nurse then follows the instructions from Endotool. The software is built using NMC's policies, procedures and protocols that define insulin management and glycemic control. Endotool has been proven to facilitate rapid glycemic control reducing hyper- and hypoglycemic events and improving patient outcomes and care.

NMC's current agreement with Monarch authorizes the use of the intravenous (IV) module that calculates insulin dosage for patients who are on an IV drip line. With this Amendment 2, NMC is adding the subcutaneous (SubQ) module that provides clinical decision support for any situation where subcutaneous insulin is administered.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to 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 and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this amendment No. 2 is \$182,783 of which \$59,725 is included in the Fiscal Year 2021-22 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 the enhanced operational performance of Natividad Medical Center. This 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: Tim Fitzgerald, IT Project Manager, 783-2716
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
Monarch Medical Technologies LLC Amendment 2
Monarch Medical Technologies LLC Amendment 1
Monarch Medical Technologies LLC Agreement

Attachments on file with the Clerk of the Board

Charles R Harris
Charles R. Harris, M.D., Chief Executive Officer

06/15/2022
Date