



Monterey County

Item No.

Board Report

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

Legistar File Number: A 22-229

June 14, 2022

Introduced: 5/12/2022

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with RJP & Associates, for consulting services in revenue cycle optimization, extending the term of the agreement for an additional two (2) year period (July 1, 2022 through June 30, 2024) for a revised full agreement term of July 1, 2020 through June 30, 2024, and adding \$250,000 for a revised total amount not to exceed \$530,000.

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. 1 to the agreement with RJP & Associates, for consulting services in revenue cycle optimization, extending the term of the agreement for an additional two (2) year period (July 1, 2022 through June 30, 2024) for a revised full agreement term of July 1, 2020 through June 30, 2024, and adding \$250,000 for a revised total amount not to exceed \$530,000.

SUMMARY/DISCUSSION:

RJP & Associates consulting services has provided advice and support services in optimizing Natividad's revenues and reimbursement opportunities including those for Covid-19 services. In addition, RJP & Associates continues to provide assistance to support the hospital's plan in the development of a preparedness program in the event of future possible surges of the virus.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to 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 and its Board of Trustees on May 13, 2022

FINANCING:

The cost for this amendment No. 1 is \$250,000 of which \$125,000 will be included in the Fiscal Year 2022-23 Recommended 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 executive level consulting services, 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 Finance Officer, 783-2551

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

RJP & Associates Amendment No. 1

RJP & Associates Agreement

Attachments on file with the Clerk of the Board

Dr. Charles R. Harris
Dr. Charles R. Harris, Chief Executive Officer

6/6/22
Date