



## Monterey County Board of Supervisors

168 West Alisal Street,  
1st Floor  
Salinas, CA 93901  
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### Board Order

A motion was made by Supervisor Luis A. Alejo seconded by Supervisor Mary L. Adams to:

**Agreement No.: A-14125; Amendment No. 1**

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14125) with Monarch Medical Technologies, LLC. for glucose management system enterprise software subscription services, extending the agreement an additional forty (40) month period (October 1, 2021 through January 31, 2025) for a revised full agreement term of October 1, 2018 through January 31, 2025, and adding \$87,026 for a revised total agreement amount not to exceed \$277,041.
- b. Authorize the Interim Chief Executive Officer or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$19,001) of the original cost of the agreement.

PASSED AND ADOPTED on this 31<sup>st</sup> day of August 2021, by roll call vote:

AYES: Supervisors Alejo, Phillips, Lopez, Askew and Adams  
NOES: None  
ABSENT: None  
(Government Code 54953)

I, Valerie Ralph, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 82 for the meeting August 31, 2021.

Dated: September 7, 2021  
File ID: A 21-451  
Agenda Item No.: 21

Valerie Ralph, Clerk of the Board of Supervisors  
County of Monterey, State of California

Julian Lorenzana, Deputy



**Monarch**  
Medical Technologies

**Amendment No. 1 to  
EndoTool Glucose Management System Subscription Contract**

**Contract Effective Date:** October 1, 2018

**Amendment Effective Date:** June 30, 2021

**Subscription Number:** MK-10-09-01

**Background.** This is an amendment ("Amendment") to the EndoTool Glucose Management System Subscription Contract ("Contract") dated October 2, 2018 between Monarch Medical Technologies LLC ("Company") and County of Monterey on behalf of Natividad Medical Center ("Customer"). Customer and Company wish to enter into this Amendment as of the Amendment Effective Date.

**Renewal.** Customer wishes to renew the Contract for three years beginning on the Amendment Effective Date and continuing through 2024. The Annual Subscription Fees for that period are set forth on Exhibit A to this Amendment, replacing any previous Exhibit A's from prior agreements. This renewal is only EndoTool IV and EndoTool Analytics as EndoTool SubQ is not FDA cleared for sale.

**Previous Annual Use Period.** The parties acknowledge that all Annual Subscription Fees for all previous Annual Use Periods have been paid in full. Previous EndoTool SubQ deposits were applied to EndoTool IV subscription fees in 2019 and 2020.

**Address Change.** Company's address for legal notices and all other communications has been changed to [notices@monarchmedtech.com](mailto:notices@monarchmedtech.com) with a physical address of 1924 Cleveland Ave Ste 201, Charlotte, NC 28203.

**Effect of Amendment.** Unless expressly modified by this Amendment, all capitalized terms herein have the meanings provided in the Contract. Except as modified by this Amendment, all terms and conditions of the Contract remain unchanged and in full force and effect. If this Amendment and the Contract are inconsistent, this Amendment supersedes the Contract to the extent necessary to satisfy the purpose of this Amendment.

Accepted By:

Accepted By:

**Monarch Medical Technologies, LLC**

**The County of Monterey on behalf of Natividad**

**Medical Center**

By: Christine Marks

By: [Signature]

Printed Name: Christine Marks

Printed Name: Charles R. Horns, III MD

Title: Vice President of Sales & Marketing

Title: Interim CEO

Date: 7/7/2021

Date: 9/9/21

**Reviewed for Fiscal Provisions  
7-19-2021**

Reviewed and approved as to form.

[Signature]

[Signature]

Chief Deputy Auditor-Controller

Sr. Deputy County Counsel  
7/19/2021



**Exhibit A-1 per Amendment No. 1**

**Location:** Natividad Medical Center, 1441 Constitution Boulevard, Salinas, CA 93906

**Products:** EndoTool IV  
EndoTool Analytics

**Deployed IT Integration:** Meditech EMR-Integrated launch, HL7 inbound and outbound

**Account Management:** Natividad Medical Center is assigned an account manager to aid in activities such as glycemic analytics metrics review, parameter review, and training and education for ongoing support. 24/7 technical support is available through helpdesk at [support@monarchmedtech.com](mailto:support@monarchmedtech.com) or 877-349-4582.

**Invoicing Schedule:**

January 2022 – January, 2023	\$28,436.00
January 2023 – January 2024	\$29,004.72
January 2024 – January 2025	\$29,584.81