



# County of Monterey

**Item No.**

## Board Report

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

**Legistar File Number: A 24-254**

**June 11, 2024**

**Introduced:** 5/21/2024

**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 renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional one (1) year period (January 3, 2024 through January 2, 2025) for a revised full agreement term of January 3, 2018 through January 2, 2025, and adding \$26,352 for a revised total agreement amount not to exceed \$196,437.

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional one (1) year period (January 3, 2024 through January 2, 2025) for a revised full agreement term of January 3, 2018 through January 2, 2025, and adding \$26,352 for a revised total agreement amount not to exceed \$196,437.

### **SUMMARY/DISCUSSION:**

MD Buyline provides Natividad Medical Center (NMC) with access to its automated cost analysis services. These cost analysis services compare new equipment quotes against other current costs in the active marketplace in real time. The reports that are auto generated include a cost comparative analysis and also provide NMC with suggestions as to which areas can be more easily negotiated down. NMC has found these reports to be extremely helpful during the procurement of medical equipment to ensure it receives competitive pricing. As a result, NMC can make new product decisions with greater efficiency, transparency and supporting documentation. The agreement also includes consulting services on an as-needed basis only specifically related to more detailed or complex equipment purchase agreements, including ongoing equipment maintenance agreements for products both in and out of warranty. Although the consulting services are not used frequently, NMC believes these consulting services can yield the necessary inside-industry data that can provide NMC more leverage to negotiate the cost down significantly on other types of medical purchases.

NMC is requesting that the agreement be extended to allow for these services to continue.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this renewal and amendment No. 3 is \$26,352 which is included in the FY 2023-24 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for strategic sourcing data, market cost data, and when needed, advisory services. These services result in cost savings opportunities and ultimately more competitive pricing for NMC when purchasing equipment.

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

Prepared by: Kristen Aldrich, Purchasing and Materials Support Director, 783-2627  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

- Attachments:
- MD Buyline Renewal and Amendment 3
  - MD Buyline Renewal and Amendment 2
  - MD Buyline Amendment 1
  - MD Buyline Membership Agreement

Attachments on file with the Clerk of the Board

*Charles R Harris*  
\_\_\_\_\_  
Charles R. Harris, M.D., Chief Executive Officer

*05/24/2024*  
\_\_\_\_\_  
Date