



Monterey County Board of Supervisors

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066
www.co.monterey.ca.us

Board Order

A motion was made by Supervisor Chris Lopez, seconded by Supervisor John M. Phillips to:

Agreement No.: A-12896; Amendment No.: 9 SUMO Medical Staffing

Agreement No.: A-12897; Amendment No.: 10 Staff Care Inc

Agreement No.: A-12899; Amendment No.: 9 Medical Doctor Associates LLC

Agreement No.: A-12900; Amendment No.: 10 Jackson & Coker

- a. Authorize the Chief Executive Officer (“CEO”) for NMC or his designee to execute renewal & amendment No. 9 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and renewal & amendment No. 10 to the agreements with Staff Care, Inc. (A-12897) and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) (“Locum Tenens Agencies”) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of August 1, 2015 through June 30, 2023 and to update payment rates with no change to the total aggregate liability for all agreements (\$10,500,000);
- b. Authorize the CEO for NMC or his designee to execute a further amendment to each of the agreements with the Locum Tenens Agencies to extend the term of each agreement to June 30, 2023, with necessary updates to payment rates, but with no change to the total aggregate liability for all agreements.

PASSED AND ADOPTED on this 30th day of August 2022, by roll call vote:

AYES: Supervisors Alejo, Phillips, Lopez, and Adams

NOES: None

ABSENT: Supervisor Askew
(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 30, 2022.

Dated: September 1, 2022
File ID: A 22-456
Agenda Item No.: 28

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

Julian Lorenzana, Deputy

**RENEWAL AND AMENDMENT NO. 9
TO SERVICES AGREEMENT
BETWEEN MEDICAL SEARCH, LLC
DBA SUMO MEDICAL STAFFING AND
THE COUNTY OF MONTEREY ON BEHALF OF NATIVIDAD MEDICAL CENTER
FOR
LOCUM TENENS REFERRAL SERVICES**

This Renewal and Amendment No. 9 to the Services Agreement (“Agreement”) which was effective on August 1, 2015 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (“NMC”), and Medical Search, LLC dba SUMO Medical Staffing (“CONTRACTOR”); **From this point forward, the party referenced previously as “NMC” shall be referenced as “COUNTY” and collectively, COUNTY and CONTRACTOR are referred to as the “Parties” to this Agreement, with respect to the following:**

RECITALS

WHEREAS, the County of Monterey on behalf of Natividad Medical Center and Medical Search, LLC dba SUMO Medical Staffing entered into an Agreement for locum tenens referral services pursuant to Request for Proposal (RFP) #9600-61 with a one year term ending on July 31, 2016 and with a total aggregate amount not to exceed \$2,000,000 annually for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2016 via Amendment No. 1 to extend the term for an additional one (1) year period through July 31, 2017 with revisions to the locum tenens referral rates in the original Agreement per “Exhibit A – Rate Sheet as per Amendment No. 1” attached to Amendment No. 1, and with no cost increase to the total aggregate amount not to exceed \$2,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2017 via Amendment No. 2 to extend the term for an additional one (1) year period through July 31, 2018 with revisions to the locum tenens referral rates in Agreement per “Exhibit A – Rate Sheet as per Amendment No. 2” with an increase of \$2,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$4,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2018 via Amendment No. 3 to extend the term for an additional one (1) year period through July 31, 2019 with revisions to the locum tenens referral rates in Agreement per “Exhibit A – Rate Sheet as per Amendment No.3” with an increase of \$2,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$6,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2019 via Amendment No. 4 to extend the term for an additional one (1) year period through July 31, 2020 with revisions to the locum tenens referral rates in Agreement per “Exhibit A – Rate Sheet as per Amendment No.4” with an increase of \$2,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$8,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, Natividad seeks to ensure that appropriate and necessary physician services are available to Natividad patients during the COVID-19 pandemic; and

WHEREAS, in light of COVID-19, the Parties extended the term of the Agreement via Amendment No. 5 to extend the term by five (5) months through December 31, 2020 with no change to the locum tenens referral rates in the Agreement with an increase of \$1,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$9,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement via Amendment No. 6 to extend the term for an additional one (1) year period through December 31, 2021 to allow for services to continue with revisions to the locum tenens referral rates in Agreement per “Exhibit A- Rate Sheet as per Amendment No. 6,” with an increase of \$1,500,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$10,500,000 for all Agreements awarded per RFP# 9600-61; and

WHEREAS, the Parties amended the Agreement via Amendment No. 7 to allow for services to continue with additional changes to reflect clarifications in the law attached hereto as “Exhibit B” with no changes to the locum tenens referral rates, total aggregate amount, or term of Agreement August 1, 2015 through December 31, 2021 for all Agreements awarded per RFP #9600-61.

WHEREAS, the Agreement expired on December 31, 2021; and

WHEREAS, the Parties wish to renew and amend the Agreement on the same or similar terms, beginning January 1, 2022 and to extend the term for an additional six (6) month period through June 30, 2022 for a revised full Agreement term of August 1, 2015 through June 30, 2022 to allow for services to continue with revisions to the original scope of work attached hereto as “Exhibit A-8 as per Renewal and Amendment No. 8” with no cost increase to the total aggregate amount not to exceed \$10,500,000 for all Agreements awarded per RFP #9600-61; and

~~**NOW, THEREFORE**, the Parties agree to amend the Agreement as follows:~~

WHEREAS, the Parties renewed and amended the Agreement via Renewal and Amendment No. 8 on the same or similar terms, beginning January 1, 2022 and to extend the term for an additional six (6) month period through June 30, 2022 for a revised full Agreement term of August 1, 2015 through June 30, 2022 to allow for services to continue with revisions to the original scope of work attached hereto as “Exhibit A-8 as per Renewal and Amendment No. 8” with no cost increase to the total aggregate amount not to exceed \$10,500,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Agreement expired on June 30, 2022; and

WHEREAS, the Parties wish to renew and amend the Agreement via Renewal and Amendment No. 9 on the same or similar terms, beginning July 1, 2022 and to extend the term for an additional one (1) year period through June 30, 2023 for a revised full Agreement term of August 1, 2015 through June 30, 2023 to allow for services to continue with revisions to the original scope of work attached hereto as “Exhibit A-9 as per Renewal and Amendment No. 9” with no change to the total aggregate amount of \$10,500,000 for all Agreements awarded per RFP #9600-61; and

AGREEMENT

NOW, THEREFORE, the Parties agree to amend the Agreement as follows:


The Agreement is hereby renewed and amended on the terms and conditions as set forth in the Original Agreement and in Amendment No. 1, Amendment, No. 2, Amendment No. 3, Amendment No. 4,

Amendment No. 5, Amendment No. 6, Amendment No. 7, and Renewal and Amendment No. 8 incorporated herein by this reference, except as specifically set forth below.

1. Section 1.24 titled, "COMPENSATION AND PAYMENTS" shall be amended to the following:
"It is mutually understood and agreed by both parties that CONTRACTOR shall be compensated under this AGREEMENT in accordance with the pricing sheet attached hereto as Exhibit A-10"
2. "Exhibit A-8 Rate Sheet" attached to the Agreement shall be replaced with the revised "Exhibit A-9 per Renewal and Amendment No. 9" attached hereto this Renewal and Amendment No. 9.
3. Except as provided herein, all remaining terms, conditions and provisions of the Agreement are unchanged and unaffected by this Renewal and Amendment No. 9 and shall continue in full force and effect as set forth in the Agreement and in Amendment No. 1, Amendment No. 2, Amendment No. 3, Amendment No. 4, Amendment No. 5, Amendment No. 6, Amendment No. 7, and in Renewal Amendment No. 8.
4. If there is any conflict or inconsistency between the provisions of Agreement, or this Renewal and Amendment No. 9, the provisions of this Renewal and Amendment No. 9 shall govern.
5. This Renewal and Amendment is effective retroactively on July 1, 2022.

IN WITNESS WHEREOF, the Parties hereby execute this Renewal and Amendment No. 9 as follows:

**COUNTY OF MONTEREY on behalf of
NATIVIDAD MEDICAL CENTER**

By: 
Charles R. Harris, ~~President~~ CEO

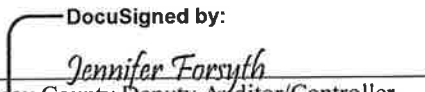
Date: 8/31/22

APPROVED AS TO LEGAL PROVISIONS

By: 
Monterey County Deputy County Counsel

Date: Chief Deputy County Counsel, 7/5/2022

APPROVED AS TO FISCAL PROVISIONS

By: 
Monterey County Deputy Auditor/Controller
4E7E657875454AE...

Date: 7/5/2022 | 3:41 PM PDT

CONTRACTOR

Medical Search, LLC dba SUMO Medical Staffing
CONTRACTOR's Business Name
See instructions below

By: _____
(Signature of: Chair, President, or Vice-President)

Name and Title

Date: _____

By: _____
(Signature of: Secretary, Asst. Secretary, CFO,
Treasurer, or Asst. Treasurer)

Name and Title

Date: _____

*****Instructions*****

If **CONTRACTOR** is a corporation; including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers (two signatures required).

If **CONTRACTOR** is a partnership; the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership (two signatures required).

If **CONTRACTOR** is contracting in an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required).

IN WITNESS WHEREOF, the Parties hereby execute this Renewal and Amendment No. 9 as follows:

COUNTY OF MONTEREY on behalf of
NATIVIDAD MEDICAL CENTER

By: 
Charles R. Harris, ~~Interim~~ CEO

Date: 8/31/22

APPROVED AS TO LEGAL PROVISIONS

By: _____
Monterey County Deputy County Counsel

Date: _____

APPROVED AS TO FISCAL PROVISIONS

By: _____
Monterey County Deputy Auditor/Controller

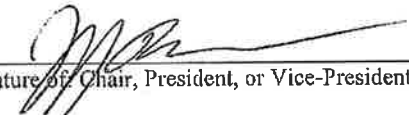
Date: _____

CONTRACTOR

Medical Search, LLC dba SUMO Medical Staffing

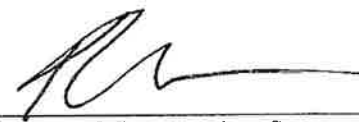
CONTRACTOR's Business Name

See instructions below

By: 
(Signature of Chair, President, or Vice-President)

Jeff Parker CEO
Name and Title

Date: 07/05/2022

By: 
(Signature of: Secretary, Asst. Secretary, CFO,
Treasurer, or Asst. Treasurer)

Kevin Anderson CFO
Name and Title

Date: 7/5/2022

Instructions

If **CONTRACTOR** is a corporation; including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers (two signatures required).

If **CONTRACTOR** is a partnership; the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership (two signatures required).

If **CONTRACTOR** is contracting in an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required).

RFP #9600-61 EXHIBIT A-9 as per Renewal and Amendment No. 9

MEDICAL SEARCH, LLC DBA SUMO MEDICAL STAFFING
(rates proposed are all-inclusive of travel and administrative fees)

| Specialty | HOURLY | DAILY (8 Hr Day unless otherwise specified) | Hourly OT/HOLIDAY | 24 HR CALL (Includes 8 hrs pt care unless otherwise specified) | Hourly Callback | Permanent placement Fee | |
|---|-----------|--|----------------------|--|-----------------|----------------------------|---------|
| Anesthesiology | \$ 335.00 | \$ 2,680.00 | \$ 400.00 | \$ 2,680.00 | \$ 400.00 | \$ 24,480.00 | updated |
| Cardiology | \$ 346.80 | \$ 2,774.40 | \$ 367.20 | \$ 2,774.40 | \$ 367.20 | \$ 24,480.00 | |
| Cardiology, Interventional | \$ 443.70 | \$ 3,549.60 | \$ 459.00 | \$ 3,549.60 | \$ 459.00 | \$ 24,480.00 | |
| Cardiology, Invasive | \$ 418.20 | \$ 3,345.60 | \$ 448.80 | \$ 3,345.60 | \$ 448.80 | \$ 24,480.00 | |
| Critical Care/ICU (9 Hour day) | \$ 375.00 | \$ 3,000.00 | \$ 450.00 | \$ 4,250.00 | \$ 450.00 | \$ 24,480.00 | updated |
| Critical Care Surgery (24 hour in-house) | NA | NA | NA | \$ 5,412.12 | NA | \$ 24,969.60 | |
| CRNA | \$ 178.58 | \$ 1,428.00 | \$ 212.16 | \$ 1,428.00 | \$ 212.16 | \$ 18,360.00 | |
| Dermatology | \$ 300.10 | \$ 2,400.00 | \$ 390.00 | \$ 2,400.00 | \$ 390.00 | \$ 24,000.00 | updated |
| Emergency Medicine | \$ 325.00 | NA | \$ 325.00 | NA | \$ 325.00 | \$ 24,480.00 | updated |
| Family Practice, Ambulatory Care | \$ 225.35 | \$ 1,800.00 | \$ 275.00 | \$ 1,800.00 | \$ 275.00 | \$ 24,480.00 | updated |
| Family Practice | \$ 225.35 | \$ 1,800.00 | \$ 275.00 | \$ 1,800.00 | \$ 275.00 | \$ 24,480.00 | updated |
| Family Practice with OB | \$ 260.22 | \$ 2,080.00 | \$ 325.00 | \$ 2,080.00 | \$ 325.00 | \$ 24,480.00 | updated |
| Gastroenterology | \$ 374.85 | \$ 2,998.80 | \$ 450.00 | \$ 2,998.80 | \$ 450.00 | \$ 25,500.00 | updated |
| Surgery (General) | \$ 280.64 | \$ 2,240.00 | \$ 350.00 | \$ 2,240.00 | \$ 350.00 | \$ 24,480.00 | updated |
| Hematology/Oncology | \$ 214.20 | \$ 1,713.60 | \$ 255.00 | \$ 1,713.60 | \$ 255.00 | \$ 24,000.00 | |
| Hospital - Primary Care | \$ 275.63 | NA | \$ 357.50 | NA | \$ 357.50 | \$ 24,480.00 | updated |
| Internal Medicine | \$ 225.35 | \$ 1,800.00 | \$ 275.00 | \$ 1,800.00 | \$ 275.00 | \$ 24,480.00 | updated |
| Infectious Disease | \$ 270.30 | \$ 2,162.40 | \$ 318.24 | \$ 2,162.40 | \$ 318.24 | \$ 24,480.00 | |
| Neonatology | NA | \$ 3,876.00 | \$ 416.16 | \$ 3,876.00 | \$ 416.16 | \$ 25,500.00 | |
| Nephrology | \$ 285.60 | \$ 2,284.80 | \$ 336.60 | \$ 2,284.80 | \$ 336.60 | \$ 24,480.00 | |
| Neurological Surgery (includes 12 hours pt care) | \$ 505.00 | NA | NA | \$ 4,039.20 | \$ 707.00 | \$ 30,000.00 | |
| Neurology | \$ 297.50 | \$ 2,380.00 | \$ 350.60 | \$ 2,380.00 | \$ 350.60 | \$ 24,480.00 | updated |
| Nurse Practitioner - Adult | \$ 119.00 | \$ 954.00 | \$ 139.75 | \$ 954.00 | \$ 139.75 | \$ 18,360.00 | |
| Nurse Practitioner - Critical Care (12 hour day) | NA | \$ 1,774.80 | \$ 2,094.00 | NA | \$ 2,094.00 | \$ 18,360.00 | |
| Nurse Practitioner - Neonatal | \$ 137.70 | \$ 1,101.60 | \$ 1,581.10 | \$ 1,101.60 | \$ 1,581.10 | \$ 18,360.00 | |
| OB/GYN | \$ 281.10 | NA | \$ 350.00 | NA | \$ 350.00 | \$ 24,480.00 | updated |
| Occupational Medicine | \$ 224.75 | \$ 1,800.00 | \$ 292.50 | \$ 1,800.00 | \$ 292.50 | \$ 24,000.00 | updated |
| Orthopedic Surgery | \$ 320.50 | \$ 2,560.00 | \$ 416.00 | \$ 2,560.00 | \$ 416.00 | \$ 24,480.00 | updated |
| Otolaryngology (ENT) | \$ 250.00 | \$ 2,000.00 | \$ 275.00 | \$ 2,000.00 | \$ 275.00 | \$ 24,000.00 | |
| Pathology | \$ 200.00 | \$ 1,600.00 | \$ 260.00 | \$ 1,600.00 | \$ 260.00 | \$ 24,480.00 | updated |
| Pediatric Outpatient | \$ 188.93 | \$ 1,504.00 | \$ 244.40 | \$ 1,504.00 | \$ 244.40 | \$ 24,480.00 | updated |
| Pediatric Hospitalist | \$ 265.50 | \$ 2,120.00 | \$ 344.50 | \$ 2,120.00 | \$ 344.50 | \$ 24,480.00 | updated |
| PMR (*night call) | \$ 243.49 | NA | \$ 316.53 | *\$265.00 | \$ 316.53 | \$ 24,480.00 | updated |
| Physician Assistant | \$ 119.00 | \$ 954.00 | \$ 139.75 | \$ 954.00 | \$ 139.75 | \$ 18,360.00 | |
| Pulmonology Outpatient | \$ 337.00 | \$ 2,762.16 | \$ 430.00 | \$ 2,762.16 | \$ 430.00 | \$ 24,480.00 | updated |
| Radiology Diagnostic | \$ 219.30 | \$ 1,754.40 | \$ 240.00 | \$ 1,754.40 | \$ 240.00 | \$ 24,000.00 | |
| Radiology Interventional | \$ 280.00 | \$ 2,244.00 | \$ 306.00 | \$ 2,244.00 | \$ 306.00 | \$ 24,000.00 | |
| Urology | \$ 297.00 | \$ 2,376.00 | \$ 386.00 | \$ 2,376.00 | \$ 386.00 | \$ 24,480.00 | |
| Vascular Surgery | \$ 400.00 | \$ 3,200.00 | \$ 520.00 | \$ 3,200.00 | \$ 520.00 | \$ 30,600.00 | updated |
| Annual Rate increase shall not exceed 2% per contract year. | | | | | | | |