



# Monterey County

Item No.

## Board Report

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

Legistar File Number: A 21-162

May 04, 2021

Introduced: 4/27/2021

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$15,000,000 for a revised total agreement amount not to exceed \$45,563,000, and with no changes to the current agreement term of April 19, 2020 through June April 18, 2022.

### RECOMMENDATION:

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$15,000,000 for a revised total agreement amount not to exceed \$45,563,000, and with no changes to the current agreement term of April 19, 2020 through June April 18, 2022.

### SUMMARY/DISCUSSION:

Natividad Medical Center utilizes the registry services provided by Focus One Solutions, LLC to staff hard to fill clinical positions in order to meet the hospitals staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one-stop search agency for nurses and clinical technicians. Focus One has a network of over three dozen independent agencies that provide the needed personnel. NMC uses the registry services to fill positions in the following areas: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Over the past year, the need for additional nursing staff has increased due to the COVID-19 pandemic, which increased Natividad Medical Center daily census significantly, and due to the acuity of patients, many needed a higher level of care. As a result, additional nurses were needed and continue to be used to provide high quality care to our community. NMC would like to add an additional \$15,000,000 to continue to utilize this vendor's services.

### OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No.7 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 7 has not been reviewed and approved by NMC's Finance Committee and by its Board of Trustees.

**FINANCING:**

The cost for this No. 7 is \$15,000,000.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

- Focus One Solutions, LLC Amendment No. 7
- Focus One Solutions, LLC Amendment No. 6
- Focus One Solutions, LLC Amendment No. 5
- Focus One Solutions, LLC Amendment No. 4
- Focus One Solutions, LLC Amendment No. 3
- Focus One Solutions, LLC Amendment No. 2
- Focus One Solutions, LLC Amendment No. 1
- Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

Dr. Gary R. Gray  
Dr. Gary R. Gray, Chief Executive Officer

4/26/21  
Date