



## COUNTY OF MONTEREY - BOARD OF SUPERVISORS

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File #:	A 14-032	Name:	Abaris Group Amendment #2
Type:	BoS Agreement	Status:	Scheduled PM
File created:	3/17/2014	In control:	Board of Supervisors
On agenda:	5/6/2014	Final action:	

**Title:** Approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12466/MYA703) with The Abaris Group for further implementation assistance of the Level II Trauma Center at NMC, extending the term of the Agreement to December 31, 2014 and adding \$200,000 for a revised total Agreement amount not to exceed \$491,450 in the aggregate (for the period November 1, 2012 to December 31, 2014).

**Attachments:** [1. Abaris Group Spend Sheet.pdf](#), [2. Abaris Group Amendment #2.doc.pdf](#), [3. Abaris Group Amendment #1.pdf](#), [4. Abaris Group Original Agreement.pdf](#), [5. Completed Board Order](#)

History (0)    Board Report

### Title

Approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12466/MYA703) with The Abaris Group for further implementation assistance of the Level II Trauma Center at NMC, extending the term of the Agreement to December 31, 2014 and adding \$200,000 for a revised total Agreement amount not to exceed \$491,450 in the aggregate (for the period November 1, 2012 to December 31, 2014).

### Report

#### RECOMMENDATION:

It is recommended the Board of Supervisors approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12466/MYA703) with The Abaris Group for further implementation assistance of the Level II Trauma Center at NMC, extending the term of the Agreement to December 31, 2014 and adding \$200,000 for a revised total Agreement amount not to exceed \$491,450 in the aggregate (for the period November 1, 2012 to December 31, 2014).

#### SUMMARY/DISCUSSION:

The Abaris Group is an Emergency Medicine Healthcare Consulting Firm specializing in trauma planning, development and financial analysis services. On November 1, 2012, NMC entered into an Agreement with The Abaris Group to assess NMC's potential of becoming a Level II trauma center, Phase I. The Agreement was amended on May 1, 2013 by Amendment No. 1 to assist with preparation of the trauma proposal, Phase II.

NMC now wishes to amend the Agreement with this Amendment No. 2 to extend the term of the Agreement to December 31, 2014 and add \$200,000 so that the Abaris Group can continue to be available to assist with the implementation of the Level II Trauma Program, Phase III. Phase III includes assistance with setting the trauma activation fee and the review of NMC's Charge Description Master (CDM) to optimize the charge structure.

#### OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions. The Auditor-Control...

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# Monterey County

168 West Alisal Street,  
1st Floor  
Salinas, CA 93901  
831.755.5066

## Board Report

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File #: A 14-032, Version: 1

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Approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12466/MYA703) with The Abaris Group for further implementation assistance of the Level II Trauma Center at NMC, extending the term of the Agreement to December 31, 2014 and adding \$200,000 for a revised total Agreement amount not to exceed \$491,450 in the aggregate (for the period November 1, 2012 to December 31, 2014).

### **RECOMMENDATION:**

It is recommended the Board of Supervisors approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12466/MYA703) with The Abaris Group for further implementation assistance of the Level II Trauma Center at NMC, extending the term of the Agreement to December 31, 2014 and adding \$200,000 for a revised total Agreement amount not to exceed \$491,450 in the aggregate (for the period November 1, 2012 to December 31, 2014).

### **SUMMARY/DISCUSSION:**

The Abaris Group is an Emergency Medicine Healthcare Consulting Firm specializing in trauma planning, development and financial analysis services. On November 1, 2012, NMC entered into an Agreement with The Abaris Group to assess NMC's potential of becoming a Level II trauma center, Phase I. The Agreement was amended on May 1, 2013 by Amendment No. 1 to assist with preparation of the trauma proposal, Phase II.

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### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions. The Auditor-Controller has reviewed and approved this Amendment No. 2 as to fiscal provisions. The CAO Budget and Analysis Division has advised to inform the Board of Supervisors the spending authority (appropriations) associated with NMC's Fiscal Year 2013/2014 Adopted Budget has been exceeded and approval and authorization for modification of NMC's appropriation budget should be presented to the Board of Supervisors. Since NMC is an Enterprise Fund, this does not prevent continued expenditures and is not a legal requirement, but it is considered good public policy, transparency and fiscal management. The Amendment No. 2 has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

### **FINANCING:**

The total cost for this Agreement is \$491,450. \$75,000 was disbursed in Fiscal Year 2012/2013 (8 months) and \$216,149 was disbursed in Fiscal Year 2013/2014. This amendment adds \$100,000 to Fiscal Year 2013/14. The remaining \$100,000 is included in the Fiscal Year 2014/2015 Recommended Budget. NMC is confirming its appropriations position and if its spending authority has been exceeded will return to the Board. There is no impact to the General Fund.

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**File #: A 14-032, Version: 1**

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Prepared by: Gary Gray, Chief Medical Officer, 783-2504

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Original Agreement, Amendments 1 and 2, Spend Sheet

Attachments on file with the Clerk to the Boards Office



# Monterey County

168 West Alisal Street,  
1st Floor  
Salinas, CA 93901  
831.755.5066

## Board Order

### Agreement No.: A-12466

Upon motion of Supervisor Potter, seconded by Supervisor Armenta and carried by those members present, the Board of Supervisors hereby:

Approved and directed the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12466/MYA703) with The Abaris Group for further implementation assistance of the Level II Trauma Center at NMC, extending the term of the Agreement to December 31, 2014 and adding \$200,000 for a revised total Agreement amount not to exceed \$491,450 in the aggregate (for the period November 1, 2012 to December 31, 2014).

PASSED AND ADOPTED on this 6th day of May 2014, by the following vote, to wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Parker and Potter

NOES: None

ABSENT: None

I, Gail T. Borkowski, 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 77 for the meeting on May 6, 2014.

Dated: May 7, 2014  
File Number: A 14-03

Gail T. Borkowski, Clerk of the Board of Supervisors  
County of Monterey, State of California

By  Deputy

**AMENDMENT NO. 2  
TO PROFESSIONAL SERVICES AGREEMENT  
BETWEEN The Abaris Group AND  
THE NATIVIDAD MEDICAL CENTER  
FOR  
Phase II of Level II Trauma Center Designation Preparation Services**

This Amendment No. 2 to Professional Services Agreement (“Agreement”), dated November 1, 2012, is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (“NMC”), and The Abaris Group (Contractor), with respect to the following:

**RECITALS**

**WHEREAS**, the County and Contractor amended the Agreement previously on May 1, 2013 via Amendment No. 1; and

**WHEREAS**, the County and Contractor wish to amend the Agreement to increase the amount of the Agreement by \$200,000 because of the increase in the amount payable for services rendered.

**AGREEMENT**

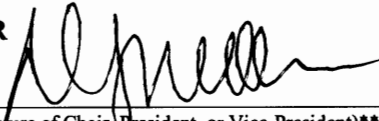
**NOW, THEREFORE**, the parties agree to amend the Agreement as follows:

1. Contractor will continue to provide NMC with the same scope of services as stated in the original Agreement (No. A-12466/MYA703).
2. Section 1, “PAYMENTS BY NMC” shall be amended by removing, “*The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$100,000.*” and replacing it with “*The total amount payable by County to CONTRACTOR under Agreement No. (A-12466/MYA703) shall not exceed the total sum of \$491,450 for the full term of the agreement*” Except as provided herein, all remaining terms, conditions and provisions of the Agreement are unchanged and unaffected by this Amendment and shall continue in full force and effect as set forth in the Agreement.
- 3 Except as provided herein, all remaining terms, conditions and provisions of the Agreement and Amendment No.1, are unchanged and unaffected by this Amendment No. 2 and shall continue in full force and effect as set forth in the Agreement.
4. A copy of this Amendment No. 2 shall be attached to the original Agreement (No. A-12466/MYA703).
5. The effective date of this Amendment No. 2 is February 1, 2014.

*This space left blank intentionally*

IN WITNESS WHEREOF, the parties hereto are in agreement with this Amendment on the basis set forth in this document and have executed this Amendment on the day and year set forth herein.

**CONTRACTOR**

Signature 1   
(Signature of Chair, President, or Vice-President)\*\*\*

Dated ~~1/10/14~~ 1/16/14

Printed Name Michael J Williams

Title President

Signature 2 \_\_\_\_\_  
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer) \*\*\*

Dated \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

\*\*\*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. 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. If CONTRACTOR is contracting in and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement.

**NATIVIDAD MEDICAL CENTER**

Signature \_\_\_\_\_  
Purchasing Manager


Dated \_\_\_\_\_

Signature   
NMC - CEO

Dated 1/16/14

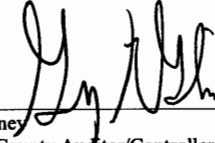
**Approved as to Legality and Legal Form:**

Charles J. McKee, County Counsel

By   
Anne Brauer  
Deputy Attorney for County and NMC

Dated: Feb 12, 2014

**Approved as to Fiscal Provisions:**

By   
Gary Giboney  
Monterey County Auditor/Controller's Office

Dated: 2/12, 2014