



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 25-310

August 05, 2025

Introduced: 7/15/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC for Cardiovascular service line strategy coding and billing review services at NMC for an amount not to exceed \$115,000 with an agreement term retroactive from May 1, 2025 through April 30, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard payment conditions, termination, insurance, royalties and inventions, miscellaneous provisions and limitations on liability provisions within the agreement.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC for Cardiovascular service line strategy coding and billing review services at NMC for an amount not to exceed \$115,000 with an agreement term retroactive from May 1, 2025 through April 30, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard payment conditions, termination, insurance, royalties and inventions, miscellaneous provisions and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

The purpose of this agreement is to engage a national Cardiology Consulting company (ECG Management Consultants) to provide data, Cardiology statistics, and guidance for the appropriate growth of our Cardiology Service Line. Natividad Medical Center has enjoyed significant growth in all of our cardiovascular services over the last 5 years. This growth has been very beneficial financially for the County of Monterey and Natividad Medical Center.

The Cardiology Service line has been a great benefit to our community of patients. We now are able to keep the patients in our facilities rather than sending the patients to other providers. Our recent growth of cardiologists on site, (from 2 to 5.5) has increased the need to examine future appropriate clinical offerings for the patients in keeping with the standards of cardiology care continuum. The consultants will make recommendations for additional appropriate cardiology procedures and testing.

The ECG consultants will provide geographic data and demand for cardiology services in our Primary, Secondary, and Tertiary catchment areas. With this statistical data a more informed decision can be reached as to what type of clinical cardiology services would be needed for future considerations. An example might be in answering the question “Should Natividad Medical Center begin to provide Interventional Cardiology services?”

In addition to the above, ECG Consultants will also provide a financial analysis and review of Cardiology billing by examining 60 current patients. The review will examine all aspects of appropriate billing, making sure that maximal legal reimbursement is being achieved. The consultants will also provide any necessary education to Cardiology physicians and staff based upon the findings from the audits of the 60 patients.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on March 14, 2025.

FINANCING:

The cost for this agreement is \$115,000 of which \$110,000 is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC’s Enterprise Fund 451-9600-6613.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Supporting and expanding our clinical cardiology service line also supports the County of Monterey’s economic development. New clinical cardiovascular offerings will keep Natividad Medical Center engaged in the latest Standards for local and regional cardiology care. In addition, it allows our patients to remain local in Salinas instead of being outsourced to other medical centers at much higher costs for the County. This potential for increased clinical offerings will strengthen our ability to further support Trauma Care and Medical Education at our local Medical Center.

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

Prepared by: W. Mike Barber, Director of Cardiovascular Services 831-772- 7826

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC Agreement

Attachments on file with the Clerk of the Board