



# Monterey County

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

## Board Report

Legistar File Number: A 17-470

December 12, 2017

**Introduced:** 11/21/2017

**Current Status:** Consent Agenda

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Leidos Health, LLC, pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, to extend the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Jacobus Consulting, Inc., pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, extending the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019.
- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Navin Haffty & Associates, LLC pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, extending the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full term of April 1, 2017 through January 10, 2019.
- d. Authorize an increase of \$3,717,000 to the aggregate total amount for all agreements for IT Consulting per RFP #9600-67 for the additional one (1) year of services for a revised total aggregate amount not to exceed \$7,581,000 across all agreements.
- e. Authorize the Deputy Purchasing Agent or designee to execute up to three (3) one year future amendments to the agreements with Leidos Health, LLC, Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC, which do not significantly alter the scope of work and do not provide for an individual monetary liability for each agreement.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Leidos Health, LLC, pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, to extend the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Jacobus Consulting, Inc., pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, extending the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019.

- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Navin Haffty & Associates, LLC pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, extending the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full term of April 1, 2017 through January 10, 2019.
- d. Authorize an increase of \$3,717,000 to the aggregate total amount for all agreements for IT Consulting per RFP #9600-67 for the additional one (1) year of services for a revised total aggregate amount not to exceed \$7,581,000 across all agreements.
- e. Authorize the Deputy Purchasing Agent or designee to execute up to three (3) one year future amendments to the agreements with Leidos Health, LLC, Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC, which do not significantly alter the scope of work and do not provide for an individual monetary liability for each agreement.

**SUMMARY/DISCUSSION:**

NMC continues to have a need for IT consulting services and specialized subject matter expertise to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality.

NMC prepared and released RFP #9600-67 on August 1, 2016 to select qualified consulting companies to fulfill the unique needs associated with special IT projects. This RFP required that bidders be able to provide expertise for all aspects of application development, clinical IT expertise and high-level maintenance services at NMC. Eight (8) proposals were received for consideration from interested and qualified contractors. All 8 proposals were evaluated pursuant to the criteria stated in RFP #9600-67 and Leidos Health, LLC, Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC were all tentatively awarded agreements. Specific project needs will be detailed on separate Statements of Works (SOWs) with one or more of the awarded consulting firms throughout the term of the agreements.

NMC's IT staff work in conjunction with clinical IT consultants who are subject matter experts and also provide a high level of project management to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality. IT Consultants are also needed as process and data experts for government initiatives such as PRIME (Public Hospital Redesign and Incentives in Medi-Cal Experience). The need for consultants will occur as new hospital initiatives continue to arise.

NMC is projecting continued consulting services shall be needed in four primary areas:

- 1) PRIME/POPULATION Health initiatives
- 2) Business Intelligence (BI) / Analytics
- 3) Clinical and Reporting Expertise
- 4) Implementation of Capital Projects such as Vital Signs, Endotool, and Meditech 6.x.

NMC continues to strive to fill all its budgeted FTE IT positions with internal expertise and will use consultants for short term projects and where internal knowledge or resources are not available.

NMC will continue to return to BOS annually to request amendments to extend the agreements awarded via RFP #9600-67 for IT consulting services only as needed and the full term of each agreement shall not exceed five (5) years in total. NMC will provide the Board of Supervisors with a status report on projects associated with these agreements when extended terms are requested.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved the amendments as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendments have also been reviewed and approved by NMC's Finance Committee on October 26, 2017 and by its Board of Trustees on November 3, 2017.

**FINANCING:**

The aggregate cost for the three amendments is \$3,717,000, half of which has been included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The IT consulting agreements brings unique subject matter expertise to NMC pertaining to specialized and complex systems such as Meditech. These services help NMC's IT management team implement and support modules and systems when needed thereby leading to a more sound and solid technological infrastructure. With a sound technological infrastructure in place, integrity of patient care and patient data remains intact which contributes to an optimal patient experience.

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

Prepared by: Dr. Charles Harris, Chief Medical Information Officer, 783-2785

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

- Amendment No. 1 with Jacobus Consulting, Inc.
- Amendment No. 1 with Leidos Health, LLC
- Amendment No. 1 with Navin, Haffty & Associates, LLC
- Agreement with Jacobus Consulting, Inc.
- Agreement with Leidos Health, LLC.
- Agreement with Navin, Haffty & Associates, LLC.

Attachments on file with the Clerk of the Board

