



Monterey County

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Board Report

Legistar File Number: A 17-325

July 25, 2017

Introduced: 7/13/2017

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896), Staff Care, Inc. (A-12897), Next Medical Staffing, LLC (A-12898), MDA Holdings, Inc. d.b.a. Medical Doctor Associates, LLC (A-12899), and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A12900) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61 to extend all agreements for an additional one (1) year period (August 1, 2017 through July 31, 2018) for a revised full agreement term of August 1, 2015 through July 31, 2018 and to add an additional \$2,000,000 for a revised total aggregate amount for all agreements not to exceed \$4,000,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreements to exercise the remaining options to extend the term for up to two (2) additional one (1) year periods, increasing the total aggregate amount by \$2,000,000 annually across all agreements provided that the total aggregate amount for all agreements over the full five (5) year term does not exceed \$8,000,000 and that appropriations for the increased costs per each amendment is included in the County Adopted Budget of the relevant fiscal year.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896), Staff Care, Inc. (A-12897), Next Medical Staffing, LLC (A-12898), MDA Holdings, Inc. d.b.a. Medical Doctor Associates, LLC (A-12899), and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A12900) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61 to extend all agreements for an additional one (1) year period (August 1, 2017 through July 31, 2018) for a revised full agreement term of August 1, 2015 through July 31, 2018 and to add an additional \$2,000,000 for a revised total aggregate amount for all agreements not to exceed \$4,000,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreements to exercise the remaining options to extend the term for up to two (2) additional one (1) year periods, increasing the total aggregate amount by \$2,000,000 annually across all agreements provided that the total aggregate amount for all agreements over the full five (5) year term does not exceed \$8,000,000 and that appropriations for the increased costs per each amendment is included in the

County Adopted Budget of the relevant fiscal year.

SUMMARY/DISCUSSION:

In April 2015, Natividad Medical Center conducted a Request for Proposals (RFP) to provide locum tenens referral services for various medical services at NMC. NMC's selection committee reviewed the proposals and selected the most qualified vendors according to the RFP selection criteria.

A total of seven (7) locum tenens companies were selected and the Board of Supervisors approved the agreements with an initial term of one (1) year with an annual aggregate total amount not to exceed \$2,000,000 for all agreements, including the option to extend all agreement for up to four (4) additional one (1) year periods. After the first year NMC utilized the authority to amend the agreements and processed amendment No. 1 to extend the term of all of the agreements for another one (1) year period. No increase to the aggregate total was needed because NMC had only spent half of the \$2,000,000 in that first year.

Locum tenens is a physician who temporarily takes the place of another physician most often utilized during periods when a physician or specialist (employee or contractor) is not available (e.g., vacation; illness; continuing medical education; etc.) and often at times with very little notice, to provide health care services vital to NMC's continued operation. Therefore, NMC would like to continue utilizing the services of the multiple locum tenens agreements and is requesting another extension via amendment No. 2. The agreements make it possible for NMC to find highly qualified physicians available to temporarily fill or cover a vacant position at NMC, which allows NMC to continue providing reliable and quality patient care.

NMC is requesting an additional \$2,000,000 for amendment No. 2 which is an aggregate total across all agreements in anticipation of a high demand in the upcoming year. The actual cost is contingent upon the need to cover services, which is unpredictable by nature.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on May 5, 2017 and by its Board of Trustees on May 5, 2017.

FINANCING:

The cost for this amendment No. 2 is \$2,000,000, all of which is included in the Fiscal Year 2017-18 Adopted Budget. Should NMC seek extensions of the original agreements, amounts for any extensions will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

- Economic Development
- Administration

Health and Human Services

The services rendered in this agreement provide NMC with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families.

Infrastructure

Public Safety

Prepared by: Jeanne-Ann Balza, Physician Services Manager, 783-2506

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

Attachments:

Locum Tenens Referral Services Amendment 2 (all vendors)

Staff Care Inc Agreement through Amendment 1 (sample reference applies to all agreements)

Locum Tenens Referral Services Spend Sheet

Attachments on file with the Clerk of the Board