

**MONTEREY COUNTY BOARD OF SUPERVISORS**

<b>MEETING:</b>	<b>October 26, 2010</b>	<b>AGENDA NO.:</b>
<b>SUBJECT:</b>	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #2 to the Agreement with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support services at NMC in an amount not to exceed \$193,080 (an increase of \$95,880) for the period October 1, 2010 to June 30, 2011.	
<b>DEPARTMENT:</b>	Natividad Medical Center	

**RECOMMENDATION:**

It is recommended that the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #2 to the Agreement with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support services at NMC in an amount not to exceed \$193,080 (an increase of \$95,880) for the period October 1, 2010 to June 30, 2011.

**SUMMARY/DISCUSSION:**

Beacon Partners has been providing Meditech Billing and Accounts Receivable (B/AR) module subject matter expertise at NMC. As NMC continues to enhance and utilize additional functionality with B/AR, these services will need to be extended. A project of this magnitude requires oversight and management from highly skilled, back office-experienced individuals and Beacon Partners provides these services. The recommendation is to continue obtaining subject matter expertise services from Beacon Partners. Total spend on Beacon Partners for the period 8-12-2009 to present is \$706,609.65


**OTHER AGENCY INVOLVEMENT:**

The Amendment has been reviewed and approved by County Counsel, the Auditor/Controller's office and the Natividad Medical Center Board of Trustees.

**FINANCING:**

The cost for this Amendment is \$95,880 and is included in the 2010/2011 FY approved budget. This action will not require any additional General Fund subsidy.

Prepared by:  
Kirk Larson  
Chief Information Officer  
September 16, 2010

  
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Harry Weis  
Chief Executive Officer

Attachments: Amendment #1 & 2, Agreement, Board Order



**AMENDMENT NO. 2  
FOR PROFESSIONAL SERVICE AGREEMENT  
BETWEEN Beacon Partners Inc. AND  
THE NATIVIDAD MEDICAL CENTER  
FOR**

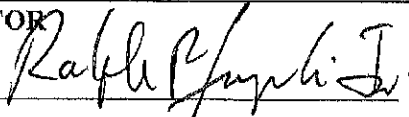
**Meditech Billing and Accounts Receivable (B/AR) Module Support SERVICES**

The parties to Professional Service Agreement, dated February 1, 2010 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Beacon Partners Inc. (Contractor), hereby agree to amend their Agreement No. (SC862) on the following terms and conditions:

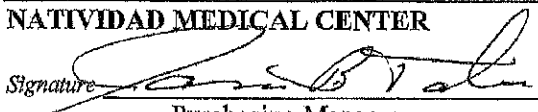
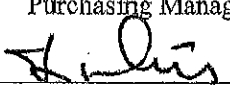
1. Contractor will continue to provide NMC with the same scope of service as stated in the original Agreement No. (SC862). Additionally, Contractor will provide the services described on Attachment A attached to this Amendment #2.
2. This Amendment shall become effective on October 1, 2010 and shall continue in full force until June 30, 2011.
3. The total amount payable by County to Contractor under Agreement No. (SC862) shall not exceed the total sum of \$193,080 for the full term of the Agreement and \$111,350 for fiscal year 2010-2011.
4. All other terms and conditions of the Agreement shall continue in full force and effect.
5. A copy of this Amendment shall be attached to the original Agreement No. (SC862).

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

**CONTRACTOR**


Signature  Dated September 1, 2010  
 Printed Name Ralph P. Fargnoli, Jr. Title President and CEO


**NATIVIDAD MEDICAL CENTER**

Signature  Dated 9/27/10  
 Purchasing Manager  
 Signature  Dated 9/2/10  
 NMC - CEO

**Approved as to Legal Form:**

Charles J. McKee, County Counsel

By   
 Stacy Saetta, Deputy  
 Attorneys for County and NMC

Reviewed  as to local provisions Dated: 9/16, 2010

  
 Auditor-Controller  
 County of Monterey 9-17-10

Attachment A

**Beacon Partners'  
Engagement Proposal**

**I. SCOPE of WORK**

The scope of this engagement is for Beacon Partners (Beacon) to provide management consulting services to Natividad Medical Center (NMC) in the form of MEDITECH Client Server (C/S) Billing and Accounts Receivable (B/AR) module support and subject matter expertise.

**II. APPROACH**

Beacon will provide a consultant familiar and experienced with the MEDITECH C/S 5.6 B/AR module to provide the following services:

- Work with NMC to define optimal workflow measures and opportunities for process improvements for utilization of the new MEDITECH functionality.
- Work with department managers to discuss how the MEDITECH system will affect or change patient services or workflows.
- Provide guidance with the design and development of dictionaries.
- Assist with the needs of management and staff affected by the B/AR functionality, both in technology transition for those utilizing the new system and changes to workflows for those currently accustomed to other system or manual procedures.
- Respond to questions regarding use of the B/AR module.
- Resolve Issues among the user community with regard to use of the system.
- Assist in maximizing the use of the B/AR module to improve revenue cycle performance.

**III. PERSONNEL, PROJECT DURATION and FEES**

All personnel assigned to the engagement shall be fully qualified to perform the tasks assigned to them and shall perform the services in a competent and professional manner. We anticipate that the project will span 14 weeks, excluding holidays and ending February 11, 2011. Consulting fees for this project are:

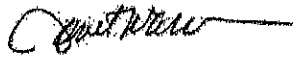
PROFESSIONAL STAFF	HOURLY RATE	ESTIMATED HOURS	ESTIMATED FEES
Gail Artigue, <i>Senior Consultant</i>	\$170	564	\$95,880



Attachment A

All terms and conditions, as specified in our original Engagement Agreement, dated January 29, 2010, will continue throughout this engagement. Fees represented above are inclusive of travel and administrative expenses in accordance with all applicable Monterey County policies, including without limitation the Monterey County travel policy, and are valid for 45 days from the date of this letter. Upon approval please sign where indicated and fax this entire document 877.755.2703. Thank you for your continued use of our services.

**IV. APPROVALS**



09/01/10

\_\_\_\_\_  
Janet Warren  
Client Service Manager  
Beacon Partners

\_\_\_\_\_  
Authorizing Signature  
Natividad Medical Center

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

