



Monterey County

Item No.

Board Report

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

Legistar File Number: A 22-399

July 26, 2022

Introduced: 7/8/2022

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with NeoGenomics Laboratories, Inc. for patient specimen testing services, extending the agreement an additional two (2) year period (August 1, 2022 through July 31, 2024) for a revised full agreement term of August 1, 2017 through July 31, 2024, and adding \$60,000 for a revised total agreement amount not to exceed \$160,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with NeoGenomics Laboratories, Inc. for patient specimen testing services, extending the agreement an additional two (2) year period (August 1, 2022 through July 31, 2024) for a revised full agreement term of August 1, 2017 through July 31, 2024, and adding \$60,000 for a revised total agreement amount not to exceed \$160,000.

SUMMARY/DISCUSSION:

NeoGenomics Laboratories Inc. (NeoGenomics) provides a variety of specialized lab specimen testing for Natividad including but not limited to a wide range of oncology testing. Their testing platforms are varied and quite comprehensive. NeoGenomics has been in the industry providing specimen testing services for over a decade. Their Client Service Advocates answer questions regarding test information, specimen requirements, turnaround times, test add-on, and patient results. Client Services Advocates may also direct calls immediately to a technical or medical expert as necessary or requested. Natividad has been very satisfied with the level of service provided and is seeking to extend the term of the services agreement with NeoGenomics.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

The cost for this amendment No. 3 is \$60,000 of which \$30,000 is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The specialized lab specimen testing services are part of patient care making these services an important part of the quality health care services provided to patients at Natividad.

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

Prepared by: Susan Weaver, Clinical Laboratory Manager, 772-7660

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

Attachments:

- NeoGenomics Laboratories Inc Amendment 3
- NeoGenomics Laboratories Inc Amendment 2
- NeoGenomics Laboratories Inc Amendment 1
- NeoGenomics Laboratories Inc Agreement

Attachments on file with the Clerk of the Board

Charles R Harris
Charles R. Harris, M.D., Chief Executive Officer

7/15/22
Date