



Monterey County

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

Board Report

Legistar File Number: A 20-015

February 25, 2020

Introduced: 1/21/2020

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, extending the agreement an additional two (2) year period (April 19, 2020 through June April 18, 2022) for a revised full agreement term of April 19, 2017 through April 18, 2022, and adding \$8,563,000 for a revised total agreement amount not to exceed \$20,563,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, extending the agreement an additional two (2) year period (April 19, 2020 through June April 18, 2022) for a revised full agreement term of April 19, 2017 through April 18, 2022, and adding \$8,563,000 for a revised total agreement amount not to exceed \$20,563,000.

SUMMARY/DISCUSSION:

Natividad Medical Center utilizes the registry services provided by Focus One to staff hard to fill clinical positions in order to meet the hospital's staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one stop search agency for nurses and clinical technicians. Focus One has a network of over three dozen independent agencies that provide the needed personnel.

On an average per month, NMC spends approximately \$400,000 in temporary or registry positions to fill positions in the following areas on a temporary basis: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Focus One Solutions, LLC was selected through a competitive solicitation process. NMC issued a Request for Proposal (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration from interested vendors. Upon a thorough selection process by NMC which included online demonstrations of the vendor management system, Focus One Solutions, LLC was

awarded the agreement with the option to extend the agreement for two (2) additional two (2) year terms. NMC would like to use its second option to extend the Agreement for an additional two (2) year term and to add an additional \$8,563,000 for the continued use of this vendor's services.

There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by the registry staff.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee on January 23, 2020 and by its Board of Trustees on February 14, 2020.

FINANCING:

The cost for this amendment No. 4 is \$8,563,000 of which \$4,000,000 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

- Attachments:
- Focus One Solutions, LLC Amendment No. 4
 - Focus One Solutions, LLC Amendment No. 3
 - Focus One Solutions, LLC Amendment No. 2
 - Focus One Solutions, LLC Amendment No. 1
 - Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

Dr. Gary R. Gray, Chief Executive Officer

Date