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File #:	A 12-040	Version: 1	Name:	Picis Amendment #5
Type:	BoS Agreement		Status:	Consent Agenda
File created:	4/24/2012		In control:	Board of Supervisors
On agenda:	6/12/2012		Final action:	

**Title:** Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11330) with Picis Inc. for Software Licensing and Maintenance Services at NMC, extending the Agreement to June 30, 2013 with a total Agreement amount not to exceed \$541,088 (no addition to the previously approved amount) in the aggregate.

**Attachments:** [Picis, Completed Board Order](#)

[History \(0\)](#)   
 [Text](#)

**Title**

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11330) with Picis Inc. for Software Licensing and Maintenance Services at NMC, extending the Agreement to June 30, 2013 with a total Agreement amount not to exceed \$541,088 (no addition to the previously approved amount) in the aggregate.

**Body**

**RECOMMENDATION:**

It is recommended the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11330) with Picis Inc. for Software Licensing and Maintenance Services at NMC, extending the Agreement to June 30, 2013 with a total Agreement amount not to exceed \$541,088 (no addition to the previously approved amount) in the aggregate.

**SUMMARY/DISCUSSION:**

Natividad Medical Center implemented Picis' OR Manager, Security Manager and SmarTrack applications in 2009. Over the last fiscal year Natividad has worked with Picis to accomplish the following:

Implemented e-signature of Case Records and reporting on unsigned and open case records -**July 2011- August 2011**

Analyzed and reconfigured Inpatient, Outpatient and Moderate Sedation screens, standardized lists and naming conventions - **July 2011- March 2012**

Created custom reports and updated existing reports for OR billing and OR operations. Configured new case record for Meditech interfacing **July 2011- April 2012**

Materials Management process and strategy optimization **Oct 2011 - Current**

In order to continue optimizations to Picis and continue use of these applications, Natividad is requesting an amendment to this agreement to continue licensing and maintenance services through June 30, 2013.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

**FINANCING:**

There is no additional cost for this Amendment from the previously approved amount. There is no impact to the General Fund.

Prepared by: Jim Fenstermaker, IT Director, 783-2559

Approved by: Harry Weis, Chief Executive Officer, 783-2124

Attachments: Agreement, Amendments #1, 2, 3, 4, and 5



## Monterey County

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

### Board Order

#### Agreement No. A-11330

Upon motion of Supervisor Salinas, seconded by Supervisor Armenta, and carried by those members present, the Board of Supervisors hereby:

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11330) with Picis Inc. for Software Licensing and Maintenance Services at NMC, extending the Agreement to June 30, 2013 with a total Agreement amount not to exceed \$541,088 (no addition to the previously approved amount) in the aggregate.

PASSED AND ADOPTED on this 12th day of June 2012, by the following vote, to-wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Parker, and Potter

NOES: None

ABSENT: None

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 76 for the meeting on June 12, 2012.

Dated: June 19, 2012  
File Number: A 12-040

Gail T. Borkowski, Clerk of the Board of Supervisors  
County of Monterey, State of California

By Denise Hancock  
Deputy



March 28, 2012

Sid Cato  
Management Analyst/Contracts  
Natividad Medical Center  
1441 Constitution Blvd.  
Salinas, CA 93906

Dear Mr. Cato,

RE: Amendment No. 5 for Professional Services between Picis, Inc and Natividad Medical Center

Enclosed please find two partially executed originals of the above referenced document. Please have the documents counter-signed and return one fully executed original to the following address:

Picis, Inc.  
Attn: Lori McCarron  
100 Quannapowitt Parkway  
Suite 405  
Wakefield, MA 01880

If you have any questions please contact me via e-mail at [lori\\_mccarron@picis.com](mailto:lori_mccarron@picis.com) or by phone at (781) 557-3124.

Sincerely,

A handwritten signature in cursive script that reads "Lori McCarron".

Lori McCarron  
Contracts Department

**AMENDMENT NO. 5  
FOR PROFESSIONAL SERVICES AGREEMENT  
BETWEEN Picis Inc. AND  
THE NATIVIDAD MEDICAL CENTER  
FOR  
Software Licensing and Maintenance Services**

The parties to Professional Services Agreement ("Agreement"), dated December 15, 2008 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Picis Inc. (Contractor), hereby agree to amend their Agreement (No. A-11330) on the following terms and conditions:

**WHEREAS**, the County and Contractor wish to amend the Agreement to extend the term end date to allow for existing services to continue.

**WHEREAS**, the County and Contractor amended the Agreement previously on July 1, 2009 via Amendment No. 1, on November 1, 2009 via Amendment No. 2, on January 1, 2011 via Amendment No.3 and on July 1, 2011 via Amendment No. 4.

1. Contractor will continue to provide NMC with the same scope of services as stated in the original Agreement (No. A-11330).
2. Section 2. "PAYMENTS BY NMC" shall be amended by removing, "*The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$352,418.*" and replacing it with "*The total amount payable by County to CONTRACTOR under Agreement No. (A11330) shall not exceed the total sum of \$541,088 for the full term of the Agreement.*"
3. Section 3. "TERM OF AGREEMENT" shall be amended by removing, "*The term of this Agreement is from December 15, 2008 to December 14, 2010 unless sooner terminated pursuant to this Agreement*" and replacing it with "*The term of this Agreement is from December 15, 2008 to June 30, 2013 unless sooner terminated pursuant to this Agreement.*"
4. All other terms and conditions of the Agreement shall continue in full force and effect. Except as provided herein, all remaining terms, conditions and provisions of the Agreement and Amendment Nos. 1, 2, 3 and 4 are unchanged and unaffected by this Amendment and shall continue in full force and effect as set forth in the Agreement.
5. A copy of this Amendment and all previous amendments shall be attached to the original Agreement (No. A-11330)
6. The effective date of this Amendment is July 1, 2012.

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

**CONTRACTOR**

Signature 1 Paul A. Jalbert

Dated 3/27/12

Printed Name Paul A. Jalbert

Title SVP + Controller

Signature 2 \_\_\_\_\_

Dated \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

\*\*\*INSTRUCTIONS: If CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers. If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement.

**NATIVIDAD MEDICAL CENTER**

Signature [Signature]  
Purchasing Manager

Dated 6-13-12

Signature [Signature]  
NMC - CEO

Dated 1/3/12

Approved as to Legality and Legal Form:  
Charles J. McKee, County Counsel

By [Signature]  
Stacy Saetta, Deputy  
Attorneys for County and NMC

Dated: 4/4, 2012

Reviewed as to fiscal provisions  
[Signature]  
Addict-Controller  
County of Monterey  
4-6-12