



# Monterey County

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

## Board Order

### Agreement No.: A-13067

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

- a. Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with Medical Information Technology, Inc. for seven software interfaces allowing exchange of electronic patient data from various third-party software systems throughout NMC with NMC's MEDITECH system, for a total amount not to exceed \$97,034 effective on date of County's execution and terminable with sixty (60) days' written notice; and
- b. Accepted the non-standard Agreement terms and conditions, including insurance and indemnification provisions, as recommended by NMC's CEO.

PASSED AND ADOPTED on this 15th day of March 2016, by the following vote, to wit:

AYES: Supervisors Armenta, Phillips, 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 79 for the meeting on March 15, 2016.

Dated: March 16, 2016  
File ID: A 16-037

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

By Denise Hancock  
Deputy

NIV  
#17

# 74750  
04-06-16

**Medical Information Technology, Inc.**

**Health Care Information System Software Agreement**

AGREEMENT made this 22 day of March, 2016 by and between MEDICAL INFORMATION TECHNOLOGY, INC., a corporation duly organized and existing under the laws of the Commonwealth of Massachusetts and having its principal place of business at MEDITECH Circle, Westwood, Massachusetts 02090 (hereinafter called MEDITECH) and Natividad Medical Center, an acute care teaching hospital wholly owned and operated by the County of Monterey, a political subdivision of the State of California, duly organized and existing under the laws of the State of California and having its principal place of business at 1441 Constitution Boulevard, Salinas, CA 93906 (hereinafter called Customer).

WHEREAS MEDITECH has developed and continues to enhance a version of computer software designed to operate in a "client-server" environment, which version, together with any physical embodiment thereof and related documentation (incorporated in this Agreement as Exhibit III), are together hereinafter called LICENSED SOFTWARE, and WHEREAS Customer desires to obtain from MEDITECH the right to use such LICENSED SOFTWARE in its operations at the facility listed in Article II,

NOW THEREFORE, the parties hereto hereby agree as follows:

**ARTICLE I - GENERAL TERMS & CONDITIONS**

**A. RESPONSIBILITIES AND WARRANTIES OF MEDITECH**

1. MEDITECH agrees to deliver, implement and service the LICENSED SOFTWARE all as more fully described in this Agreement. Subject to the terms and conditions hereof and upon payment in full to MEDITECH of the license and implementation fees for each line item of LICENSED SOFTWARE listed in Article II, MEDITECH hereby grants to Customer a non-exclusive, perpetual license to use each such line item. MEDITECH warrants that the LICENSED SOFTWARE shall have capabilities equal to the capabilities described in Exhibit III and will operate in substantial conformity with such descriptions when delivered to Customer and installed on Customer's computer network (the major components of which are recited on Exhibit I hereof).
2. MEDITECH warrants to Customer that it is the developer and sole owner of the LICENSED SOFTWARE. In the event of any suit or claim against Customer by any third party for damages and/or injunctive relief contesting ownership of the LICENSED SOFTWARE by MEDITECH and/or Customer's rights under this Agreement, MEDITECH agrees at its own expense to defend Customer against such suit or claim and to hold Customer harmless from the expenses of such defense and from any court-awarded judgments resulting from such suit or claim, provided that Customer furnishes written notice to MEDITECH of the commencement of such suit or the presentation of such claim within seven (7) days of notice thereof to Customer. Further, if, because of such suit or claim, the LICENSED SOFTWARE is held to constitute an infringement of any United States copyright or patent and use of the LICENSED SOFTWARE by Customer is thereby enjoined, MEDITECH shall, at its own expense, either procure for Customer the right to continue using the LICENSED SOFTWARE or replace the same with a non-infringing product, substantially conforming to that described herein, or modify the same so that it shall be non-infringing, provided that the service described in Article IV has not been terminated.
3. MEDITECH acknowledges that certain material which will come into its possession or knowledge in connection with this Agreement includes confidential or proprietary information of Customer or Customer's patients (hereinafter called "Protected Information"). MEDITECH agrees to hold all Protected Information in confidence, to use it only in connection with performance under this Agreement and to disclose it only to those of its employees that require access thereto for such performance or as may otherwise be required by law. In addition, MEDITECH shall use appropriate safeguards to prevent other use or disclosure of Protected Information and shall promptly report to Customer any other use or disclosure of Protected Information of which it becomes aware. MEDITECH shall ensure that any agents of MEDITECH, including but not limited to

subcontractors, to whom it provides Protected Information agree to the same restrictions and conditions as apply to MEDITECH with respect to such Protected Information. Upon the written request of the United States Department of Health and Human Services, MEDITECH shall make its internal practices, books and records relating to the use and disclosure of Protected Information provided to MEDITECH by Customer available to the Secretary of Health and Human Services (or his or her designee or duly authorized representative), at MEDITECH's Massachusetts facility and at times convenient for MEDITECH, to the extent required for determining compliance with Federal privacy and security regulations. Upon Customer's written request MEDITECH shall return to Customer (when reasonably possible) or destroy any Protected Information.

## B. RESPONSIBILITIES OF CUSTOMER

1. Customer shall pay to MEDITECH the line item fee (license fee plus implementation fee) for each line item of LICENSED SOFTWARE listed in Group I of Article II as follows:

10% due upon execution of this Agreement

20% due upon software delivery

20% due on the earlier of, 90 days following software delivery or upon the attainment of Live Status

20% due on the earlier of, 180 days following software delivery or upon the attainment of Live Status

20% due on the earlier of, 270 days following software delivery or upon the attainment of Live Status

10% due upon the attainment of Live Status

Customer shall pay to MEDITECH the line item fee (license fee) for each line item of LICENSED SOFTWARE listed in Group II of Article II as follows:

10% due upon execution of this Agreement

90% due upon software delivery

"Live Status" is defined for each line item as the date on which such line item is used in Customer's daily operations utilizing real patient/hospital data. Each payment for each line item will be separately due and payable without regard to other line items.

In the event a payment due MEDITECH under this Paragraph is delinquent for a period of sixty (60) days from its due date, and MEDITECH so notifies Customer in writing, and the delinquency is not cured within thirty (30) days thereafter, then, upon MEDITECH's written notice, Customer will cease to use the LICENSED SOFTWARE until such time as all payments then due are paid. Such cessation of use shall not relieve Customer of any obligations under this Agreement, including the obligation to make all payments specified herein.

2. During the period in which MEDITECH makes available the service described in Article IV, Customer will pay to MEDITECH the monthly service fees stated in Article II. For each line item of LICENSED SOFTWARE listed in Group I of Article II, these fees will commence upon the attainment of Live Status. For each line item of LICENSED SOFTWARE listed in Group II of Article II, these fees will commence ninety (90) days following software delivery. Twenty-four (24) months after the date of this Agreement these fees may be increased by MEDITECH at any time by providing thirty (30) days written notice of such increase to Customer.

Service fee invoices are issued on the first of each month in which the service is to be made available, with payment terms of net fifteen (15) days. If payment of any service fee invoice is delinquent for a period of forty-five (45) days from its due date, MEDITECH's obligations stated in Article IV may be suspended until all delinquencies have been cured to the satisfaction of MEDITECH.

3. Customer agrees to limit access to the LICENSED SOFTWARE to those of its staff, employees and other affiliated healthcare professionals who must have access thereto to properly use the same in Customer's operations. Further, Customer agrees to notify MEDITECH promptly and fully in writing of the circumstances concerning any possession, use or study of the LICENSED SOFTWARE by any person, corporation or other entity (other than Customer's staff, employees, and other affiliated healthcare professionals) including, but not limited to, the name(s) and address(es) of such person(s), corporation(s), or other entities. Customer agrees that it will not, at any time, without written permission of MEDITECH, copy, duplicate, or permit others to copy or duplicate the LICENSED SOFTWARE, except to the extent required for the creation of backup copies of the

LICENSED SOFTWARE as described in Exhibit III.

4. Customer acknowledges that certain material which will come into its possession or knowledge in connection with this Agreement includes confidential or proprietary information of MEDITECH (including, without limitation, the terms and conditions of this Agreement), disclosure of which to third parties may be damaging to MEDITECH. Customer agrees to hold all such material in confidence, to use it only in connection with performance under this Agreement and to release it only to those persons that require access thereto for such performance or as may otherwise be required by law. In addition, Customer shall use appropriate safeguards to prevent other use or disclosure of confidential or proprietary information of MEDITECH and shall promptly report to MEDITECH any other use or disclosure of such information of which it becomes aware.
5. If Customer is a tax-exempt entity, then, upon execution of this Agreement, Customer will provide to MEDITECH a copy of its current tax exemption certificate for each applicable taxing authority which has approved Customer's tax-exempt status. If Customer is not a tax-exempt entity, Customer acknowledges that it (and not MEDITECH) shall be responsible for the payment of any and all taxes (including, but not limited to, sales, use, and excise taxes and excluding taxes based on MEDITECH's income) imposed by the applicable taxing authorities to which Customer is subject.
6. Not later than sixty (60) days prior to the earliest delivery date listed in Article II, Customer will install and maintain, at Customer's expense, the equipment and services necessary for a virtual private network connectivity solution (hereinafter called MEDITECH VPN) via the services of a MEDITECH authorized VPN partner. Customer shall maintain such VPN service (or other MEDITECH-approved connectivity solution) and provide MEDITECH with access thereto for the resolution of system problems in accordance with the applicable sections of Articles III and IV until such time as the service described in Article IV is terminated for all line items of LICENSED SOFTWARE.

#### C. RESTRICTIONS ON TRANSFER

The LICENSED SOFTWARE shall at all times remain the property of MEDITECH and the license of use granted herein specifically excludes any right of reproduction, sale, lease, sublicense, or other transfer or disposition of the LICENSED SOFTWARE by Customer except as otherwise expressly stated herein. The rights granted hereunder are granted to Customer only and are not assignable to any other person, corporation or entity, except that, upon the transfer by sale, merger, or corporate re-organization, of substantially all of the assets of Customer to a successor organization, this Agreement and the rights and obligations of Customer hereunder may be assigned to such successor. Customer agrees to notify MEDITECH promptly in writing of the transfer to such successor and of the assumption by such successor of Customer's obligations and responsibilities as described in this Agreement.

#### D. LIMITATION OF LIABILITY

Customer acknowledges that the LICENSED SOFTWARE provided by MEDITECH constitutes part of a hospital information system to be used by Customer, its staff, employees and other affiliated healthcare professionals in the performance of their professional responsibilities and is in no way intended to replace their professional skill and judgment. Customer agrees that it is solely responsible for the care of its patients and that the use of the LICENSED SOFTWARE for any purpose related to such care cannot in any way be controlled by MEDITECH. Customer is responsible for verifying the accuracy and completeness of any medical or other similar information contained in, entered into, or used in connection with the LICENSED SOFTWARE. To the extent permitted by law, Customer agrees to hold MEDITECH harmless from any liability arising from improper or flawed operation or use of the LICENSED SOFTWARE. In no event will MEDITECH be liable for any lost profits or lost revenues sustained by Customer, or for any suit or claim or demand against Customer by any other party, except as stated in Article I(A)(2), above. MEDITECH agrees that Customer will not be liable for any lost profits or lost revenues sustained by MEDITECH under this Agreement except to the extent Customer is required to make payments pursuant to this Agreement. Neither party shall be liable for any consequential damages sustained by the other party as a result of a breach of this Agreement, except for MEDITECH's obligations as stated in Article I(A)(2). Further, the foregoing limitation of liability shall not be applicable to bodily injury or property damage directly caused by the willful misconduct or gross negligence of either party's employees in the performance of such party's obligations under this Agreement. Nothing in this Paragraph precludes either party from asserting a claim against the other for direct damages arising from a breach of this Agreement.



E. SUCCESSORS AND ASSIGNS

This Agreement shall be binding upon and inure to the benefit of the heirs, successors, and permitted assigns of the parties hereto.

F. LEGAL CONSTRUCTION

The validity and effect of this Agreement shall be determined in accordance with the laws of the State of California.

ARTICLE II - DELIVERY

The LICENSED SOFTWARE listed below is being licensed to Customer to service the specific information-processing needs of the following inpatient facility:

1) Natividad Medical Center, operating at 1441 Constitution Boulevard, Salinas, CA 93906

Any use of the LICENSED SOFTWARE beyond the restrictions set forth in this Agreement will require payment of additional fees to MEDITECH which will be determined in accordance with MEDITECH's standard rates.

MEDITECH agrees to deliver the LICENSED SOFTWARE, including associated documentation, to Customer on or about the delivery dates specified below for use at the above facility. Additional copies of documentation will be provided by MEDITECH at its then standard rates; in the alternative, Customer may reproduce copies of the documentation so long as access to any such copies is restricted in accordance with this Agreement. "Project Start" listed below is defined as the month Customer and MEDITECH jointly begin implementation of each line item of LICENSED SOFTWARE via one or more of the following: conference calls, training site visits, training visits to MEDITECH, or web demonstrations. "Delivery Date" listed below is defined for each line item of LICENSED SOFTWARE as the date on which MEDITECH provides Customer with the physical embodiment of the line item, enabling such line item to be installed on Customer's computer network.

LICENSED SOFTWARE LINE ITEMS	Project Start	Delivery Date	License Fee	Implementation Fee	Line Item Fee	Service Fee	Exhibits
Group I:							
OE Orders Outbound	07/31/2016	07/31/2016	10,000	2,975	12,975	100	III
PHA Dispensing System	07/31/2016	07/31/2016	15,000	5,949	20,949	150	III
Transcription System Interface to ITS	05/31/2016	05/31/2016	15,000	3,330	18,330	150	III
ITS Reports to Other Vendor	05/31/2016	05/31/2016	10,000	3,330	13,330	100	III
MT LAB/MIC Value Results to OV	05/31/2016	05/31/2016	10,000	3,225	13,225	100	III
MT BBK/PTH Results Outbound	05/31/2016	05/31/2016	10,000	3,225	13,225	100	III
Group II:							
BAR Custom: OV Charge Interface from ReDoc to MT B/AR	05/31/2016	05/31/2016	5,000		5,000	50	III
Totals					97,034	750	

ARTICLE III - IMPLEMENTATION

A. IMPLEMENTATION PERIOD

"Implementation Period" is defined for each line item of LICENSED SOFTWARE as the period commencing on execution of this Agreement and ending upon the attainment of Live Status for such line item. During this period MEDITECH will provide support and assistance to Customer and Customer will make available sufficient resources so that the joint goal of a successful implementation of the LICENSED SOFTWARE at Customer's site is achieved.

B. CORRECTION OF PROGRAM ERRORS

At no additional cost to Customer MEDITECH agrees to correct, during normal business hours, any program errors reported by Customer. Program errors are defined as failures of the LICENSED SOFTWARE to operate in substantial conformity with the descriptions of such operation in Exhibit III. Any modifications of the LICENSED SOFTWARE made by anyone other than MEDITECH shall relieve MEDITECH of all obligations under this Paragraph.

C. EXPENSES

Customer's personnel may participate in web-based training sessions during the Implementation Period associated with various line items of LICENSED SOFTWARE. Connection fees incurred by Customer during such sessions shall be borne by Customer.

## ARTICLE IV - SERVICE

The service described herein shall commence upon the attainment of Live Status for each line item listed in Article II and will continue indefinitely until either MEDITECH or Customer terminates same by providing sixty (60) days written notice to the other. Termination of service by either party eliminates the duties and obligations of both parties detailed in this Article, in Article I(A)(2) and in Article I(B)(2) of this Agreement.

A. ROUTINE/EMERGENCY SERVICE

MEDITECH will make available to Customer both routine and emergency service, via telephone contact with MEDITECH personnel and network access as described in Article I(B)(6), for the purpose of resolving system problems which will be addressed as follows:

1. If the problems result from program errors in the LICENSED SOFTWARE, MEDITECH shall correct such program errors and shall exercise its best efforts to assure that the same is accomplished as expeditiously as possible. Program errors are defined as failures of the LICENSED SOFTWARE to operate in substantial conformity with descriptions of such operation in Exhibit III
2. If the problems originate from incorrect use of the LICENSED SOFTWARE or from a computer equipment malfunction which results in data base errors which may require MEDITECH's assistance for correction, MEDITECH will generally provide such assistance, however, depending on the efforts to be expended, MEDITECH reserves the right to charge Customer for the associated consulting time. Incorrect use of the LICENSED SOFTWARE is defined as data processing procedures not in conformity with such procedures as described in Exhibit III
3. If the problems originate in Customer's computer network or in software not covered by this Article or result from modifications to the LICENSED SOFTWARE made by any one other than MEDITECH, MEDITECH's responsibility shall be limited to providing assistance and advice to enable Customer to determine appropriate remedial action to be taken by Customer or others (not by MEDITECH) to resolve such problems.

Routine service shall be available between 8:30 a.m. and 5:30 p.m., Monday through Friday, Eastern Time, excluding Federal holidays. For those line items of LICENSED SOFTWARE which have been transferred to the MEDITECH Client Services Division, the hours will be extended until 10:00 p.m. Emergency service will be available at any other time and at no additional cost for any line items that have attained Live Status.

B. ENHANCEMENT SERVICE

1. MEDITECH shall make available to Customer, at no additional license fee, all enhancements of the LICENSED SOFTWARE which MEDITECH makes generally available to its other customers. Enhancements include all amendments, corrections, and updates to the LICENSED SOFTWARE, including releases which migrate from one version of software to another.
2. MEDITECH acknowledges that Federal and State governments may mandate compliance by Customer with various regulatory requirements, some of which may necessitate modifications to the LICENSED SOFTWARE. Therefore, MEDITECH will, as far as technically feasible and within a reasonable period of time, modify the specific software capabilities of the LICENSED SOFTWARE documented within the attached Exhibit III so that Customer may comply with mandated Federal and State requirements to which it is subject. (NOTE: MEDITECH reserves the right to charge Customer for additional functional capabilities beyond that documented in Exhibit III, however, MEDITECH will exercise its best efforts to minimize any such charges.)

C. EXPENSES

Customer's personnel may participate in web-based sessions for additional training, workshops or seminars associated with various line items of LICENSED SOFTWARE. Connection fees incurred by Customer during such sessions shall be borne by Customer.

ARTICLE V - OTHER TERMS & CONDITIONS

A. WORKER'S COMPENSATION AND LIABILITY INSURANCE

MEDITECH and Customer each shall maintain, throughout the performance of its obligations under this Agreement, a policy of worker's compensation insurance with such limits as may be required by the applicable statutory regulations to which it is subject, and a policy or policies of comprehensive general liability insurance (with minimum limits of \$1,000,000 per occurrence and \$2,000,000 in the aggregate) insuring against liability for injury to, and death of, persons, and damage to, and destruction of, property arising out of or based upon acts or omissions of MEDITECH and Customer or any of its principals, subcontractors or their respective officers, directors, employees, agents, successors and assigns. MEDITECH shall also maintain a policy or policies of errors and omissions insurance (with minimum limits of \$1,000,000 per occurrence and \$2,000,000 in the aggregate) throughout the performance of its obligations under this Agreement. MEDITECH agrees to provide evidence of insurance annually upon Customer's written request therefor.

B. PURCHASE ORDERS

The parties agree that subsequent to the execution of this Agreement and in the sole discretion of MEDITECH, Customer may license additional standard software or other services from MEDITECH by submitting a purchase order in lieu of a Health Care Information System Software Agreement between the parties ("PO"). Such PO shall be governed by substantially all the terms and conditions of this Agreement, except with respect to Article I(B)(1) where the payment terms shall be as follows: 100% due upon software delivery.

ARTICLE VI - ENTIRE AGREEMENT

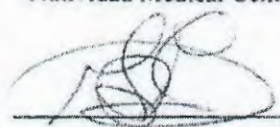
This Agreement, including Exhibits I and III, is the entire agreement between the parties hereto with reference to the subject matter hereof. Warranties, expressed or implied, regarding the LICENSED SOFTWARE are exclusively as stated herein; any and all prior or contemporaneous warranties, representations, understandings or agreements are specifically and intentionally excluded. This Agreement may not be modified or amended except by an Amendment in writing between the parties. The failure of either party to require the performance of any term or obligation of this Agreement, or the waiver by either party of any breach of this Agreement shall not prevent a subsequent enforcement of such term or obligation or be deemed a waiver of any subsequent breach.

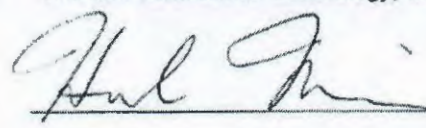


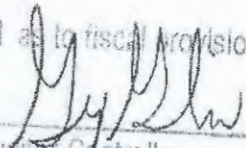
IN WITNESS WHEREOF each party has executed this Agreement as a sealed instrument this 29 day of ~~February~~ <sup>March</sup> 2016.

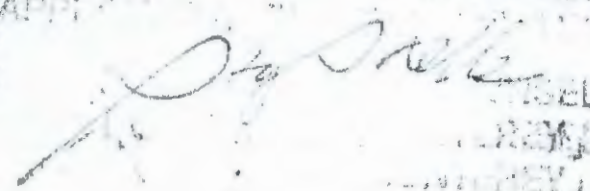
29 day of ~~February~~ <sup>March</sup>

KS  
3-26

Customer	Natividad Medical Center
By	
Name	Gary R Cooney
Title	CEO

MEDITECH	Medical Information Technology, Inc.
By	
Name	Howard Messing
Title	President & Chief Executive Officer

Reviewed as to fiscal provisions  
  
 Auditor-Controller  
 County of Monterey 2-11-16

[APPROVED FOR THE BOARD OF SUPERVISORS]  
  
 BOARD OF SUPERVISORS  
 COUNTY OF MONTEREY



# **EXHIBIT I**

## **COMPUTER NETWORK CONFIGURATION**

Computer network configuration to be determined by Customer in conjunction with MEDITECH and subject to MEDITECH's approval. Prior to placing a firm order for the components of the computer network configuration, Customer will provide to MEDITECH for review and final approval a written description of the components it intends to order, including computers, network, non-MEDITECH software, etc.

## **EXHIBIT II**

USER MANUALS

DOCUMENT PROVIDED UNDER SEPARATE COVER

# **EXHIBIT III**

**SPECIFICATIONS**

**DOCUMENT PROVIDED UNDER SEPARATE COVER**