



# Monterey County

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## Board Report

Legistar File Number: A 14-248

December 09, 2014

**Introduced:** 10/14/2014

**Version:** 1

**Current Status:** Agenda Ready

**Matter Type:** BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 2 to the Agreement (MYA566) with DrFirst.com Inc. for Software Licensing and Consulting Services at NMC, to renew the Agreement retroactive to April 1, 2013 and to extend the Agreement through June 30, 2017 adding \$242,045 for a revised total Agreement amount not to exceed \$342,045.

### **RECOMMENDATION:**

It is recommended the Board of Supervisors Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 2 to the Agreement (MYA566) with DrFirst.com Inc. for Software Licensing and Consulting Services at NMC, to renew the Agreement retroactive to April 1, 2013 and to extend the Agreement through June 30, 2017 adding \$242,045 for a revised total Agreement amount not to exceed \$342,045.

### **SUMMARY/DISCUSSION:**

Health organizations have implemented Electronic Health Records (EHRs) to comply with Meaningful Use requirements as dictated by the Centers of Medicare and Medicaid Services (CMS). DrFirst is a software suite that provides an electronic prescribing (e-prescribing) system which allows physicians to electronically transmit prescriptions to pharmacies and significantly improve patient safety.

MEDITECH, NMC's Electronic Health Record, has required and integrated the DrFirst software suite into their Medication Reconciliation routine accessing DrFirst's e-prescribing functionality and features.

In addition to electronic transmission of prescriptions DrFirst's provides other key functionality:

- Alerts the providers to clinical errors at the point-of-care, to assist in making informed decisions and avoid adverse drug events.
- Provides key nursing functionality. Nursing can choose a patients "preferred pharmacy" from a list supplied by DrFirst. When the provider completes the Medication Reconciliation process at discharge, the pharmacy information is automatically available for transmission of prescriptions.

- Provides information on patients current and past prescriptions (helps to identify factors that may indicate prescription drug abuse, addiction and diversion, while protecting the access and privacy of patients), and helps inform physicians and pharmacists about potential medication issues.
- Ensures 100% of e-prescriptions reach the designated pharmacy.
- Allows a prescriber to choose medications that are on formulary and covered by the patients' drug benefit plan.

The term of the Agreement expired on May 31, 2013. DrFirst has continued to render the much needed services to NMC since that time, however, NMC and DrFirst did not amend or renew the Agreement in a timely manner due in part to internal communication errors at NMC as well as extensive back and forth negotiating of pricing between NMC and DrFirst. During these negotiations NMC was able to identify some overcharging by DrFirst and the negotiations yielded a savings for NMC of over \$30,000. Therefore, Renewal and Amendment No. 2 has a retroactive term so as to cover the services rendered since the expiration.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Renewal and Amendment No. 2 as to legal form and risk provisions. The Renewal and Amendment No. 2 has also been reviewed and approved by Natividad Medical Center's Finance Committee (6.26.14) and Board of Trustees (7.11.14).

**FINANCING:**

The cost for this Renewal and Amendment No. 2 is \$242,045. NMC owes DrFirst \$152,852 for retroactive services already rendered plus \$42,024 for FY2014-15 for a current amount due of \$194,875. This \$194,875 is included in NMC FY14-15 Recommended Budget. There is no impact to the General Fund.

Prepared by: Dr. Charles Harris, NMC Physician, 783-2785

Approved by: Kelly O'Keefe, M.D., PhD, FCAP, Interim Chief Executive Officer, 783-2553

Attachments:

Renewal and Amendment No. 2

Renewal and Amendment No. 1

Original Master Agreement

Spend Sheet

Attachments on file with the Clerk to the Boards Office

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Kelly O'Keefe, M.D., PhD, FCAP  
Interim CEO, Natividad Medical Center

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Date