



# COUNTY OF MONTEREY - BOARD OF SUPERVISORS

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File #:	A 13-215	Name:	Beacon Parnters Amendment #7
Type:	BoS Agreement	Status:	Consent Agenda
File created:	8/19/2013	In control:	Natividad Medical Center
On agenda:	10/1/2013	Final action:	

**Title:** Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #7 to the Agreement (A-11879) with Beacon Partners Inc., for resources to support implementation and upgrades to Meditech Clinical Modules including: Meditech 5.66 Software Upgrade Intelligent Medical Objects (IMO) software implementation Patient Portal Implementation Meditech Support Analysts of Meditech Clinical Modules; and Meaningful Use Management and support, Extending the Agreement to June 30, 2015 and adding \$4,098,400 for a revised total Agreement amount not to exceed \$8,154,270 in the aggregate.

**Sponsors:** Sid Cato

**Attachments:** [1. Beacon Partners Amendment #7](#), [2. Beacon Partners Inc.](#), [3. Beacon Partners Amendment #7 Spend Sheet](#), [4. Explanation and Description of Meaningful Use](#), [5. Completed Board Order](#)

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**Title**

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #7 to the Agreement (A -11879) with Beacon Partners Inc., for resources to support implementation and upgrades to Meditech Clinical Modules including:

Meditech 5.66 Software Upgrade  
 Intelligent Medical Objects (IMO) software implementation  
 Patient Portal Implementation  
 Meditech Support Analysts of Meditech Clinical Modules; and  
 Meaningful Use Management and support,

Extending the Agreement to June 30, 2015 and adding \$4,098,400 for a revised total Agreement amount not to exceed \$8,154,270 in the aggregate.

**Report**

RECOMMENDATION:

It is recommended that the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #7 to the Agreement (A-11879) with Beacon Partners Inc., for resources to support implementation and upgrades to Meditech Clinical Modules including:

- Meditech 5.66 Software Upgrade
- Intelligent Medical Objects (IMO) software implementation
- Patient Portal Implementation
- Meditech Support Analysts of Meditech Clinical Modules; and
- Meaningful Use Management and support,

Extending the Agreement to June 30, 2015 and adding \$4,098,400 for a revised total Agreement amount not to exceed \$8,154,270 in the aggregate.

SUMMARY/DISCUSSION:

For the last several years NMC has purchased, and continues to purchase, necessary modules of MediTech in order to systematically build a fully operational EHR. The implementation of these modules provide for improved safety and services to NMC patients, as well as, meeting the ongoing mandated Medicaid and Medicare Meaningful Use requirements via the HITECH Act legislated by the federal government.

Please see Attachment A, "*Explanation and Description of Meaningful Use*" for more detailed information regarding Meaningful Use.

This request is for resources to manage, design and implement needed system upgrades and changes. The Meditech 5.66 Upgrade is a major software upgrade that is needed to utilize the functionality and features offered with MediTech. This upgrade has over 7000 changes that impact over 30 Meditech Modules. This needs to be completed by October 2013. All other work is contingent on this upgrade being done. This is critical to NMC.

Changes needed to meet 'Meaningful Use'

- Analysis, coordination, design and implementation of changes to many MediTech modules is needed to meet the 'Meaningful Use' Requirements Mandate
- New software- Implement IMO (Intelligent Medical Objects) - mapping tool is needed to support data and reports that are required
- New software - Patient Portal needs to be implemented to meet Meaningful Use requirements in 2014.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 7 as to legal form and risk provisions. The Auditor-Controller has reviewed and approved this Amendment No. 6 as to fiscal provisions. The Amendment No. 6 has also been reviewed and approved by Natividad Medical Center's Board of Trustees

FINANCING:

The cost for this Amendment No. 7 is \$4,098,400. \$1,800,000 is included in the Fiscal Year 2013/2014 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Charles Harris, MD, Chief Medical Informatics Officer, 783-2785

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Amendment No. 7, Agreement, Amendments 1, 2, 3, 4, 5 and 6, Attachment A, "*Explanation and Description of Meaningful Use*", Spend Sheet

Attachments on file with the Clerk to the Board's Office



## Monterey County

### Board Order

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

**Agreement No.: A-11879**

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

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 7 to the Agreement (A-11879) with Beacon Partners Inc., for resources to support implementation and upgrades to Meditech Clinical Modules including:

Meditech 5.66 Software Upgrade  
Intelligent Medical Objects (IMO) software implementation  
Patient Portal Implementation  
Meditech Support Analysts of Meditech Clinical Modules; and  
Meaningful Use Management and support,

Extending the Agreement to June 30, 2015 and adding \$4,098,400 for a revised total Agreement amount not to exceed \$8,154,270 in the aggregate.

PASSED AND ADOPTED on this 1st day of October 2013, 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 77 for the meeting on October 1, 2013.

Dated: October 2, 2013  
File Number: A 13-215

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

By Denise Hancock  
Deputy

AMENDMENT NO. 7  
TO PROFESSIONAL SERVICES AGREEMENT  
BETWEEN Beacon Partners AND  
THE NATIVIDAD MEDICAL CENTER  
FOR

MediTech 5.66, MediTech Support Analysis, Meaningful Use Project Portfolio Management, IMO  
Implementation

This Amendment No. 7 to Professional Services Agreement ("Agreement"), dated February 1, 2010 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Beacon Partners Inc. (Contractor), with respect to the following:

RECITALS

**WHEREAS**, the County and Contractor amended the Agreement previously on May 3, 2010 via Amendment No. 1, on October 1, 2010 via Amendment No. 2, on February 2, 2011 via Amendment No. 3 and on July 1, 2011 via Amendment No. 4 and on July 1, 2012 via Amendment No. 5, and on July 1, 2013 via Amendment No. 6.

**WHEREAS**, the County and Contractor wish to amend the Agreement to extend the term end date to allow for existing services to continue / and to add additional services requested by County; and

**WHEREAS**, the County and Contractor wish to amend the Agreement to increase the amount of the Agreement by \$4,098,400 because of the term extension / and the amount payable for services rendered.

AGREEMENT

**NOW, THEREFORE**, the parties agree to amend the Agreement as follows:

1. Amendment-No.7 to Exhibit A, attached to this Amendment, is hereby incorporated into Exhibit A. All references in the Agreement to Exhibit A shall be construed to refer to Amendment-7 to Exhibit A.
2. Section 1. "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 \$36,000." and replacing it with "The total amount payable by County to CONTRACTOR under Agreement No. (A-18879/MYA465) shall not exceed the total sum of \$8,154,270 for the full term of the Agreement".
3. Section 2., "TERM OF AGREEMENT" shall be amended by removing, "The term of this Agreement is from February 2, 2010 to January 31, 2011 unless sooner terminated pursuant to this Agreement" and replacing it with "The term of this Agreement is February 2, 2010 to June 30, 2015 unless sooner terminated pursuant to this Agreement".
4. Except as provided herein, all remaining terms, conditions and provisions of the Agreement and Amendment Nos.1, 2, 3, 4, 5, and 6 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-18879 MYA465)
6. The effective date of this Amendment No. 7 is September 1, 2013.

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.

Natividad Medical Center

By: \_\_\_\_\_  
Sid Cato, NMC Contracts Manager

Date: \_\_\_\_\_

By: Andrea Rosenberg  
for Harry Weis, NMC Chief Executive Officer

Date: 8/7/13

APPROVED AS TO LEGAL PROVISIONS

By: AB  
Anne Brereton, Deputy County Counsel

Date: Aug 14, 2013

APPROVED AS TO FISCAL PROVISIONS

By: [Signature]  
Gary Gibone,  
Monterey County Auditor/Controller's Office

Date: 8-14-13

Contractor

BEACON PARTNERS  
Contractor's Business Name\*\*\* (see instructions)

[Signature]  
Signature of Chair, President, or Vice-President

President + CEO  
Name and Title

Date: 8.5.13

By: [Signature]  
(Signature of Secretary, Asst. Secretary, CFO,  
Treasurer or Asst. Treasurer)

KIMBERLY POST CFO  
Name and Title

Date: 8/5/2013

\*\*\*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 (two signatures required).

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 (two signatures required).

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 (one signature required)



**BEACON<sup>®</sup>**  
**PARTNERS**

HEALTHCARE MANAGEMENT CONSULTANTS

Scott Freeman, Principal  
sfreeman@beaconpartners.com

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# Natividad Medical Center

A Budgetary Proposal for:

**MEDITECH 5.66 SMEs, MEDITECH  
Support Analysts, Meaningful Use  
Project Portfolio Management, IMO  
Implementation, Patient Portal  
Implementation**

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June 18, 2013



**➔ Amendment 7 to Exhibit A**

Personnel, Duration and Fees

All personnel assigned to the engagement shall be fully qualified to perform the tasks assigned to them and shall perform the services in a competent and professional manner.

We anticipate that the engagement will span approximately June 1, 2013 through June 30, 2015.

Consulting fees for this project, which shall remain valid for 90 days from the date of this Amendment, are:

Services	Hourly rate	Estimated hours	Estimated total fees*
MEDITECH 5.66 Upgrade Subject Matter Expertise; over 7,000 changes across 33 MEDITECH modules	\$170	6,720	\$1,142,400
Patient Portal Implementation	\$170	3,840	\$652,800
IMO Implementation	\$170	960	\$163,200
Meaningful Use and Project Portfolio Management	\$195	4,000	\$780,000
MEDITECH Support Analysts	\$170	8,000	\$1,360,000
<b>Total</b>			<b>\$4,098,400</b>

-LW1

The terms and conditions governing our other engagements with Natividad will apply to this engagement. Fees represented above are inclusive of travel and administrative expenses in accordance with all applicable Monterey County policies, including without limitation the Monterey County travel policy and are valid for 45 days from the date of this letter. Thank you for your continued use of our services.



**Natividad Medical Center**

Budgetary Proposal for MEDITECH Services

6/18/2013

Approvals

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\_\_\_\_\_  
Scott Freeman, Principal  
Beacon Partners

*Andrea Rosenberg*

\_\_\_\_\_  
Authorizing Signature  
Natividad Medical Center

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date



**BEACON  
PARTNERS**

HEALTHCARE MANAGEMENT CONSULTANTS