



# Monterey County

Item No.

## Board Report

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

Legistar File Number: A 20-285

July 28, 2020

**Introduced:** 7/10/2020

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Services Agreement with the Juniper Advisory LLC (Juniper) to provide financial consulting services for an amount not to exceed \$870,000 for the period July 1, 2020 to December 31, 2021;
- b. Approve NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitation on liability coverage language; and
- c. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$87,000) of the original contract amount, and do not significantly change the scope of work.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Services Agreement with the Juniper Advisory LLC (Juniper) to provide financial consulting services for an amount not to exceed \$870,000 for the period July 1, 2020 to December 31, 2021;
- b. Approve NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitation on liability coverage language; and
- c. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$87,000) of the original contract amount, and do not significantly change the scope of work.

### SUMMARY/DISCUSSION:

Juniper Advisory LLC is an independent advisory firm working exclusively with hospitals and health systems. Juniper Advisory LLC has completed more than 240 assignments in which they assisted nonprofit health systems consider various strategic options and have advised on more than 125 completed business combinations. Juniper Advisory LLC worked on over 20 projects in California, most recently with Santa Clara County ("SCC") in acquiring three former Daughters of Charity hospitals in the Bay Area. Being well versed in the specific requirements of local- Government owned hospitals, Juniper Advisory LLC is uniquely qualified to provide advisory services for Natividad.

The U.S. healthcare system is increasingly pushing hospitals and other healthcare delivery organizations to deliver integrated care across a broader market. Fee for service payment mechanisms are evolving towards a value-based healthcare market, which mandates local and regional coordination of healthcare delivery among hospitals, provider groups and healthcare support businesses. To ensure a

thriving public healthcare delivery system Juniper Advisory LLC will assist Natividad with strategy and planning regarding collaborative arrangements and opportunities with one or more health care business partners.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees on July 10, 2020.

FINANCING:

The total cost of this Agreement is \$870,000. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: Agreement

Attachments on file at the Clerk of the Board

  
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Dr. Gary R. Gray, Chief Executive Officer

  
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Date