



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 25-072

March 18, 2025

Introduced: 3/11/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$3,252,750 with an agreement term through June 30, 2028 with an effective start date of the date of the last signature and in substantially the same form as that which has been presented to the Board without significant change to its content.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract term provisions within the service agreement.
- c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract terms provisions within the business associate agreement.
- d. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$325,275) of the original cost of the agreement, for total contract liability of (\$3,578,025).

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$3,252,750 with an agreement term through June 30, 2028 with an effective start date of the date of the last signature and in substantially the same form as that which has been presented to the Board without significant change to its content.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract term provisions within the service agreement.
- c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract terms provisions within the business associate agreement.
- d. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$325,275) of the original cost of the agreement, for total contract liability of (\$3,578,025).

SUMMARY/DISCUSSION:

Total Renal Care, Inc. provides comprehensive dialysis services essential for patients with kidney

malfunction. The services include all inpatient areas in addition to the Acute Rehabilitation Unit (ARU). NMC and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (TJDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in the provision of quality patient care. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources necessary for patients requiring hemodialysis, peritoneal dialysis and Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis trained Registered Nurses to safely manage care of the patient and in addition, the associated equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. Education and support for NMC nurses include knowledge to monitor specific types of dialysis, such as peritoneal dialysis and CRRT. Transitional Smart Services is a patient and family education program that includes dialysis related education and/or chronic kidney disease education, as well as catheter and fistulas, vascular access modalities and dialysis care generally.

Total Renal Care's dialysis program meets the quality standards required by NMC and mechanisms are in place to measure and ensure compliance with NMC standards as required by the state of California, Center for Medicare and Medicaid Services (CMS) and The Joint Commission

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 8, 2024.

FINANCING:

The cost for this agreement is \$3,252,750 of which \$1,084,250 is included in the FY 2024-25 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Nina M. Woolfolk, Director of Acute Care Services, 772-7440

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Total Renal Care, Inc. Agreement

Attachments on file with the Clerk of the Board