



# Monterey County

Item No.

## Board Report

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

Legistar File Number: A 22-017

February 01, 2022

**Introduced:** 1/10/2022

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ConvergeOne, Inc. for network and telecom hardware, software, and professional services at NMC for an aggregate total amount not to exceed \$1,485,000 with an agreement term of February 1, 2022 through January 31, 2025.
- b. Authorize the Interim Chief Executive Officer to work with the vendor to adjust and modify quotes and SOWs as needed over the term of this agreement, subject to further County Counsel and County Auditor-Controller approval, so long as A) no additional terms and conditions are introduced, B) the overall cost does not exceed the \$1,485,000 requested, C) no additional projects are added to the agreement without formal amendment; and D) no services provided constitute a work of public improvement for which formal bidding shall be required.

### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ConvergeOne, Inc. for network and telecom hardware, software, and professional services at NMC for an aggregate total amount not to exceed \$1,485,000 with an agreement term of February 1, 2022 through January 31, 2025.
- b. Authorize the Interim Chief Executive Officer to work with the vendor to adjust and modify quotes and SOWs as needed over the term of this agreement, subject to further County Counsel and County Auditor-Controller approval, so long as A) no additional terms and conditions are introduced, B) the overall cost does not exceed the \$1,485,000 requested, C) no additional projects are added to the agreement without formal amendment, and D) no services provided constitute a work of public improvement for which formal bidding shall be required.

### **SUMMARY/DISCUSSION:**

NMC's IT department maintains its systems by updating and modernizing them per a predetermined lifecycle based on manufacturer specifications and industry best-practices. Hardware and software are replaced and/or refreshed at a rate that maximizes its value to the hospital while remaining reliable. Maintaining an effective technology lifecycle is crucial to assuring a high level of availability of critical patient systems such as the Electronic Health Record (EHR) and patient imaging. Software maintenance and support services are purchased to keep system software current and to mitigate any

potential system failures. ConvergeOne will provide Natividad with the necessary hardware and software and professional services to support the following projects:

- VoIP phone system lifecycle replacements and enhancements
- Server lifecycle replacements and enhancements
- IT business continuity for voice, systems, data, and applications
- Maintenance and support for new and existing software and hardware

NMC, in this agreement, is requesting funding in an amount not to exceed \$1,485,000 to purchase hardware and software to meet current and future technology needs. This funding will also allow NMC to procure professional services to install, configure and optimize the purchased and enhanced systems. Due to the need to maintain flexibility in an ever changing information technology landscape, NMC is also requesting that its Interim Chief Executive Officer have the authority to work with the vendor to adjust and modify quotes and SOWs as needed over the term of this agreement so long as A) no additional terms and conditions are introduced, B) the overall cost does not exceed the \$1,485,000 requested, C) no additional projects are added to the agreement without formal amendment, and D) no services provided constitute a work of public improvement for which formal bidding shall be required.

**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 April 9, 2021.

**FINANCING:**

The cost for this amendment No. 4 is \$1,485,000 of which \$741,518 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

These purchases facilitate the lifecycle replacement and provides for maintenance and support services for NMC’s electronic patient care systems. This purchase will assist with keeping these critical systems reliable and available.

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

Prepared by: Ari Entin, Chief Information Officer, 783-2564

Approved by: Charles R. Harris, MD, Interim Chief Executive Officer, 783-2504

Attachments:

ConvergeOne, Inc. Agreement

Attachments on file with the Clerk of the Board

Dr. Charles R. Harris  
Dr. Charles R. Harris, Interim Chief Executive Officer

1/20/22  
Date