



County of Monterey

Item No.44

Board Report

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

Legistar File Number: A 25-463

December 09, 2025

Introduced: 11/14/2025

Current Status: Natividad Medical Center
- Consent

Version: 1

Matter Type: BoS Agreement

- a Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute a nonstandard agreement with Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC for hospital operational efficiency consulting services with focus on resource efficiency at NMC for a maximum County obligation of \$210,000 for the term of December 1, 2025 through November 30, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard payment conditions, termination, insurance, royalties and inventions, miscellaneous provisions and limitations on liability provisions within the agreement.
- c. Approve and authorize the Chief Executive Officer for Natividad Medical Center or a designee to execute up to three (3) future amendments that do not exceed 10% (\$21,000) of the original agreement, do not significantly change the scope of services, and do not increase the total not to exceed amount over \$231,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute a nonstandard agreement with Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC for hospital operational efficiency consulting services with focus on resource efficiency at NMC for a maximum County obligation of \$210,000 for the term of December 1, 2025 through November 30, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard payment conditions, termination, insurance, royalties and inventions, miscellaneous provisions and limitations on liability provisions within the agreement.
- c. Approve and authorize the Chief Executive Officer for Natividad Medical Center or a designee to execute up to three (3) future amendments that do not exceed 10% (\$21,000) of the original agreement, do not significantly change the scope of services, and do not increase the total not to exceed amount over \$231,000.

SUMMARY:

Executive Consulting Group Management Consultants (ECG) stands out as a healthcare consulting firm with unparalleled expertise in hospital and health system operations. Their unique approach, tailored to Natividad's specific needs, will significantly improve labor and operational efficiency, thereby enhancing service delivery.

DISCUSSION:

Executive Consulting Group Management Consultants (ECG) is an experienced healthcare consulting firm in the US, with an extensive track record. ECG will provide Natividad with trustworthy, tailored tactical solutions based on thorough analysis and data. These solutions will empower the hospital to maximize its resources, both technological and labor. ECG is affiliated with Seimans Healthineers, one of the world's leading medical technology companies. ECG will work closely with the Natividad staff to improve labor and operational efficiency and enhance service delivery.

ECG will provide strategic guidance, identify opportunities, and plan to achieve operational efficiencies. Their specific focus will be on enhancing patient services and access, ensuring Natividad's continued growth and success.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement also has been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 7, 2025.

FINANCING:

The cost for this agreement is \$210,000 of which \$150,000 which is included in the FY 2025-26 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact on the General Fund with this action.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS SECTION:

Partnering with ECG will empower Natividad to deliver services with the right resources, all while carefully monitoring the financial impact on our hospital budget. This strategic collaboration is essential for securing our long-term sustainability and ensuring we continue to meet the needs of our community.

- ☐ Well-Being and Quality of Life
- ☒ Sustainable Infrastructure for Present and Future
- ☐ Safe and Resilient Communities
- ☐ Diverse and Thriving Economy
- ☐ Administrative

Prepared by: Daniel Leon, CFO, 783-2561

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

Attachment(s):

Board Report

Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC

Original Agreement

Attachments on file with the Clerk of the Board