

Before the Board of Supervisors in and for the  
County of Monterey, State of California

Agreement Nos. A-11287

See Agreement No. A- 11879 for Amendment No. 2.(11/2/10)

Authorize the Purchasing Manager for )  
Natividad Medical Center (NMC) to )  
execute Amendment #3 to the Agreement )  
with Beacon Partners for Meditech Billing )  
and Accounts Receivable (B/AR) Module )  
Support services at NMC in an amount not )  
to exceed \$343,080 (an increase of )  
\$150,000) for the period February 1, 2011 )  
to June 30, 2011..... )

Upon motion of Supervisor Salinas, seconded by Supervisor Potter, and  
carried by those members present, the Board hereby;

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute  
Amendment #3 to the Agreement with Beacon Partners for Meditech Billing and  
Accounts Receivable (B/AR.) Module Support services at NMC in an amount not to  
exceed \$343,080 (an increase of \$150,000) for the period February 1, 2011 to June 30,  
2011.

PASSED AND ADOPTED on this 15<sup>th</sup> day of February, 2011, by the following vote, to-  
wit:

AYES: Supervisors Armenta, Caloagno, 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 75 for the meeting on February 15, 2011.

Dated: February 16, 2011

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

By   
Deputy

**MONTEREY COUNTY BOARD OF SUPERVISORS**

<b>MEETING:</b>	<b>February 15, 2010</b>	<b>AGENDA NO.:</b>
<b>SUBJECT:</b>	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #3 to the Agreement with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support services at NMC in an amount not to exceed \$343,080 (an increase of \$150,000) for the period February 1, 2011 to June 30, 2011.	
<b>DEPARTMENT:</b>	Natividad Medical Center	

**RECOMMENDATION:**

It is recommended that the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #3 to the Agreement with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support services at NMC in an amount not to exceed \$343,080 (an increase of \$150,000) for the period February 1, 2011 to June 30, 2011.

**SUMMARY/DISCUSSION:**

Beacon Partners has been providing Meditech Billing and Accounts Receivable (B/AR) module subject matter expertise at NMC. As NMC continues to enhance and utilize additional functionality with B/AR, these services will need to be extended. A project of this magnitude requires oversight and management from highly skilled, back office-experienced individuals and Beacon Partners provides these services. The recommendation is to continue obtaining subject matter expertise services from Beacon Partners. Total spend on Beacon Partners for the period 8-12-2009 to present is \$856,609.65

**OTHER AGENCY INVOLVEMENT:**

The Amendment has been reviewed and approved by County Counsel, the Auditor/Controller's office and the Natividad Medical Center Board of Trustees.

**FINANCING:**

The cost for this Amendment is \$150,000 and is included in the 2010/2011 FY approved budget. This action will not require any additional General Fund subsidy.

Prepared by:  
Jim Fenstermaker 796-1647  
Chief Information Officer  
January 18, 2011

  
\_\_\_\_\_  
Harry Weis  
Chief Executive Officer

Attachments: Amendments #1, 2, Agreement, Board Order

AMENDMENT NO. 3  
FOR PROFESSIONAL SERVICE AGREEMENT  
BETWEEN Beacon Partners Inc. AND  
THE NATIVIDAD MEDICAL CENTER  
FOR

Meditech Billing and Accounts Receivable (B/AR) Module Support Services

The parties to Professional Service Agreement, dated February 1, 2010 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Beacon Partners Inc. (Contractor), hereby agree to amend their Agreement No. (A-11879) on the following terms and conditions:

1. Contractor will continue to provide NMC with the same scope of service as stated in the original Agreement No. (A-11879). Additionally services will include those described on Attachment A, attached to this Amendment #3.
2. This Amendment shall become effective on February 1, 2011 and shall continue in full force until June 30, 2011.
3. The total amount payable by County to Contractor under Agreement No. (A-11879) shall not exceed the total sum of \$343,080 for the full term of the Agreement and \$261,350 for fiscal year 2010-2011.
4. All other terms and conditions of the Agreement shall continue in full force and effect.
5. A copy of this Amendment shall be attached to the original Agreement No. (A-11879).

IN WITNESS WHEREOF, the parties hereto are in agreement with this Amendment and Professional Service Agreement on the basis set forth in this document and have executed this amendment on the day and year set forth herein.

CONTRACTOR

Signature [Signature] Dated 1/14/11  
 Printed Name ROBERT TABONSKI Title REGIONAL DIRECTOR

NATIVIDAD MEDICAL CENTER

Signature [Signature] Dated 2/16/11  
 Purchasing Manager  
 Signature [Signature] Dated 1/19/11  
 NMC - CEO

Approved as to Legal Form:  
Charles J. McKee, County Counsel

By [Signature]  
Stacy Saetta, Deputy  
Attorneys for County and NMC

Reviewed as to fiscal provisions Dated: 1/27, 2011  
[Signature]  
 Auditor-Controller  
 County of Monterey 1-27-11

# ATTACHMENT A

## Beacon Partners' Engagement Proposal

### I. SCOPE of WORK

The scope of this engagement is for Beacon Partners (Beacon) to provide management consulting services to Natividad Medical Center (NMC) in the form of MEDITECH Client Server (C/S) Billing and Accounts Receivable (B/AR) module support and subject matter expertise.

### II. APPROACH

Beacon will provide a consultant familiar and experienced with the MEDITECH C/S 5.6 B/AR module to provide the following services:

- Work with NMC to define optimal workflow measures and opportunities for process improvements for utilization of the new MEDITECH functionality.
- Work with department managers to discuss how the MEDITECH system will affect or change patient services or workflows.
- Provide guidance with the design and development of dictionaries.
- Assist with the needs of management and staff affected by the B/AR functionality, both in technology transition for those utilizing the new system and changes to workflows for those currently accustomed to other system or manual procedures.
- Respond to questions regarding use of the B/AR module.
- Resolve issues among the user community with regard to use of the system.
- Assist in maximizing the use of the B/AR module to improve revenue cycle performance.


### III. PERSONNEL, PROJECT 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 project will span 22 weeks, excluding holidays and ending July 28, 2011. Consulting fees for this project are:

PROFESSIONAL STAFF	HOURLY RATE	ESTIMATED HOURS	ESTIMATED FEES
Gail Artigue, <i>Senior Consultant</i>	\$170	880	\$149,600

All terms and conditions, as specified in our original Engagement Agreement dated January 29, 2010, will continue throughout 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. Upon approval please sign where indicated and fax this entire document 877.755.2703. Thank you for your continued use of our services.

**IV. APPROVALS**

  
\_\_\_\_\_  
Robert Jablonki, Regional Director  
Beacon Partners

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

SID LATO  
\_\_\_\_\_  
Print Name

8-16-11  
\_\_\_\_\_  
Date