



Monterey County

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066

Board Order

Agreement No.: A-12051

Upon motion of Supervisor Parker, seconded by Supervisor Armenta and carried by those members present, the Board of Supervisors hereby:

Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12051) with Mission Linen for Linen Cleaning Services at NMC, extending the Agreement an additional one (1) year period for a revised term of July 1, 2011 through June 30, 2016, and adding \$502,000 for a revised total Agreement amount not to exceed \$1,927,000.

PASSED AND ADOPTED on this 7th day of April 2015, by the following vote, to wit:

AYES: Supervisors Armenta, Phillips, 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 77 for the meeting on April 7, 2015.

Dated: April 8, 2015
File ID: A 15-057

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

By Denise Hancock
Deputy



Monterey County

168 West Alisal Street,
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Salinas, CA 93901
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Board Report

Legistar File Number: A 15-057

April 07, 2015

Introduced: 3/17/2015

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

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RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12051) with Mission Linen for Linen Cleaning Services at NMC, extending the Agreement an additional one (1) year period for a revised term of July 1, 2011 through June 30, 2016, and adding \$502,000 for a revised total Agreement amount not to exceed \$1,927,000.

DISCUSSION:

In April 2011 NMC went out for Request for Proposal (RFP # 9600-16) for Linen Processing Services. The NMC selection/scoring committee selected Mission Linen Supply as its vendor of choice. On July 26, 2011 the Board of Supervisors approved the agreement between NMC and Mission Linen Supply. The initial term of the agreement went from July 1, 2011 until June 30, 2014 with the option for two (2) additional one (1) year extensions. NMC already extended the agreement via Amendment No. 1 which was approved by the Board of Supervisors on 7/1/2014. NMC now wishes to exercise the option to extend for the final year for a revised term of July 1, 2011 through June 30, 2016.

Mission Linen provides laundry and linen services including scrubs, mat and rug rentals. They deliver clean linen and pick up soiled linen for Customer Owned Goods (COG) six (6) days a week. The vendor provides a Hospital Account Manager assigned to NMC to ensure that product and service levels are met on a continuous basis. They provide, at no cost to NMC, bulk carts to be used in the delivery of clean linen and for soiled linen pick up. Bulk carts are not used for clean linen unless they are cleaned according to The Joint Commission standards after every use. Mission Linen Supply is able to meet this regulatory requirement.

NMC has effectively negotiated a reduced rate, stated in Exhibit C-2, for the following services:

- Clean linen per pound fee
- Scrub top rental fee

Scrub pant rental fee
Scrub warm up jacket rental fee
All other fees stated in the original Attachment C remain valid, such as the Uniform Rental Fee.

The increase in annual cost for this agreement is due to the increased volume not an increase in price or scope. NMC has seen an increase in scrub use in surgery (Surgery volume has increased by more than 8% since last Fiscal Year), scrub use in Interventional Radiology (a new service line in Fiscal Year 2015), and in increase in linen usage in Medical/Surgical, Intensive Care, and Acute Rehabilitation units as the patient census has increased since last Fiscal Year.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on 3/5/15 and by its Board of Trustees on 3/6/15.

FINANCING:

The cost for this Amendment No. 2 is \$502,000 and shall be included in NMC's Fiscal Year 2015-16 Recommended Budget. There is no impact to the General Fund.

Prepared by: Andrea Rosenberg, Hospital Assistant Administrator, 783-2562

Approved by: Gary R. Gray, DO, Interim CEO, 783-2504

Attachments:

Amendment No. 1 to Mission Linen Agreement
Original Agreement
Spend Sheet

Attachments on file with the Clerk of the Board



Gary Gray DO, Interim Chief Executive Officer



Date

**AMENDMENT NO. 2
TO SERVICES AGREEMENT
BETWEEN MISSION LINEN SUPPLY AND
THE NATIVIDAD MEDICAL CENTER
FOR
LINEN PROCESSING SERVICES**

This Amendment No. 2 to Services Agreement ("Agreement"), dated July 1, 2011, is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter "NMC"), and Mission Linen Supply (hereinafter "CONTRACTOR"), with respect to the following:

RECITALS

WHEREAS, the Agreement was executed for Linen Processing Services with a thirty six month term and a total Agreement amount not to exceed \$1,425,000; and

WHEREAS, NMC and CONTRACTOR exercised the first option to amend Agreement (A-12051) on July 1, 2014 via Amendment No. 1 with no additional dollars added; and

WHEREAS, NMC and CONTRACTOR currently wish to exercise the second option to amend Agreement (A-12051) to allow for services to continue with additions to the original scope of work attached hereto as "Exhibit C-2 per Amendment No. 2" with a \$502,000 increase for the added services effective July 1, 2015 extending the Agreement to June 30, 2016 for a total Agreement amount of \$1,927,000.

AGREEMENT

NOW, THEREFORE, the parties agree to amend the Agreement as follows:

The Agreement is hereby amended on the terms and conditions as set forth in Original Agreement and in Amendment No 1 incorporated herein by this reference, except as specifically set forth below.

1. Agreement Section No. 5, "TERM OF AGREEMENT", shall be amended by removing, "*The term of this Agreement is from July 1, 2011 to June 30, 2014 unless sooner terminated pursuant to this Agreement*" and replacing it with "*The term of this Agreement is July 1, 2011 to June 30, 2016 unless sooner terminated pursuant to this Agreement*".

2. Agreement Section 6. "PAYMENTS BY NMC", shall be amended to the following:
"NMC shall pay the CONTRACTOR in accordance with the payment provisions set forth in Exhibit C and in Exhibit C-2 subject to the limitations set forth in this Agreement and Amendment No2. The total amount payable by NMC to CONTRACTOR shall not exceed the sum of \$1,927,000.00."

3. Agreement Section 4, "ADDITIONAL PROVISIONS/EXHIBITS", shall be amended to the following:

"The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:

Exhibit C: Scope of Services/Payment Provisions

Exhibit C-2: Additional Scope of Services/Payment Provisions as per Amendment No. 2". Revised pricing sheet effective July 1, 2015.

If there is any conflict or inconsistency between the provisions of Agreement, or this AMENDMENT No. 2, the provisions of this AMENDMENT No. 2 shall govern.

Amendment No.2
To Agreement with Mission Linen Supply
Term: July 1, 2011 through June 30, 2016
Not to Exceed: \$1,927,000.00

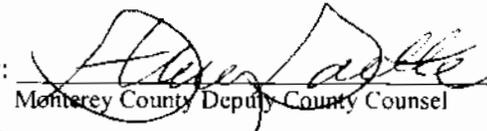
IN WITNESS WHEREOF, the parties hereby execute this AMENDMENT NO. 2 as follows:

Natividad Medical Center

By: 
Gary R. Gray, DO, Interim CEO

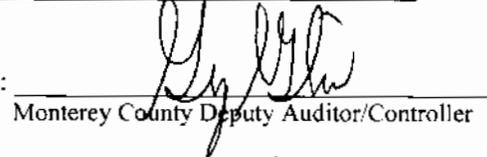
Date: 4/14/15

APPROVED AS TO LEGAL PROVISIONS

By: 
Monterey County Deputy County Counsel

Date: 3/11/15

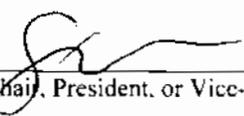
APPROVED AS TO FISCAL PROVISIONS

By: 
Monterey County Deputy Auditor/Controller

Date: 3/11/15

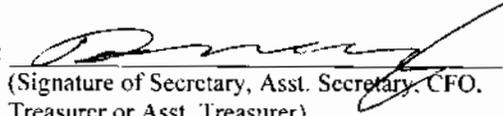
CONTRACTOR

Mission Linen Supply
Contractor's Business Name*** (see instructions)


Signature of Chair, President, or Vice-President

Kevin Parisseault, Regional Director
Name and Title

Date: 3/15/15

By: 
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer)

Bill McCreary, District Manager
Name and Title

Date: 3-5-2015

***Instructions

IF CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers (two signatures required).

If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership (two signatures required).

If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required)



2-18-2015

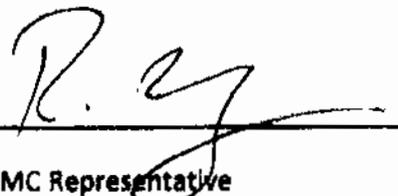
ADDENDUM FOR PRICING IN ADDITION TO QUOTED ITEMS ON LAUNDRY SERVICES
AGREEMENT 9600-16 DATED 6/30/2011

Clean Linen Per Pound Fee	\$0.40
Scrub Top Rental Fee	\$0.60
Scrub Pant Rental Fee	\$0.60
Scrub Warm-up Jacket Rental Fee	\$0.70

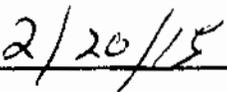
The items listed above are part of the original contract. For pricing protection the parties wish to modify the current prices for the items noted above and extend the terms for one year. These items are currently in use at NMC and fall under the same terms and conditions covered under 9600-16.



Bill McCreary for Mission Linen Supply



NMC Representative



Date



Date