

MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING:	February 7, 2012	AGENDA NO.:	<i>16</i>
SUBJECT:	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute the Professional Services Agreement with Monterey Bay Oncology Associates to provide Hematology Oncology and Business Consulting Services at NMC in an amount not to exceed \$300,000 for the period February 1, 2012 to January 31, 2013.		
DEPARTMENT:	Natividad Medical Center		

RECOMMENDATION:

It is recommended that the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute the Professional Services Agreement with Monterey Bay Oncology Associates to provide Hematology Oncology and Business Consulting Services at NMC in an amount not to exceed \$300,000 for the period February 1, 2012 to January 31, 2013.

SUMMARY/DISCUSSION:

NMC currently does not provide full service (outpatient and inpatient) hematology oncology services. NMC desires to offer full service hematology oncology services, first by offering outpatient specialty clinic services (including non-chemotherapy infusion services), call coverage, inpatient rounding, consultation (outpatient and inpatient), medical director services and business consulting services, subsequently followed by chemotherapy infusion services (both for outpatients and inpatients).

The agreement is for outpatient specialty clinic services (including non-chemotherapy infusion services), call coverage, inpatient rounding, medical consultation, medical director (including resident education) services and business consulting services. NMC will amend the agreement when it desires to add chemotherapy infusion services

The amount of this agreement for the period February 1, 2012 to January 31, 2013 is \$300,000 and is equal to the compensation times the maximum number of projected outpatient clinic sessions, call coverage days, inpatient rounding hours, medical consultations, medical director services hours, business consulting services hours that will all be provided during the one year period, and the maximum allowable incentive compensation for patient satisfaction. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The total cost of this Agreement is not to exceed \$300,000, \$125,000 is included in the fiscal year 2012 budget and the remaining balance of \$175,000 will be budgeted for subsequent fiscal years. There is no impact to the General Fund.

Prepared by:
Jeanne-Ann Balza
Management Analyst
December 13, 2011



Harry Weis
Chief Executive Officer

Attachments:

Board Report, Board Order, Agreement
Attachments on File with the Clerk of the Board