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 [Board of Supervisors](#)   
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 [Reports](#)

File #:	A 13-070	Name:	Camden Group Amendment #1
Type:	BoS Agreement	Status:	Passed
File created:	5/4/2013	In control:	Board of Supervisors
On agenda:	5/21/2013	Final action:	5/21/2013

**Title:** Authorize the Purchasing Manager of Natividad Medical Center to execute Amendment No. 1 to the Agreement (A-12386) with The Camden Group for the development of integrated systems of health care services, extending the Agreement to June 30, 2014 and adding \$621,000, for a revised total Agreement amount not to exceed \$800,000.

**Sponsors:** Sid Cato

**Attachments:** [1. Camden Group Amendment #1](#), [2. Completed Board Order](#)

[History \(1\)](#)   
 [Text](#)

**Title**

Authorize the Purchasing Manager of Natividad Medical Center to execute Amendment No. 1 to the Agreement (A-12386) with The Camden Group for the development of integrated systems of health care services, extending the Agreement to June 30, 2014 and adding \$621,000, for a revised total Agreement amount not to exceed \$800,000.

**Report**

**RECOMMENDATION:**

It is recommended that the Board of Supervisors authorize the Purchasing Manager of Natividad Medical Center to execute Amendment No. 1 to the Agreement (A-12386) with The Camden Group for the development of integrated systems of health care services, extending the Agreement to June 30, 2014 and adding \$621,000, for a revised total Agreement amount not to exceed \$800,000.

**SUMMARY/DISCUSSION**

Natividad Medical Center (NMC) is currently working with The Camden Group in the development of a new Strategic Plan that is aligned with the dynamic, rapidly changing healthcare delivery environment. Through this work on the NMC Strategic Plan, it is evident that the developments of integrated systems of health care services are important goals consistent with NMC's future vision. The Camden Group is uniquely qualified to assist NMC in this work. The Camden Group's executive team members are national experts in strategic planning, healthcare reform, and delivery system integration and physician alignment. The firm has extensive experience in understanding the California healthcare landscape through working with California hospitals and healthcare systems. Moreover, the firm has significant public safety net health care system experience having worked with twelve California healthcare districts and ten County hospitals. The term of this amended agreement will be from January 1, 2013 through June 30, 2014.

**OTHER AGENCY INVOLVEMENT**

County Counsel has reviewed and approved this Amendment No. 1 as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment No. 1 as to fiscal provisions. The Amendment No. 1 has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

**FINANCING**

The cost for this Amendment No. 1 is \$621,000. \$380,000 is included in the Fiscal Year 2012/2013 Adopted Budget. \$241,000 is included in the Fiscal Year 2013/2014 Recommended Budget. There is no impact to the General Fund.

Prepared by: Harry Weis, CEO, 831-783-2553  
Approved by: Harry Weis, CEO, 831-783-2553

Attachments: Amendment No. 1 and Original Agreement  
Attachments on file at the Clerk of the Board



## Monterey County

### Board Order

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

#### Agreement No. A-12386

Upon motion of Supervisor Salinas, seconded by Supervisor Calcagno and carried by these members present, the Board of Supervisors hereby:

Authorized the Purchasing Manager of Natividad Medical Center to execute Amendment No. 1 to the Agreement (A-12386) with The Camden Group for the development of integrated systems of health care services, extending the Agreement to June 30, 2014 and adding \$621,000, for a revised total Agreement amount not to exceed \$800,000.

PASSED AND ADOPTED on this 21st day of May 2013, by the following vote, to wit:

AYES: Supervisors Armenta, Calcagno, Salinas and Parker  
NOES: None  
ABSENT: Supervisor Potter

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 76 for the meeting on May 21, 2013.

Dated: May 22, 2013  
File Number: A 13-070

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

By

Deputy

**AMENDMENT NO. 1  
TO PROFESSIONAL SERVICES AGREEMENT  
BETWEEN The Camden Group AND  
THE NATIVIDAD MEDICAL CENTER  
FOR  
Development of Integrated Systems of Healthcare Services**

This Amendment No. 1 to Professional Services Agreement (“Agreement”), dated January 1, 2013, is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (“NMC”), and The Camden Group (Contractor), with respect to the following:

**RECITALS**

**WHEREAS**, the County and Contractor wish to amend the Agreement to extend the term end date to allow for existing services to continue, and to add additional services requested by County; and

**WHEREAS**, the County and Contractor wish to amend the Agreement to increase the amount of the Agreement because of the term extension, and the amount payable for services rendered.

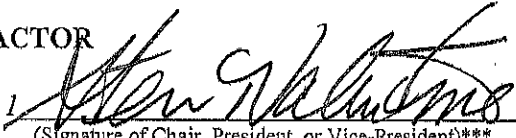
**AGREEMENT**

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

1. The Agreement is hereby amended on its prior terms and conditions as set forth in Exhibit A incorporated herein by this reference, except as specifically set forth below.
2. Exhibit B, attached to this Amendment, is hereby added and incorporated into the Agreement.
3. Section 2 of the Agreement, “PAYMENTS BY NMC” shall be amended by removing, “*The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$179,000.*” and replacing it with “*The total amount payable by County to CONTRACTOR under Agreement No. (A-12386) shall not exceed the total sum of \$800,000 for the full term of the Agreement.*”
4. Section 3 of the Agreement, “TERM OF AGREEMENT” shall be amended by removing, “*The term of this Agreement is from January 1, 2013 to June 30, 2013 unless sooner terminated pursuant to this Agreement*” and replacing it with “*The term of this Agreement is from January 1, 2013 through June 30, 2014 unless sooner terminated pursuant to this Agreement.*”
5. Except as provided herein, all remaining terms, conditions and provisions of the Agreement are unchanged and unaffected by this Amendment and shall continue in full force and effect as set forth in the Agreement.
6. A copy of this Amendment No. 1 shall be attached to the original Agreement (No. A-12386).
7. The effective date of this Amendment is January 1, 2013.

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


CONTRACTOR

Signature 1   
(Signature of Chair, President, or Vice-President)\*\*\*

Dated 4/15/13

Printed Name Steven Valentine

Title PRESIDENT

Signature 2   
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer) \*\*\*

Dated 4/15/13

Printed Name MARK DUBOW


Title SENIOR VICE PRESIDENT

\*\*\*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. 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. If CONTRACTOR is contracting in and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement.

NATIVIDAD MEDICAL CENTER

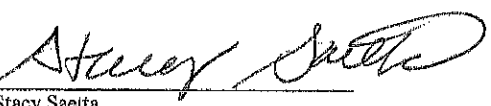
Signature   
Purchasing Manager

Dated 5-20-13

Signature   
NMC - CEO

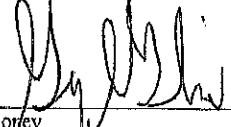
Dated 4/30/13

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

By   
Stacy Saetta  
Deputy Attorney for County and NMC

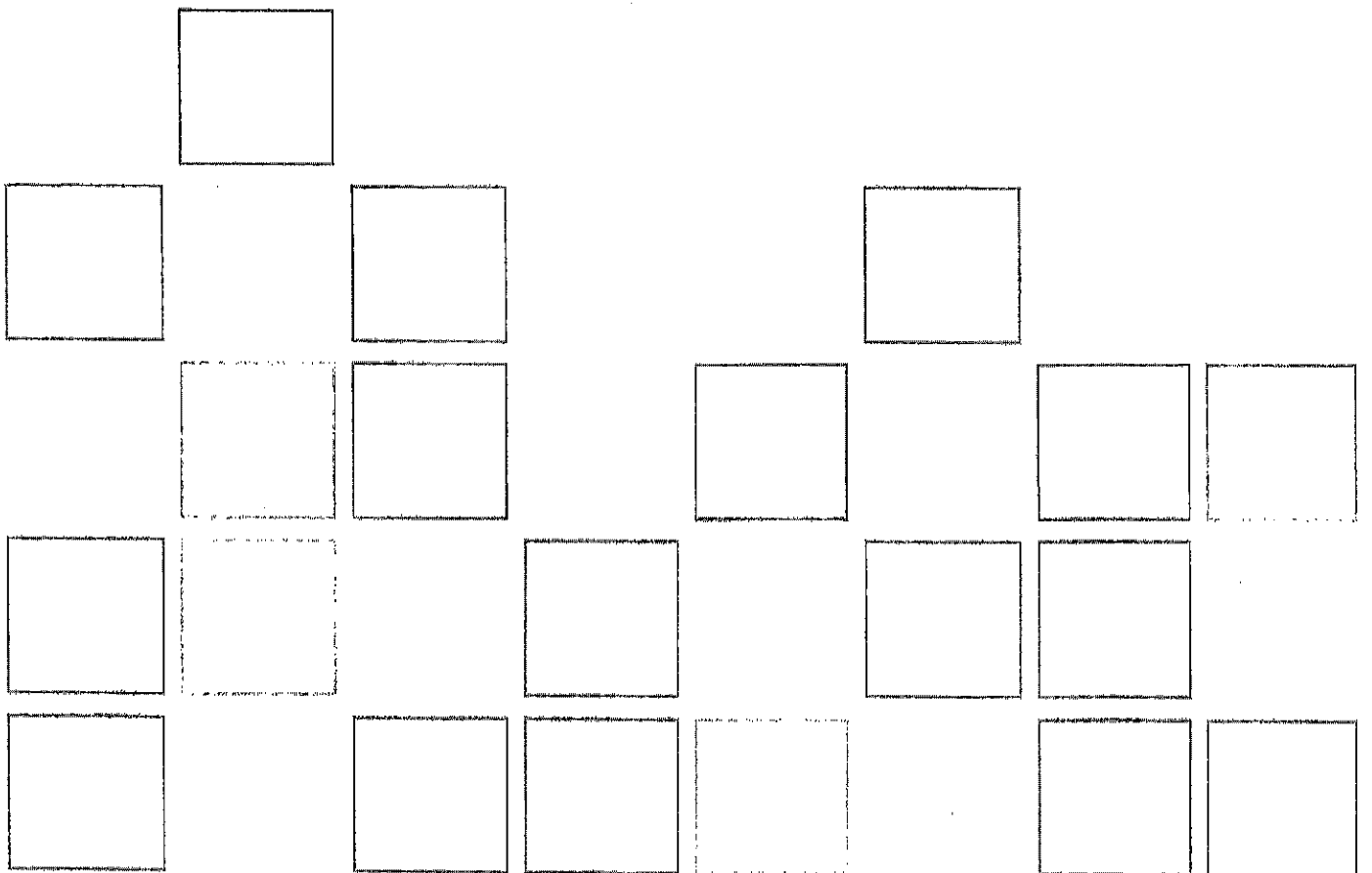
Dated: 5/2, 2013

Approved as to Fiscal Provisions:

By   
Gary Giboney  
Monterey County Auditor/Controller's Office

Dated: 3-2, 2013

# Exhibit B



## Exhibit B

### **Scope of Work, Timing, and Fees**

The Camden Group will assist with the development of integrated systems of healthcare services. The Camden Group will provide a scope of work for each engagement, approved by Natividad Medical Center, associated with healthcare system development. We charge clients on an hourly basis for the actual time expended on behalf of their project. Our fees reflect the relevant experience and knowledge required to conduct the individual engagements. Our professional fees average between \$300-\$350 per hour, depending on staffing requirements. In the event that engagements are completed in fewer hours than expected, the fees will be reduced accordingly. Should a need or request for additional work arise, we will discuss it with you and obtain approval prior to proceeding. All travel expenses will be paid per the Monterey County Travel Policy.

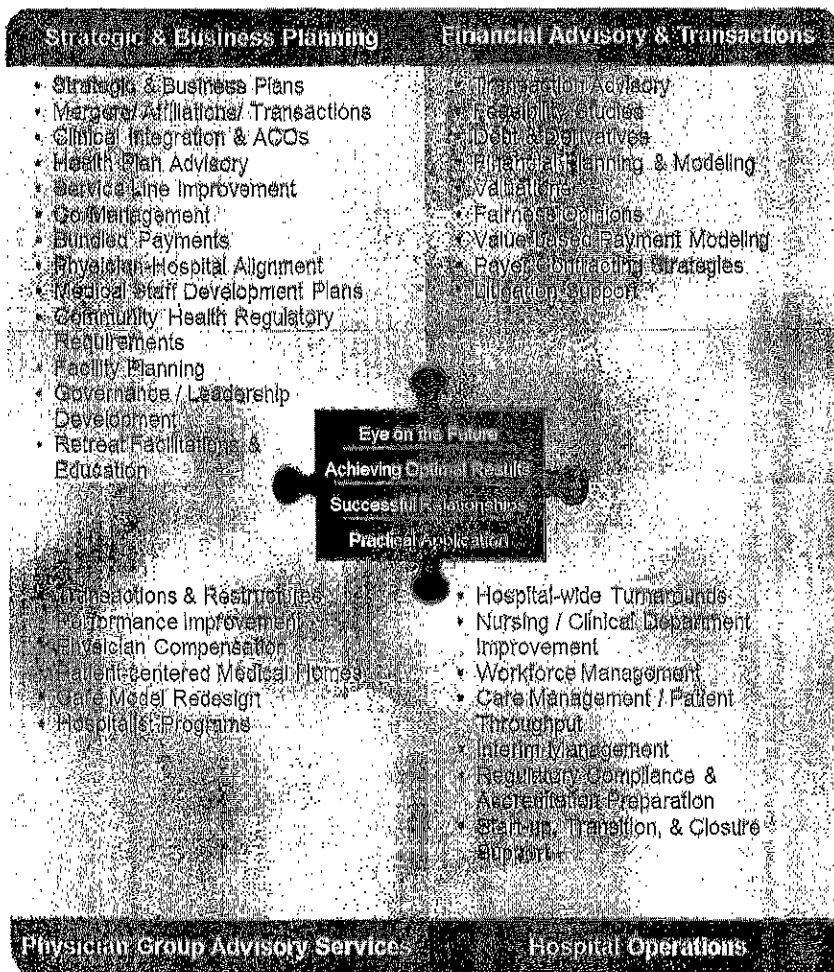
Invoices are submitted monthly based on the work performed and expenses incurred during the previous month, and are payable per the Monterey County Services Agreement.

# Exhibit B

## Firm Qualification

For over 40 years, The Camden Group has been providing management and consulting services to the healthcare industry exclusively. We are dedicated to improving and changing the healthcare industry in concert with our clients. With offices across the country, we have assisted more than 2,000 healthcare organizations nationwide. Our multidisciplinary team of industry experts and clinical leaders is nationally recognized for their thought leadership, results-oriented approach, and personalized service. We have extensive, hands-on experience in many facets of healthcare, including hospitals, health systems, medical groups, ACOs, health plans, bundled payment and clinical integration, and nearly one-third of our senior management team have served in clinical leadership roles.

Our relevant and expert advice, together with our practical approaches, proven methodologies, and customized solutions, enable our clients to thrive in a dynamic environment, effectively manage the health of their communities, and improve the healthcare industry overall. Our wide range of capabilities and commitment to our clients' success have made us a respected and trusted leader. Our responsive and collaborative client service has resulted in long-standing relationships with our clients – some for more than 30 years.



For more information and access to our Thought Leadership Library, please visit our website at [www.thecamden.com](http://www.thecamden.com).