



Monterey County

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

Board Report

Legistar File Number: A 16-406

January 10, 2017

Introduced: 12/14/2016

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Addendum No. 1 to the Letter of Agreement with The Advisory Board Company for member enrollment in leader development for physicians adding \$101,024 for a revised total agreement amount not to exceed \$305,946 with no change to the agreement term of December 31, 2015 through December 30, 2018.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Addendum No. 1 to the Letter of Agreement with The Advisory Board Company for member enrollment in leader development for physicians adding \$101,024 for a revised total agreement amount not to exceed \$305,946 with no change to the agreement term of December 31, 2015 through December 30, 2018.

SUMMARY/DISCUSSION:

The Advisory Board is the leading provider of comprehensive performance improvement services to the health care sector-including operational best practices and insights, performance technologies and analytic tools, management training, unbiased technology evaluation, and consulting support.

The Advisory Board Company has over 3,800 organizations as clients including hospitals, physician groups, health systems and academic medical centers. Their commitment to best-practice standards and insistence on continual improvement comes from their experiences over 30 years in the industry.

NMC would like to amend the current Agreement with The Advisory Board to include member enrollment in leader development for physicians. Leader development for physicians consists of comprehensive program planning and consultation; on-site interactive workshops and unlimited access to learning tools and resources for the development of effective leadership skills specific to the performance objectives at NMC.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this addendum no. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The addendum no. 1 has also been reviewed and approved by NMC's Finance Committee Board of Trustees on December 2, 2016.

FINANCING:

The cost for this addendum no. 1 is \$101,024, of which \$49,280 is included in the Fiscal Year

2016-17 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Dr. Craig Walls, Chief Medical Officer, 783-2521

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

The Advisory Board Company Addendum No. 1

The Advisory Board Company Letter of Agreement

The Advisory Board Company spend sheet

Attachments on file with the Clerk of the Board



Dr. Gary R. Gray, Chief Executive Officer

12/21/16

Date