



# Monterey County

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

## Board Report

Legistar File Number: A 17-105

April 18, 2017

**Introduced:** 4/4/2017

**Version:** 1

**Current Status:** Agenda Ready

**Matter Type:** BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, with an initial Agreement term of April 19, 2017 through April 18, 2018 with the option to extend for two (2) additional two (2) year periods, and for an original contract amount not to exceed \$5,000,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) amendments, in which the total does not exceed 1% (\$50,000) of the original contract amount across all amendments.

### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, with an initial Agreement term of April 19, 2017 through April 18, 2018 with the option to extend for two (2) additional two (2) year periods, and for an original contract amount not to exceed \$5,000,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) amendments, in which the total does not exceed 1% (\$50,000) of the original contract amount across all amendments.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center utilizes registry services to staff hard to fill positions to meet the hospital's staffing needs for clinical positions and to ensure high quality patient care. Over the last year NMC has had a more difficult time identifying an adequate number of registry staff to meet the current needs of the facility. As a result NMC is recommending the utilization of a Vendor Management System and associated services which will provide the following benefits to NMC process: 1) Increase the number of registry vendor agencies available to NMC, 2) Streamline the billing process, and 3) Replace the many individual nurse and ancillary registry agreements (15 nurse registry contracts and 8 ancillary registry contracts) that NMC has at this current time which will lead to more efficient way for NMC to do business. There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry

companies for their services. Therefore, the total amount paid by NMC is for services performed by registry staff.

FocusOne Solutions was selected through a solicitation process. NMC issued Request for Proposals (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration. Upon a thorough selection process by NMC to include online demonstrations of the vendor management system, and FocusOne Solutions was selected as the strongest candidate who demonstrated that it was best able to meet the needs of NMC.

The original total agreement amount of \$5,000,000 reflects the projected need for both nurse registry and ancillary registry positions based on historic expenditures.

NMC will return to the Board of Supervisors a year from now to request authority to extend the term as per the terms and conditions of the agreement provided both parties to this agreement are in agreement to do so.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved the RFP and the Agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved the Agreements as to payment provisions. The Agreement template was approved by the NMC Finance Committee on October 27, 2016, and by the NMC Board of Trustees on December 2, 2016.

**FINANCING:**

The total cost for this Agreement is not to exceed \$5,000,000 of which \$167,000 is included in the Adopted Budget for Fiscal Year 2016-17 for ancillary and nurse registry service fees. \$1,000,000 has been included in the FY17-18 Recommended Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Economic Development

Administration

This agreement is for a robust software system which enables NMC to streamline its processes pertaining to nurse and ancillary registry requests, including the associated invoicing and billing processes. This leads to a more efficient way of doing business.

Health and Human Services

This agreement is with a vendor who is able to provide NMC with a broader pool of nurse and ancillary registry agencies than NMC has had under contract historically, and a broader pool which leads to broader selection options and availability for NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner enabling NMC to provide reliable and quality patient care to thereby improving the health and quality of life for patients and their families.

Infrastructure

\_\_ Public Safety

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701

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

Attachments:

Agreement with FocusOne Solutions, LLC, awarded per RFP #9600-62

Attachments on file with the Clerk of the Board