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File #:	A 12-066	Version: 1	Name:	Beacon Partners Amendment #5
Type:	BoS Agreement		Status:	Consent Agenda
File created:	5/7/2012		In control:	Board of Supervisors
On agenda:	6/12/2012		Final action:	

**Title:** Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11879) with Beacon Partners Inc. for Meditech Management Consulting Services at NMC, extending the Agreement to June 30, 2012 and adding \$520,000 for Fiscal Year (FY) 2012-13 for a revised total Agreement amount not to exceed \$1,033,080 in the aggregate.

**Attachments:** [Beacon Partners](#)

[History \(0\)](#)   
 [Text](#)

**Title**

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11879) with Beacon Partners Inc. for Meditech Management Consulting Services at NMC, extending the Agreement to June 30, 2012 and adding \$520,000 for Fiscal Year (FY) 2012-13 for a revised total Agreement amount not to exceed \$1,033,080 in the aggregate.

**Body**

**RECOMMENDATION:**

It is recommended the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11879) with Beacon Partners Inc. for Meditech Management Consulting Services at NMC, extending the Agreement to June 30, 2012 and adding \$520,000 for Fiscal Year (FY) 2012-13 for a revised total Agreement amount not to exceed \$1,033,080 in the aggregate.

**SUMMARY/DISCUSSION:**

As NMC continues to pursue a fully electronic health record including attestation for Meaningful Use, a need has been identified for additional subject matter expertise (SME) and staff augmentation resources to support these efforts. The recommendation is to continue obtaining subject matter expertise and staff augmentation services from Beacon Partners. Beacon is a firm recognized industry wide for possessing experienced and skilled Meditech consultants and has an existing relationship with Monterey County. Beacon consultants will work with Natividad to define optimal workflow measures and opportunities for process improvement for utilization of Meditech. They will provide guidance with the design and development of dictionaries and assist with implementation. Beacon will resolve issues among the user community, and assist in maximizing use of the current and new Meditech modules to improve quality of care and revenue at Natividad.

**OTHER AGENCY INVOLVEMENT:**

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

**FINANCING:**

The cost for this Amendment is \$520,000 and is included in the Fiscal Year 2012/2013 Recommended Budget. There is no impact to the General Fund.

Prepared by: Jim Fenstermaker, CIO, 783-2559

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Agreement, Amendments 1, 2, 3, 4, and 5



## Monterey County

### Board Order

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

#### Agreement No. A-11879

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

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement (A-11879) with Beacon Partners Inc. for Meditech Management Consulting Services at NMC, extending the Agreement to June 30, 2013 and adding \$520,000 for Fiscal Year (FY) 2012-13 for a revised total Agreement amount not to exceed \$1,033,080 in the aggregate.

PASSED AND ADOPTED on this 12th day of June 2012, by the following vote, to-wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Parker, and Potter

NOES: None

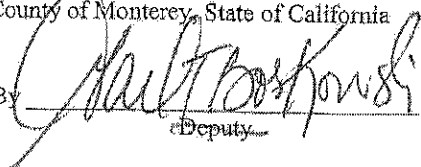
ABSENT: None

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 76 for the meeting on June 12, 2012.

Dated: July 12, 2012  
File Number: A 12-066

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

By

  
Deputy

**AMENDMENT NO. 5**  
**FOR PROFESSIONAL SERVICES AGREEMENT**  
**BETWEEN Beacon Partners Inc. AND**  
**THE NATIVIDAD MEDICAL CENTER**  
**FOR**  
**Meditech Management Consulting Services**

The parties to Professional Services Agreement ("Agreement"), dated February 1, 2010 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Beacon Partners Inc. (Contractor), hereby agree to amend their Agreement (No. A-11879) on the following terms and conditions:

**WHEREAS**, the County and Contractor wish to amend the Agreement to extend the term end date and to add additional services requested by County.

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

**WHEREAS**, the County and Contractor amended the Agreement previously on May 3, 2010 via Amendment No. 1, on October 1, 2010 via Amendment No. 2, on February 2, 2011 via Amendment No.3 and on July 1, 2011 via Amendment No. 4.

1. Exhibit A to the Agreement is replaced with Amendment-4 to Exhibit A, attached to this Amendment. All references in the Agreement to Exhibit A shall be construed to refer to Amendment-4 to Exhibit A.
2. Section 1. "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 \$36,000.*" and replacing it with "*The total amount payable by County to CONTRACTOR under Agreement No. (A-11879) shall not exceed the total sum of \$1,033,080 for the full term of the Agreement and \$520,000 for fiscal year 2012-13.*"
3. Section 2. "TERM OF AGREEMENT" shall be amended by removing, "*The term of this Agreement is from February 1, 2010 to January 31, 2011 unless sooner terminated pursuant to this Agreement*" and replacing it with "*The term of this Agreement is from February 1, 2010 to June 30, 2013 unless sooner terminated pursuant to this Agreement.*"
4. All other terms and conditions of the Agreement shall continue in full force and effect. Except as provided herein, all remaining terms, conditions and provisions of the Agreement and Amendment Nos. 1, 2, 3, and 4 are unchanged and unaffected by this Amendment and shall continue in full force and effect as set forth in the Agreement.
5. A copy of this Amendment and all previous amendments shall be attached to the original Agreement (No. A-11879)
6. The effective date of this Amendment is July 1, 2012

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  Dated April 18, 2012

Printed Name Ralph P. Fagnoli, Jr. Title President and CEO

Signature 2  Dated April 18, 2012

Printed Name Robert J. Jablonski Title Principal

\*\*\*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 an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement.


**NATIVIDAD MEDICAL CENTER**

Signature  Dated 7-12-12  
Purchasing Manager

Signature  Dated 7/23/12  
NMC - CEO

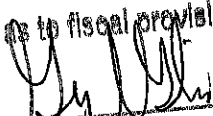
**Approved as to Legality and Legal Form:**

Charles J. McKee, County Counsel

By   
Stacy Saetta, Deputy  
Attorneys for County and NMC

Dated: 4/27, 2012

Reviewed as to fiscal provisions

  
Auditor-Controller  
County of Monterey 4/27/12

## Amendment-5 to Exhibit A

### Scope of Work

The scope of this engagement is for Beacon Partners (Beacon) to provide management consulting services to Natividad Medical Center (Natividad) in the form of subject matter expertise and staff augmentation support for clinical and non-clinical MEDITECH modules being implemented in MEDITECH Client Server (C/S) 5.64.

Beacon will provide experienced MEDITECH subject matter experts (SMEs) aligned with MEDITECH's Billing and Accounts Receivable (B/AR), Bedside Medication Verification (BMV), Electronic Medication Administration Record (eMAR) modules and transfusion records, as well as staff augmentation for the Order Entry (OE), Emergency Department Management (EDM), Provider Order Management (POM), Community Wide Scheduling (CWS), Prescription Management (RXM) and Pharmacy (PHA), Materials Management (MM), Laboratory (LAB) and Imaging and Therapeutic Services (ITS) modules.

### Approach

Beacon will continue to utilize those consultants familiar and experienced with the MEDITECH C/S 5.64 modules at Natividad, to provide the following services for this engagement:

- Prepare and distribute weekly status reports to Natividad information technology (IT) leadership.
- Develop and / or supervise development and production of project deliverables and work products.
- Participate in the implementation project team work groups to discuss MEDITECH experiences of best practice approaches to the implementation.
- Participate in operational workflow redesign.
- Work with Natividad to define optimal workflow measures and opportunities for process improvements for utilization of the new MEDITECH functionalities.
- Work with Natividad's physicians, nurses, clinicians and department managers to discuss how the MEDITECH system will affect or change patient services or workflows.
- Work with Natividad's nurses and physicians to identify their needs and requirements for appropriate use of the MEDITECH applications.
- Provide guidance with the design and development of dictionaries.

- Assist with the needs of management and staff affected by the new functionalities, both in technology transition for those utilizing the new system and changes to workflows for those currently accustomed to other system or manual procedures.
- Respond to questions regarding use of the modules.
- Resolve issues among the user community with regard to use of the system.
- Assist in maximizing the use of the modules to improve revenue cycle performance.
- Provide guidance with the design and development of dictionaries.
- Assist with the training needs of Natividad management and staff affected by the implementation project; this task will include identifying training requirements, both in technology transition for those utilizing the new system and changes to workflows for those currently accustomed to other system or manual procedures.

**Personnel, Duration and Fees**

All personnel assigned to the engagement shall be fully qualified to perform the tasks assigned to them and shall perform the services in a competent and professional manner.

We anticipate that the engagement will one year, commencing July 1, 2012.

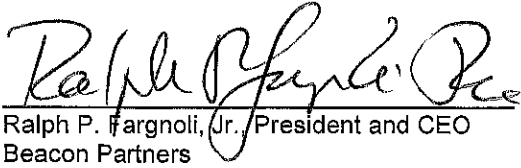
Consulting fees for this project, which shall remain valid for 45 days from the date of this Engagement Proposal, are:

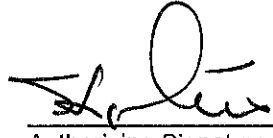
PROFESSIONAL PERSONNEL	HOURLY RATE	ESTIMATED HOURS	ESTIMATED TOTAL FEES*
Cindy Snyder, <i>Consultant</i>	\$170	1,000	\$170,000
Barbra Moody, <i>Consultant</i>	\$175	1,000	\$175,000
Gail Artigue, <i>Senior Consultant</i>	\$175	1,000	\$175,000
Total			<b>\$520,000</b>

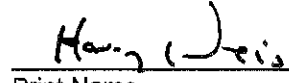
The terms and conditions governing our other engagements with Natividad will apply to this engagement. Fees represented above are inclusive of travel and administrative expenses in accordance with all applicable Monterey County policies, including without limitation the Monterey County travel policy and are valid for 45 days from the date of this letter. Thank you for your continued use of our services.



Approvals

  
Ralph P. Fagnoli, Jr., President and CEO  
Beacon Partners

  
\_\_\_\_\_  
Authorizing Signature  
Natividad Medical Center

  
\_\_\_\_\_  
Print Name

  
\_\_\_\_\_  
Date