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File #:	A 13-024	Name:	eCare Manage Renewal & Amendment #1
Type:	BoS Agreement	Status:	Consent Agenda
File created:	2/18/2013	In control:	Board of Supervisors
On agenda:	3/19/2013	Final action:	
Title:	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 1 to the Agreement (A-12169) with eCare Manage Inc. for Strategic and Information Technology Services at NMC, extending the Agreement to December 31, 2013 and adding \$1,140,000 for a revised total Agreement amount not to exceed \$2,490,000 in the aggregate.		
Sponsors:	Sid Cato		
Attachments:	eCare Manage NMC Strategic Accomplishments , eCare Manage NMC Clinical Projects Timeline , eCare Manage Inc 2011 , eCare Manage Inc. 2012 , eCare Manage Renewal and Amendment #1		

History (0) Text

Title

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 1 to the Agreement (A-12169) with eCare Manage Inc. for Strategic and Information Technology Services at NMC, extending the Agreement to December 31, 2013 and adding \$1,140,000 for a revised total Agreement amount not to exceed \$2,490,000 in the aggregate.

Report

RECOMMENDATION:

It is recommended the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 1 to the Agreement (A-12169) with eCare Manage Inc. for Strategic and Information Technology Services at NMC, extending the Agreement to December 31, 2013 and adding \$1,140,000 for a revised total Agreement amount not to exceed \$2,490,000 in the aggregate.

SUMMARY/DISCUSSION:

Natividad Medical Center is working to complete several information technology initiatives to meet regulatory requirements including Delivery System Reform Incentive Payments (DSRIP) goals, and to ensure the facility meets all the necessary upgrades and changes to our various medical systems to maintain the quality of care our patients expect.

In an effort to meet the ongoing needs of our patients it is important that we have a resource available to provide strategic direction to the NMC Information Technology (IT) Department. Over the next year NMC needs to make significant progress toward an electronic health record, and wireless nursing call system. Approval of this Renewal and Amendment No. 1 will allow NMC to maintain existing resources to help NMC move forward with this vision over the next year.

eCare Manage Inc. has performed work for NMC for several years, in 2011 NMC received approval for an agreement of \$450,000 for Interim Chief Information Officer services. That contract ended in December 2011. In 2012 NMC entered into a new agreement modifying the services provided by eCare Manage Inc. to delete Interim Chief Information Officer services, to provide the services of a Senior IT Strategist, and to add IT Strategic Direction and Telecommunication Services, for an amount not to exceed \$1,350,000. Taken together, the two agreements with eCare Manage Inc. as of December 31, 2012, totaled \$1,800,000 in liability to the County.

At this time NMC is requesting the Board to approve a renewal and amendment to the 2012 Agreement, which will add \$1,140,000 for the period of January 1, 2013 to December 31, 2013, bringing the total maximum liability under the 2011 and 2012 agreements to \$2,940,000, for the period from January 17, 2011 through December 31, 2013.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost for this Renewal and Amendment No. 1 is \$1,140,000 and is included in the Fiscal Year 2012/2013 Adopted Budget. There is no impact to the General Fund.

Prepared by: Janine Bouyea, HR Director, 783-2701
Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Original 2011 Agreement; Revised 2012 Agreement, Renewal and Amendment No. 1, eCare Manage NMC Strategic Accomplishments and eCare Manage NMC Clinical Projects Timeline

Attachments on file with the Clerk of the Board



Monterey County

Board Order

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

Agreement No.: A-12169

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

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 1 to the Agreement (A-12169) with eCare Manage Inc. for Strategic and Information Technology Services at NMC, extending the Agreement to December 31, 2013 and adding \$1,140,000 for a revised total Agreement amount not to exceed \$2,490,000 in the aggregate.

PASSED AND ADOPTED on this 19th day of March 2013, by the following vote, to wit:

AYES: Supervisors Armenta, Salinas, Parker, and Potter

NOES: None

ABSENT: Supervisor Calcagno

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 March 19, 2013.

Dated: March 22, 2013

File Number: A 13-024

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

By *Denise Hancock*
Deputy

A-13-007

**RENEWAL AND AMENDMENT NO. 1
TO THE PROFESSIONAL SERVICES AGREEMENT
BETWEEN NATIVIDAD MEDICAL CENTER (COUNTY OF MONTEREY) AND
eCARE MANAGE INC.**

THIS RENEWAL to the County of Monterey Agreement for Professional Services (hereinafter, "RENEWAL") is made and entered into, by and between the County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care hospital (hereinafter, "County"), and eCare Manage Inc. (hereinafter, "CONTRACTOR") (collectively, the County and CONTRACTOR are referred to as the "Parties.").

WHEREAS, the Parties had previously entered into an Agreement for Professional Services (hereinafter, "Agreement"), on January 1, 2012 and

WHEREAS, the Agreement is attached hereto as Statement of Work for Professional Services, dated November 21, 2012; and

WHEREAS, that Agreement expired on December 31, 2012 and

WHEREAS, the Parties wish to renew the Agreement on the same or similar terms, effective January 1, 2013 and increase the amount payable by \$1,140,000 to continue to provide services associated with Information Technology services within the County of Monterey.

NOW THEREFORE, the Parties agree as follows:

1. The Agreement is hereby renewed on its prior terms and conditions as set forth in the Statement of Work for Professional Services, dated November 21, 2012, incorporated herein by this reference, except as specifically set forth below.
2. The term of this RENEWAL is from January 1, 2013 to December 31, 2013 unless sooner terminated pursuant to the terms of this RENEWAL, or extended in writing.
3. County shall pay the CONTRACTOR in accordance with the payment provisions set forth in the Statement of Work for Professional Services, dated November 21, 2012, subject to the limitations set forth in this RENEWAL. The total amount payable by County to CONTRACTOR shall not exceed the sum of \$2,490,000.
4. If there is any conflict or inconsistency between the provisions of Agreement, or this RENEWAL, the provisions of this RENEWAL shall govern.

IN WITNESS WHEREOF, the parties hereby execute this RENEWAL as follows:

NATIVIDAD
MEDICAL CENTER

By: [Signature]
NMC Contracts/Purchasing Agent

Date: 3-25-13

By: [Signature]
Department Head (if applicable)

Date: 1/10/13

By: [Signature]
Stacy Saetta, Deputy County Counsel

Date: 1/28/13

By: [Signature]
Auditor/Controller

Date: 1-29-13

CONTRACTOR

eCare Manage, INC.
Contractor's Business Name***

[Signature]
Signature of Chair, President, or Vice-President

CEO/President
Name and Title

Date: _____

By: _____
Signature of Secretary, Asst. Secretary,
CFO, Treasurer or Asst. Treasurer

Name and Title

Date: _____

***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.