



Monterey County

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

Legistar File Number: A 20-075

April 28, 2020

Introduced: 4/2/2020

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 an agreement with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment, and orthotics and prosthetics services at NMC for an amount not to exceed \$500,000 with an agreement term July 1, 2020 through June 30, 2025.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment and orthotics and prosthetics services at NMC for an amount not to exceed \$500,000 with an agreement term July 1, 2020 through June 30, 2025.

SUMMARY/DISCUSSION:

NMC routinely requires durable medical equipment (DME) and orthotics and prosthetics (O&P) with fitting services for its patients. In order to maintain consistent quality and improve cost effectiveness, NMC is requesting to establish a new five year agreement with Pacific Medical to replace the previous agreement from 2015 so that the successful business relationship between NMC and Pacific Medical may continue.

Pacific Medical maintains local facilities near the NMC campus in Salinas and is able to provide products and services to NMC's patients regularly and promptly on an as needed basis. Pacific Medical manufactures much of its own equipment as well and is able to provide heavily discounted pricing to NMC and its patients. Sourcing from one vendor is also more efficient and solidifies a close working relationship on a routine basis. Pacific Medical is able to provide services to NMC on-call 24 hours a day for 7 days a week due to trauma center patient needs.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on April 10, 2020 and by its Board of Trustees on April 10, 2020.

FINANCING:

The cost for this agreement is \$500,000 of which \$100,000 is included in the Fiscal Year 2020-21 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC the additional support it needs to be able to provide patients with durable medical equipment and orthotics and prosthetics through a simplified one single vendor process, thereby improving the health and wellbeing of patients.

- Economic Development
- Administration
- Health and Human Services
- Infrastructure
- Public Safety

Prepared by: Kristen Aldrich, Interim Purchasing and Materials Support Director, 783-2627

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Pacific Medical Inc. Agreement



Dr. Gary R. Gray, Chief Executive Officer



Date