

**MONTEREY COUNTY BOARD OF SUPERVISORS**

<b>MEETING:</b>	<b>June 28, 2011</b>	<b>AGENDA NO.:</b>
<b>SUBJECT:</b>	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #4 to the Agreement (A-11879) with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support Services at NMC in an amount not to exceed \$513,080 in the aggregate and \$170,000 for the period July 1, 2011 to June 30, 2012.	
<b>DEPARTMENT:</b>	Natividad Medical Center	

**RECOMMENDATION:**

It is recommended that the Board of Supervisors Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #4 to the Agreement (A-11879) with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support Services at NMC in an amount not to exceed \$513,080 in the aggregate and \$170,000 for the period July 1, 2011 to June 30, 2012.

**SUMMARY/DISCUSSION:**

As NMC continues to optimize its clinical operations and streamline the interoperability between key clinical applications of the Electronic Medical Record, a need has been identified to monitor, capture and document more accurate and complete billable service items and process from various disparate systems within the Billing and Accounts Receivable (B/AR) department. The recommendation is to continue obtaining subject matter expertise services in these areas from Beacon Partners. Over the next year, Beacon Partners will provide a highly skilled and experienced Meditech Billing and Accounts Receivable (B/AR) module subject matter expert to ensure process accuracy and timeliness is achieved and maintained in both the billing and claims groups within the Billing and Accounts Receivable (B/AR) department.

**OTHER AGENCY INVOLVEMENT:**

The Amendment has been reviewed and approved by County Counsel, the Auditor/Controller's office and the Natividad Medical Center Board of Trustees.

**FINANCING:**

The cost for this Amendment is \$170,000 and is included in the 2011/2012 Fiscal Year Recommended Budget. This action will not require any additional General Fund subsidy.

Prepared by:

Jim Fenstermaker, IT Director 796-1647  
April 14, 2011

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Harry Weis  
Chief Executive Officer

Attachments: Amendments #1, 2, 3, 4, Original Agreement, Board Order  
Attachments are on file with the Clerk of the Board

Before the Board of Supervisors in and for the  
County of Monterey, State of California

Agreement No. A-11879

Authorize the Purchasing Manager for Natividad )  
Medical Center (NMC) to execute Amendment )  
No. 4 to the Agreement No. A-11879 with Beacon )  
Partners for Meditech Billing and Accounts )  
Receivable (B/AR) Module Support Services at )  
NMC in an amount not to exceed \$513,080 in the )  
aggregate and \$170,000 for the period July 1, 2011 )  
to June 30, 2012..... )

Upon motion of Supervisor Salinas, seconded by Supervisor Calcagno, and carried by those members present, the Board hereby;

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 4 to the Agreement No. A-11879 with Beacon Partners for Meditech Billing and Accounts Receivable (B/AR) Module Support Services at NMC in an amount not to exceed \$513,080 in the aggregate and \$170,000 for the period July 1, 2011 to June 30, 2012.

PASSED AND ADOPTED on this 28<sup>th</sup> day of June, 2011, by the following vote, to wit:

AYES: Supervisors Calcagno, Salinas, and Parker

NOES: None

ABSENT: Supervisors Armenta and Potter

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 75 for the meeting on June 28, 2011.

Dated: June 30, 2011

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

By Chit A. M.  
Deputy

**RENEWAL AMENDMENT NO. 4  
FOR PROFESSIONAL SERVICE AGREEMENT  
BETWEEN Beacon Partners Inc AND  
THE NATIVIDAD MEDICAL CENTER**

**FOR  
Meditech Billing and Accounts Receivable (B/AR) Module Support Services**

The parties to Professional Service Agreement, dated <sup>FEB. 11 10.</sup> February 1, 2010 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Beacon Partners Inc (Contractor), hereby agree to renew their Agreement No. (A-11879) on the following terms and conditions:

1. Contractor will continue to provide NMC with the same scope of service as stated in the original Agreement No. (A-11879).
2. This Amendment shall become effective on July 1, 2011 and shall continue in full force until June 30, 2012.
3. The total amount payable by County to Contractor under Agreement No. (A-11879) shall not exceed the total sum of \$513,080 for the full term of the Agreement and \$170,000 for fiscal year 2011-2012.
4. All other terms and conditions of the Agreement shall continue in full force and effect.
5. A copy of this Amendment shall be attached to the original Agreement No. (A-11879).

**IN WITNESS WHEREOF**, the parties hereto are in agreement with this Amendment and Professional Service Agreement on the basis set forth in this document and have executed this amendment on the day and year set forth herein.

**CONTRACTOR**

Signature 1 [Signature] Dated 4/11/11

Printed Name RALPH P. FARLANDER, JR. Title PRESIDENT & CEO

Signature 2 [Signature] Dated 4/11/11

Printed Name CHARLES R. ANASTOS, JR. Title SENIOR VICE-PRESIDENT

*\*\*\*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.*

**NATIVIDAD MEDICAL CENTER**

Signature \_\_\_\_\_ Dated \_\_\_\_\_  
Purchasing Manager

Signature [Signature] Dated 5/25/11  
NMC - CEO

Approved as to Legal Form:

Charles J. McKee, County Counsel

By [Signature]  
Stacy Saetta, Deputy  
Attorneys for County and NMC

Reviewed as to Fiscal provisions

\_\_\_\_\_  
Auditor/Controller  
County of Monterey  
Dated: 4/26, 2011