



Monterey County

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

Board Report

Legistar File Number: A 19-265

July 16, 2019

Introduced: 6/18/2019

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13464) with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment and orthotics and prosthetics services, adding \$163,000 for a revised total agreement amount not to exceed \$488,000 and with no change to the current agreement term of May 1, 2015 through April 30, 2020.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13464) with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment and orthotics and prosthetics services, adding \$163,000 for a revised total agreement amount not to exceed \$488,000 and with no change to the current agreement term of May 1, 2015 through April 30, 2020.

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 established an agreement with Pacific Medical in 2015 so it could simplify its processes for obtaining and dispensing DME products and services through one single vendor. Pacific Medical maintains facilities near the NMC campus in Salinas and is able to provide products and services to NMC's patients regularly and promptly. Pacific Medical manufactures much of its own equipment as well and is able to provide heavily discounted pricing for NMC and its patients. Additionally, Pacific Medical provides services to NMC on-call 24 hours a day for 7 days a week due to trauma center patient needs. NMC is requesting approval to add additional funds to the Agreement in order to continue using this vendor's services.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 3 is \$163,000 of which \$163,000 is included in the Fiscal Year 2019-20 Recommended Budget.

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.

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

Prepared by: Elizabeth Vanoy, Director of Materials Management, 783-2645

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

Attachments:

- Pacific Medical Inc. Amendment 3
- Pacific Medical Inc. Amendment 2
- Pacific Medical Inc. Amendment 1
- Pacific Medical Inc. Agreement

Attachments on file with the Clerk of the Board