



Monterey County

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Board Report

Legistar File Number: A 15-253

July 28, 2015

Introduced: 7/7/2015

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Agreements using the attached Agreement template, approved by County Counsel and County Auditor-Controller, with Locum Leaders Inc., Medical Search LLC D.B.A. SUMO Medical Staffing, Global Medical Staffing Inc., Staff Care Inc., Next Medical Staffing LLC, Medical Doctor Associates Inc., and Jackson & Coker LocumTenens LLC for locum tenens referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, with an initial term of August 1, 2015 through July 31, 2016 including the option to extend for four (4) additional one year periods, and with a total aggregate amount for all Agreements not to exceed \$2,000,000 annually.
- b. Authorize the Deputy Purchasing Agent for NMC to execute up to four (4) future Amendments to all of the Agreements awarded for locum tenens referrals per #RFP 9600-61 which do not significantly alter the scope of work and do not increase the cumulative "not to exceed" amount by up to 10% of the original aggregate amount (\$200,000), even if no additional Agreements are entered into.
- c. Authorize the Deputy Purchasing Agent for NMC to execute similar additional agreements for locum tenens referrals with qualified contractors who meet the minimum requirements of the County of Monterey under RFP #9600-61 and comply with the County of Monterey standard terms and conditions, where each individual agreement does not affect the total amount authorized and where each amendment will terminate on the expiration of the other agreements.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Agreements using the attached Agreement template, approved by County Counsel and County Auditor-Controller, with Locum Leaders Inc., Medical Search LLC D.B.A. SUMO Medical Staffing, Global Medical Staffing Inc., Staff Care Inc., Next Medical Staffing LLC, Medical Doctor Associates Inc., and Jackson & Coker LocumTenens LLC for locum tenens referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, with an initial term of August 1, 2015 through July 31, 2016 including the option to extend for four (4) additional one year periods, and with a total aggregate amount for all Agreements not to exceed \$2,000,000 annually.
- b. Authorize the Deputy Purchasing Agent for NMC to execute up to four (4) future Amendments to all of the Agreements awarded for locum tenens referrals per #RFP 9600-61 which do not significantly alter the scope of work and do not increase the cumulative "not to exceed" amount by up to 10% of the original aggregate amount

(\$200,000), even if no additional Agreements are entered into.

- c. Authorize the Deputy Purchasing Agent for NMC to execute similar additional agreements for locum tenens referrals with qualified contractors who meet the minimum requirements of the County of Monterey under RFP #9600-61 and comply with the County of Monterey standard terms and conditions, where each individual agreement does not affect the total amount authorized and where each amendment will terminate on the expiration of the other agreements.

SUMMARY/DISCUSSION:

NMC recently conducted a Request for Proposal (RFP) for referrals of locum tenens physicians for various specialties at NMC. Locum tenens are temporary physicians utilized during periods when its employed/contracted physicians are not available (e.g., vacation; illness; continuing medical education; etc.) to provide health care services vital to NMC's continued operation. In order to find highly qualified temporary physicians that match the position we are trying to fill/cover and are available on sometimes a very short notice, it is necessary that NMC contract with multiple locum tenens companies with a combined annual maximum liability of \$2,000,000. The actual cost is contingent upon the need to cover services, which is unpredictable by nature.

Multiple agencies responded to RFP #9600-61, the selection committee reviewed the proposals and has selected Locum Leaders, SUMO Medical Staffing, Global Medical Staffing, Staff Care, Next Medical Staffing, Medical Doctor Associates, and Jackson & Coker as the most qualified vendors according to the RFP selection criteria.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the RFP and the Agreement template as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved the Agreement template as to payment provisions. The Agreement template has also been reviewed and approved by NMC's Finance Committee on 5/28/15 and by NMC's Board of Trustees on 6/5/15.

FINANCING:

The cost for these Agreements is \$2,000,000 annually. \$2,000,000 is included in the Recommended Budget for FY15-16. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Management Analyst II, 783-2506

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

Attachments:


1. Proposed Agreement template for locum tenens referrals
2. Best and Final Offer (BAFO), ie; final price sheet negotiated for Locum Leaders Inc., for Agreement
3. Best and Final Offer (BAFO), ie; final price sheet negotiated for Medical Search LLC

- D.B.A. SUMO Medical Staffing for Agreement
4. Best and Final Offer (BAFO), ie; final price sheet negotiated for Global Medical Staffing Inc., for Agreement
 5. Best and Final Offer (BAFO), ie; final price sheet negotiated for Staff Care Inc., for Agreement
 6. Best and Final Offer (BAFO), ie; final price sheet negotiated for Next Medical Staffing LLC for Agreement
 7. Best and Final Offer (BAFO), ie; final price sheet negotiated for Medical Doctor Associates Inc., for Agreement
 8. Best and Final Offer (BAFO), ie; final price sheet negotiated for Jackson & Coker LocumTenens LLC for Agreement

Attachments on file with the Clerk of the Board



Gary Gray DO, Interim Chief Executive Officer



Date