



# Monterey County

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

## Board Report

Legistar File Number: A 19-289

July 23, 2019

**Introduced:** 7/3/2019

**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 the First Amendment to the Service Agreement (A-13548) with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide tele-neurology services, adding \$63,300 for a revised not to exceed amount of \$563,300, but with no change to the agreement term of February 1, 2018 to March 31, 2020.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Service Agreement (A-13548) with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide tele-neurology services, adding \$63,300 for a revised not to exceed amount of \$563,300, but with no change to the agreement term of February 1, 2018 to March 31, 2020.

### SUMMARY/DISCUSSION:

In February 2016, NMC entered into an agreement with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide 24/7 neurology consultative services for Natividad patients via specialized electronic telemedicine equipment. Services include indirect physical exams, history taking, diagnostic protocols, image analysis and recommendations for therapeutic interventions and/or diagnostic tests for any neurologic emergency. The payment terms of the agreement were determined by the estimated volume of services that would be provided, which was higher than anticipated and therefore caused the final invoices submitted to NMC by SOC to surpass the not to exceed amount of the agreement by \$63,300. NMC could not pay the invoices in full because we had already reached the maximum spending limit approved by the Board of Supervisors and it was not possible to amend the agreement after it expired on January 1, 2018.

Natividad entered into a subsequent agreement with SOC to provide the same services, where the monthly fee includes a maximum number of consults and a per consult rate for each consult thereafter, with a provision to change the selected payment tier should the number of consults increase or decrease. NMC wishes to amend the agreement to include a one-time supplemental payment for the outstanding invoices and clear the balance owed to SOC under its prior agreement with the County.

### OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form. The Auditor-Controller has reviewed and approved this amendment as to fiscal provisions. The amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee on June 27, 2019 and Board of Trustees Executive Committee on July 2, 2019.

FINANCING:

The amount of this amendment is \$63,300. The total cost of this agreement is \$563,300 for the period February 1, 2018 to March 31, 2020. \$230,000 is included in the Fiscal Year 2019/2020 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

Attachments: Agreement; First Amendment

Attachments on File at the Clerk of the Board