



Monterey County Board of Supervisors

Board Order

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066
www.co.monterey.ca.us

A motion was made by Supervisor Luis A. Alejo, seconded by Supervisor John M. Phillips to:

Agreements

Agreement No.: A-12896 / Medical Search, LLC d.b.a. SUMO Medical Staffing

Agreement No.: A-12897 / Staff Care, Inc.

Agreement No.: A-12898 / Next Medical Staffing, LLC

Agreement No.: A-12899 / MDA Holdings, Inc. d.b.a. Medical Doctor Associates, LLC

Agreement No.: A-12900 / Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896), Staff Care, Inc. (A-12897), Next Medical Staffing, LLC (A-12898), MDA Holdings, Inc. d.b.a. Medical Doctor Associates, LLC (A-12899), and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61 to extend all agreements for an additional one (1) year period (January 1, 2021 through December 31, 2021) for a revised full agreement term of August 1, 2015 through December 31, 2021 and to add an additional \$1,500,000 for a revised total aggregate amount for all agreements not to exceed \$10,500,000.

PASSED AND ADOPTED on this 8th day of December 2020, by roll call vote:

AYES: Supervisors Alejo, Phillips, Lopez, Parker and Adams

NOES: None

ABSENT: None

(Government Code 54953)

I, Valerie Ralph, 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 82 for the meeting December 8, 2020.

Dated: December 8, 2020

File ID: A 20-513

Agenda Item No.: 41

Valerie Ralph, Clerk of the Board of Supervisors
County of Monterey, State of California

Joel G. Pablo, Deputy

**AMENDMENT NO. 6
TO SERVICES AGREEMENT
BETWEEN MEDICAL SEARCH, LLC
DBA SUMO MEDICAL STAFFING AND
NATIVIDAD MEDICAL CENTER
FOR
LOCUM TENENS REFERRAL SERVICES**

This Amendment No. 6 to the Services Agreement ("Agreement") which was effective on August 1, 2015 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter "NMC"), and **Medical Search, LLC dba SUMO Medical Staffing** (hereinafter "CONTRACTOR"); (collectively, the County, NMC and CONTRACTOR are referred to as the "Parties"), with respect to the following:

RECITALS

WHEREAS, the County of Monterey on behalf of Natividad Medical Center and Medical Search, LLC dba SUMO Medical Staffing entered into an Agreement for locum tenens referral services pursuant to Request for Proposal (RFP) #9600-61 with a one year term ending on July 31, 2016 and with a total aggregate amount not to exceed \$2,000,000 annually for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2016 via Amendment No. 1 to extend the term for an additional one (1) year period through July 31, 2017 with revisions to the locum tenens referral rates in the original Agreement per "Exhibit A – Rate Sheet as per Amendment No. 1" attached to Amendment No. 1, and with no cost increase to the total aggregate amount not to exceed \$2,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2017 via Amendment No. 2 to extend the term for an additional one (1) year period through July 31, 2018 with revisions to the locum tenens referral rates in Agreement per "Exhibit A – Rate Sheet as per Amendment No. 2" with an increase of \$2,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$4,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2018 via Amendment No. 3 to extend the term for an additional one (1) year period through July 31, 2019 with revisions to the locum tenens referral rates in Agreement per "Exhibit A – Rate Sheet as per Amendment No.3" with an increase of \$2,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$6,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties amended the Agreement on August 1, 2019 via Amendment No. 4 to extend the term for an additional one (1) year period through July 31, 2020 with revisions to the locum tenens referral rates in Agreement per "Exhibit A – Rate Sheet as per Amendment No.4" with an increase of \$2,000,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$8,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, Natividad seeks to ensure that appropriate and necessary physician services are available to Natividad patients during the COVID-19 pandemic; and

WHEREAS, in light of COVID-19, the Parties extended the term of the Agreement via Amendment No. 5 to extend the term by five (5) months through December 31, 2020 with no change to the locum tenens referral rates in the Agreement with an increase of \$1,000,000 to the total aggregate amount for all

Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$9,000,000 for all Agreements awarded per RFP #9600-61; and

WHEREAS, the Parties currently wish to amend the Agreement via Amendment No. 6 to extend the term for an additional one (1) year period through December 31, 2021 to allow for services to continue for a revised full Agreement term of August 1, 2015 through December 31, 2021 with revisions to the locum tenens referral rates in Agreement per "Exhibit A- Rate Sheet as per Amendment No.6" with an increase of \$1,500,000 to the total aggregate amount for all Agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$10,500,000 for all Agreements awarded per RFP# 9600-61.

AGREEMENT

NOW, THEREFORE, the Parties agree to amend the Agreement as follows:

The Agreement is hereby renewed on the terms and conditions as set forth in the Original Agreement and in Amendment No. 1, Amendment, No. 2, Amendment No. 3, Amendment No. 4, and Amendment No. 5 incorporated herein by this reference, except as specifically set forth below.

1. Section 1.15 titled, "Term" shall be amended to the following:
"The term of this AGREEMENT is from August 1, 2015 through December 31, 2021 unless sooner terminated pursuant to the terms of this AGREEMENT."
2. "Exhibit A – Rate Sheet" attached to the Agreement shall be replaced with the revised "Exhibit A- per Amendment No. 6" attached hereto this Amendment No. 6 which shall be effective beginning on January 1, 2021.
3. Except as provided herein, all remaining terms, conditions and provisions of the Original Agreement are unchanged and unaffected by this Amendment No. 6 and shall continue in full force and effect as set forth in the Agreement and in Amendment No. 1, Amendment No. 2, Amendment No. 3, Amendment No. 4 and Amendment No. 5.
4. A copy of this Amendment No. 6 shall be attached to the Original Agreement.
5. This Amendment No. 6 shall be effective when signed by both Parties.

The remainder of this page was intentionally left blank.

~ Signature page to follow ~

IN WITNESS WHEREOF, the Parties hereto are in agreement with this Amendment No. 6 on the basis set forth in this document and have executed this Amendment No. 6 on the day and year set forth herein.

NATIVIDAD MEDICAL CENTER

By: Dr. Charles R. Harris
Gary R. Gray, DO, CEO
Charles R. Harris, Interim
CEO
Date: 7/30/21

APPROVED AS TO LEGAL PROVISIONS

By: Stacy L. Seltzer
Monterey County Deputy County Counsel
Date: 7/30/2021

APPROVED AS TO FISCAL PROVISIONS

By: Gary Giboney
Monterey County Deputy Auditor/Controller
Date: 7-30-2021

CONTRACTOR

Medical Search, LLC dba SUMO Medical Staffing

CONTRACTOR's Business Name

See instructions below

By: Jeff Parker
(Signature of: Chair, President, or Vice-President)

Jeff Parker CEO

Name and Title

Date: 12/02/2020

By: Kevin Anderson
(Signature of: Secretary, Asst. Secretary, CFO,
Treasurer, or Asst. Treasurer)

Kevin Anderson CFO

Name and Title

Date: 12/02/2020

*****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 (two signatures required).

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 (two signatures required).

If **CONTRACTOR** is contracting in an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required).

RFP #9600-61 EXHIBIT A per Amendment No. 6

MEDICAL SEARCH, LLC DBA SUMO MEDICAL STAFFING
 (rates proposed are all-inclusive of travel and administrative fees)

Specialty	HOURLY	DAILY (8 Hr Day unless otherwise specified)	HOLIDAY	24 HR CALL (includes 8 hrs pt care unless otherwise specified)	Permanent placement Fee
Anesthesiology	\$ 242.00	\$ 1,936.00	\$ 290.00	\$ 1,936.00	\$ 24,000.00
Cardiology	\$ 340.00	\$ 2,720.00	\$ 360.00	\$ 2,720.00	\$ 24,000.00
Cardiology, Interventional	\$ 435.00	\$ 3,480.00	\$ 450.00	\$ 3,480.00	\$ 24,000.00
Cardiology, Invasive	\$ 410.00	\$ 3,280.00	\$ 440.00	\$ 3,280.00	\$ 24,000.00
Critical Care/ICU (9 Hour day)	\$ 295.00	\$ 2,655.00	\$ 345.00	\$ 2,655.00	\$ 24,000.00
Critical Care Surgery (24 hour in-house)	NA	NA	NA	\$ 5,306.00	\$ 24,480.00
CRNA	\$ 175.00	\$ 1,400.00	\$ 208.00	\$ 1,400.00	\$ 18,000.00
Dermatology	\$ 270.00	\$ 2,160.00	\$ 300.00	\$ 2,160.00	\$ 24,000.00
Emergency Medicine	\$ 243.00	NA	\$ 243.00	NA	\$ 24,000.00
Family Practice, Ambulatory Care	\$ 176.00	\$ 1,408.00	\$ 208.00	\$ 1,408.00	\$ 24,000.00
Family Practice	\$ 176.00	\$ 1,408.00	\$ 208.00	\$ 1,408.00	\$ 24,000.00
Family Practice with OB	\$ 193.00	\$ 1,544.00	\$ 229.00	\$ 1,544.00	\$ 24,000.00
Gastroenterology	\$ 320.00	\$ 2,560.00	\$ 388.00	\$ 2,560.00	\$ 25,000.00
Surgery (General)	\$ 232.00	\$ 1,856.00	\$ 285.00	\$ 1,856.00	\$ 24,000.00
Hematology/Oncology	\$ 210.00	\$ 1,680.00	\$ 250.00	\$ 1,680.00	\$ 24,000.00
Hospital - Primary Care	\$ 232.00	NA	\$ 232.00	NA	\$ 24,000.00
Internal Medicine	\$ 181.00	\$ 1,448.00	\$ 208.00	\$ 1,448.00	\$ 24,000.00
Infectious Disease	\$ 265.00	\$ 2,120.00	\$ 312.00	\$ 2,120.00	\$ 24,000.00
Neonatology	NA	\$ 3,800.00	\$ 408.00	\$ 3,800.00	\$ 25,000.00
Nephrology	\$ 280.00	\$ 2,240.00	\$ 330.00	\$ 2,240.00	\$ 24,000.00
Neurological Surgery (includes 12 hours pt care)	\$ 495.00	NA	NA	\$ 3,960.00	\$ 30,000.00
Neurology	\$ 280.00	\$ 2,240.00	\$ 330.00	\$ 2,240.00	\$ 24,000.00
Nurse Practitioner - Adult	\$ 117.00	\$ 936.00	\$ 137.00	\$ 936.00	\$ 18,000.00
Nurse Practitioner - Critical Care (12 hour day)	NA	\$ 1,740.00	\$ 2,053.00	NA	\$ 18,000.00
Nurse Practitioner - Neonatal	\$ 135.00	\$ 1,080.00	\$ 155.00	\$ 1,080.00	\$ 18,000.00
OB/GYN	\$ 260.00	NA	\$ 306.00	NA	\$ 24,000.00
Occupational Medicine	\$ 147.50	\$ 1,180.00	\$ 147.50	\$ 1,180.00	\$ 24,000.00
Orthopedic Surgery	\$ 280.00	\$ 2,240.00	\$ 306.00	\$ 2,240.00	\$ 24,000.00
Otolaryngology (ENT)	\$ 245.00	\$ 1,960.00	\$ 270.00	\$ 1,960.00	\$ 24,000.00
Pathology	\$ 139.00	\$ 1,112.00	\$ 156.00	\$ 1,112.00	\$ 24,000.00
Pediatric Outpatient	\$ 158.00	\$ 1,420.00	\$ 158.00	\$ 1,420.00	\$ 24,000.00
Pediatric Hospitalist	\$ 180.00	\$ 1,440.00	\$ 180.00	\$ 1,440.00	\$ 24,000.00
PMR (*night call)	\$ 225.00	NA	\$ 250.00	*\$250.00	\$ 24,000.00
Physician Assistant	\$ 117.00	\$ 936.00	\$ 137.00	\$ 936.00	\$ 18,000.00
Pulmonology Outpatient	\$ 300.00	\$ 2,708.00	\$ 350.00	\$ 2,708.00	\$ 24,000.00
Radiology Diagnostic	\$ 215.00	\$ 1,720.00	\$ 235.00	\$ 1,720.00	\$ 24,000.00
Radiology Interventional	\$ 275.00	\$ 2,200.00	\$ 300.00	\$ 2,200.00	\$ 24,000.00
Urology	\$ 250.00	\$ 2,000.00	\$ 275.00	\$ 2,000.00	\$ 24,000.00
Vascular Surgery	\$ 255.00	\$ 2,038.00	\$ 280.00	\$ 2,038.00	\$ 30,000.00
Annual Rate increase shall not exceed 2% per contract year.					