

**AMENDMENT NO. 1
TO SERVICES AGREEMENT
BETWEEN APPLIED STATISTICS & MANAGEMENT INC. AND
NATIVIDAD MEDICAL CENTER
FOR
Subscription to access web-based MD-Staff Database**

This Amendment No. 1 to the Services Agreement (“Agreement”) which was effective on July 1, 2015 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter “NMC”), and Applied Statistics & Management, Inc. (hereinafter “CONTRACTOR”); (collectively, the County, NMC and CONTRACTOR are referred to as the “Parties”), with respect to the following:

RECITALS

WHEREAS, the Agreement was executed for an online subscription to use MD-Staff, a credentialing database to assist NMC’s Medical Staff Services division with verification and tracking of its medical care providers, with a term July 1, 2015 through June 30, 2020 and a total Agreement amount not to exceed \$23,750; and

WHEREAS, NMC and CONTRACTOR currently wish to amend the Agreement to add additional access to NMC for added capabilities and functionality as described in the attached revised Exhibit A Scope of Services/Payment provisions, at an increased cost of \$76,050 and for a revised total Agreement amount of \$99,800 and with no change to the term of the Agreement July 1, 2015 through June 30, 2020.

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 Agreement incorporated herein by this reference, except as specifically set forth below.

1. Paragraph titled, “PAYMENTS BY NMC” shall be amended to the following:
“NMC shall pay the CONTRACTOR in accordance with the payment provisions set forth in EXHIBIT A, subject to the limitations set forth in this Agreement. The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$99,800.”
2. NMC and CONTRACTOR agree that effective July 1, 2017, Exhibit A of the Agreement shall be replaced with the revised Exhibit A attached hereto this Amendment No. 1.
3. Except as provided herein, all remaining terms, conditions and provisions of the Original Agreement are unchanged and unaffected by this Amendment No. 1 and shall continue in full force and effect as set forth in the Agreement and in this Amendment No. 1
4. A copy of this Amendment No. 1 shall be attached to the Original Agreement.
5. This Amendment No. 1 shall be effective on July 1, 2017.

IN WITNESS WHEREOF, the Parties hereto are in agreement with this Amendment No. 1 on the basis set forth in this document and have executed this Amendment No. 1 on the day and year set forth herein.

NATIVIDAD MEDICAL CENTER

By: 
Gary R. Gray, DO, CEO

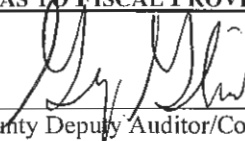
Date: _____

APPROVED AS TO LEGAL PROVISIONS

By: 
Monterey County Deputy County Counsel

Date: June 28, 2017

APPROVED AS TO FISCAL PROVISIONS

By: 
Monterey County Deputy Auditor/Controller

Date: 6/29/17

CONTRACTOR

APPLIED STATISTICS & MANAGEMENT, INC.


CONTRACTOR's Business Name

See instructions below

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

TRUNG PHAN, PRESIDENT
Name and Title

Date: 06-14-2017

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

Nick Pitarro, COO
Name and Title

Date: 6/14/2017

*****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).

EXHIBIT A

SCOPE OF SERVICES/

PAYMENT PROVISIONS

This Scope of Services is entered into by and between **Natividad Medical Center**, hereinafter referred to as (“NMC”) and **Applied Statistics & Management, Inc.**, hereinafter referred to as (“CONTRACTOR”) pursuant to the Service Agreement between NMC and CONTRACTOR attached hereto with a start date of July 1, 2015 (the “Agreement”) and is subject to terms and conditions of the Agreement.

I. Description of All Services to be Rendered by CONTRACTOR:

MD-STAFF is a web based Credentialing System designated to assist the Medical Staff Services to collect and track provider’s information. As part of the credentialing process, the system is used to generate primary source verifications and to provide reports for management.

II. CONTRACTOR Obligations:

- CONTRACTOR shall provide NMC access to the Demographic module – (demographic data, licensing information, education, training, and appointment information).
- CONTRACTOR shall provide NMC access to the Credentialing module – (used to process new applications and reappointment, includes merge functions to create primary source verifications).
- CONTRACTOR shall provide NMC access to the Credentialing Committee module – (tracks committee membership).
- CONTRACTOR shall provide NMC access to the Meeting module – (tracks provider’s meeting attendance records).
- CONTRACTOR shall provide NMC access to the Privileges module – (tracks provider’s clinical privileges).
- CONTRACTOR shall provide NMC access to the CME module – (tracks and reports provider’s continuing medical education).
- CONTRACTOR shall provide NMC access to the Reports module – (contains 200 built in reports. It also has an ad hoc query).

III. Pricing/Fees:

The annual support price is \$4,750.00 per year and is invoiced annually. The annual support provides unlimited toll free telephone support and free updates.

- CONTRACTOR warrants that the cost charged for services under the terms of this contract are not in excess of those charged any other client for the same services performed by the same individuals.

PRICE SHEET

Licensed Software Application Module(s)

Module	Quantity	Annual Cost	Total Cost
MD Staff Web	5 yrs.	\$4,750.00	\$23,750.00
E-Priv	Included	Included	Included
MD Query	Included	Included	Included

NATIVIDAD MEDICAL CENTER
INSURANCE MODIFICATION JUSTIFICATION

Vendor/Contractor Name: **Applied Statistics & Management, Inc.**

Services Description: **M.D. Staff for the Web-Based Credentialing System Services**

Automobile Liability Insurance Requirements

Business Justification:

Both NMC and CONTRACTOR agree that because there is no driving associated with providing the services as per this Agreement and its Scope of Services, CONTRACTOR is not required to comply with the auto insurance requirements as stated herein.

Should the scope of services change at any time during the term of this Agreement, this modification will be re-evaluated by both NMC and CONTRACTOR and depending on the changes in scope, CONTRACTOR may be required to comply with the auto insurance requirements.

Licensed Software Application Module(s)

<i>Module</i>	<i>Quantity</i>	<i>Initial Cost</i>	<i>Annual Cost</i>
MD-Stat (Utilization Review, OPPE, and Peer Case Review; Utilizing ASM's standard import file; includes the setup of up to 30 custom Indicators for OPPE, and the setup of up to 20 score cards)	1	\$30,000.00	\$10,000.00
MD-App (Three application templates)	1	\$15,000.00	\$5,000.00
Virtual Committee	1	\$5,000.00	\$2,000.00
Web-based Training (6 hours @ \$75.00 per hour)		\$450.00	
Discount on Initial Cost and Annual Costs		(\$4,000.00)	(\$2,200.00)
Total		\$46,450.00	\$14,800.00

Licensed Site

<i>Site</i>	<i>Address</i>
Natividad Medical Center	1441 Constitution Blvd Salinas, California 93906

Cost Breakdown

Module	Initial Cost	Annual Cost	Y1 (17/18) Total	Y2 (18/19)	Y3 (19/20)	Total Contract Period (2015-2020)
MD-Staff: Web-based Credentialing System*	N/A	\$ 4,750	\$ 4,750	\$ 4,750	\$ 4,750	\$ 23,750
MD-App: Online Provider Applications	\$ 10,000	\$ 5,000	\$ 15,000	\$ 5,000	\$ 5,000	\$ 25,000
MD-Stat: FPPE, OPPE and Peer Review	\$ 20,000	\$ 10,000	\$ 30,000	\$ 10,000	\$ 10,000	\$ 50,000
Virtual Committee: Portal Access	\$ 3,000	\$ 2,000	\$ 5,000	\$ 2,000	\$ 2,000	\$ 9,000
Web-based Training (6 hours)	\$ 450		\$ 450			\$ 450
Discount on Initial Cost	\$ (4,000)	\$ (2,200)	\$ (4,000)	\$ (2,200)	\$ (2,200)	\$ (8,400)
Total	\$ 29,450	\$ 19,550	\$ 51,200	\$ 19,550	\$ 19,550	\$ 99,800
Amount Budgeted	N/A	\$ 4,750	\$ 4,750	\$ 4,750	\$ 4,750	\$ 23,750
Increase	\$ 29,450	\$ 14,800	\$ 46,450	\$ 14,800	\$ 14,800	\$ 76,050

*MD-Staff is the current credentialing system in use.

Product Summary

For a one time cost of \$29,450 and an annual cost of \$14,800 (\$19,550 including current credentialing module), MD-Staff will provide a comprehensive and fully integrated solution for Credentialing (including online provider applications), Medical Staff Quality (FPPE/proctoring, OPPE/peer review), Virtual Committee Management (online peer reviews, credentials review, and other Medical Staff collaboration), CME, Physician Recruitment/Relations, and Payor Credentialing.

MD-App: Web-based Application for Appointment and Reappointment

MD-App is a secure web based application designed to work seamlessly with the MD-Staff credentialing system. MD-App allows providers to log in and fill out their application online and submit the application electronically. In addition other documents such as bylaws, privileges forms and consent forms can be downloaded and printed. MD-App will reduce the time required to bring providers on staff by eliminating the needs to create hard copy packets of this information, and by reducing manual data entry and transmittal steps. Includes up to three (3) application forms.

MD-Stat (brochure attached) is an FPPE, OPPE and Peer Review solution. Includes up to 30 custom OPPE indicators and up to 20 score cards.

Virtual Committee: Web-based Committee and Collaboration Platform

Virtual Committee provides portal access for online credentials review, peer case review, document review, committee & medical staff collaboration. Eliminates the need to create paper packets of this information and reduces time demands for staff and providers to review on-site and during meetings. Optimized for tablets and other mobile devices.

Technical Specs

All users (internal or external) need is an internet browser to access these tools. For Internet Explorer, we recommend IE 11.0 or greater. Firefox, Safari, and Google Chrome also work well. There are no plugins required whatsoever. All products interface seamlessly with the MD-Staff credentialing system.

MD App Description

MD-App

Traditionally the application process is the most time consuming and paper intensive process for the Medical Staff Office. MD-App is designed to eliminate this manual process by allowing the providers to fill out the application online via computer, phone, or tablet.

Additionally documents that are part of the application packet, such as bylaws and privilege forms, are available to the providers to download and review both before and after completing their online application.



- Instructions
- ✓ Demographic
- ✓ Address
- ✓ Education
- ✓ Peer References
- ✓ Medical History
- ✓ Gap
- ✓ Board Certifications
- ✓ Insurance
- ✓ Hospitals
- ✓ Licensure/Credentials
- ✓ Files
- ✓ Assessment Questions
- ✓ Privileges
- ✓ Additional Information
- Review App

Please provide complete contact information where requested. If there is a break in the continuity of your medical education, internship, residency, hospital affiliation, medical practice, etc., please provide an explanation. Deliver application fee payment per instructions to activate processing. Incomplete applications will not be accepted.

For each step in the application process, please review the instructions provided before entering any information.

At any point in the application, clicking **Next**, **Back** or draging tabs will save the current screen and navigate forward or backwards in the application.

Demographic

Please fill out all Demographic information. * required

Last Name	Ahaid	Birth Place	California, USA
First Name	Michael	Citizenship	USA
Middle Name		Ethnicity	
Suffix		Mental Status	Married
Degree	M.D., Ph.D	Special Name	
Suffixes		Pager	(951) 555-8939
Preferred Name	Mike	Answering Service	
Birth Date	05/08/1973	Cell	(561) 555-3545

MD-App Features



Secure Online Applications

MD-App works seamlessly with your MD-Staff credentialing system. It eliminates the costly process of printing, mailing, and entering data for initial or reappointment applications. Providers can login, modify, and submit applications online from anywhere.



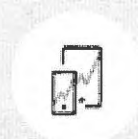
Save Time

Providers can fill out the application at their convenience with the entire application and supporting documents available to view and sign digitally. MD-App includes your built-in lookup tables and reference addresses minimizing the time needed to fill out the application, while expediting the application process and reducing errors.



Simple, Transparent Reappointments & On-Boarding

Business rules can be enforced to make sure the application is complete before it can be submitted. Medical Staff Office can view the progress of applications as they are completed. Applicants can view the progress of the credentialing process once the Medical Staff Office begins processing the application.



Optimized for Mobile

MD-App was designed to be accessed from anywhere with almost any device. Applicants can use the web browser on their iPhone, iPad, Tesla, or Android phone/tablet. Instead of scanning documents, applicants can take a photo of signed documents using our native mobile app. These documents will appear in MD-Staff just like a typical scanned document.



Introduction

Traditionally the application process is a very time consuming and paper intensive process. Yet there are compelling economic reasons why the application process must be streamlined and expedited. Often, providers cannot see patients and generate revenue until the application is processed.

MD-App is designed to eliminate this manual process by allowing providers to complete the application online. Documents which are part of the application packet such as bylaws and privilege forms are available to the providers to download, review and sign.

Product Overview

MD-App is a secure online application designed to work seamlessly with the MD-Staff credentialing system. MD-App aims to eliminate the costly process of printing, mailing and entering data for the initial and reappointment applications. It allows the providers to complete and submit applications online from the comfort of their own office or home. MD-App is a configurable website which synchronizes with your MD-Staff system to eliminate duplicate data entry.

Save Time

Most providers prefer online applications over the traditional paper-based process. MD-App contains a reference library with the names and addresses of hospitals, medical schools, and residency programs nationwide. This minimizes data entry, expedites the application process and provides the applicants a user friendly environment. Once the application is submitted online, it can reviewed, accepted or rejected from within MD-Staff. If an application is accepted, the information can be imported directly into MD-Staff. This step eliminates the need for manual data entry and reduces error. During the import process, MD-Staff can automatically verify the licenses, DEA, OIG, ABMS and numerous other sources.

Automate Your Reappointment Process

Reappointment is a very time consuming process due to its volume and frequency. As such, automating the reappointment process promises the greatest impact. Mailing application packets and waiting for the applications to be returned is no longer an option.

MD-App generates customized, electronic reappointment applications for each provider. This electronic application contains all the necessary items including the prepopulated application, privilege forms with approved privileges, and any other supporting documents. Providers simply login to MD-App, make the necessary modifications and submit the application electronically. Once the application for reappointment is received, changes are identified to make the appropriate updates in MD-Staff.

MD-App Key Features

Highlights

- MD-App utilizes the latest password controls and data encryption to protect your data
- Pre-applications must be approved before the provider can fill out the full application
- You will be alerted when an application is submitted
- MD-App is configurable to meet specific requirements
- Your MD-Staff privilege forms will integrate with MD-App
- The providers can request privileges online

Paperless Application

- The provider can download the entire application package electronically
- The application is signed electronically
- All communication between the Medical Staff Office and the applicant is via e-mail
- The providers can upload any document to MD-App such as their CV, DEA certificates, licenses, and insurance certificates

More Accurate Data

- Data entry rules can be enforced to make sure the data is correct and complete
- The lookup tables in MD-App are synchronized with your MD-Staff database to assure data integrity
- The application cannot be submitted until it is complete
- The Medical Staff Office can accept or reject the application

- MD-App can be used for the initial appointments and reappointments

**Schedule A
Demo Today**

**mdstaff.com
sales@mdstaff.com
800.736.7276**



Online Application



Applied Statistics & Management, Inc.

Virtual Committee

Virtual Committee is designed with collaboration in mind. Keep the medical staff up to date on all of your organization's crucial decisions. Review appointments, documents or anything that your organization needs. The application is customizable to fit into any and every workflow

Virtual Committee Features



Customization

Almost unlimited customization. From form fields to your own custom logo, virtual committee can adapt to your needs



Integration

MD-Staff integration keeps your data up to date in real time. Run reports on reviewed information quickly and easily



Collaboration

Collaborate with your colleagues on Medical Staff matters. Review your information and keep everyone in sync



Sane Defaults

If you don't want to go through the hassle of customizing things. Don't! We've designed the app to work for your organization out of the box

Below is a list of applicants assigned to you for review. Once you select an applicant, you will have the opportunity to review the applicant's data and make notes where appropriate. You will also be able to see notes from the Medical Staff Office and other members of the Credentialing Committee.

Appointment Reviews

Name	Department	Application Type	Due Date	Recommendation	
Adamsdt, Karen G.	Medicine	Reappointment	07/15/2011		Review
Anda, Michael		Initial Appointment	12/31/2014	Approve	Review
Allen, Trish A.	Surgery	Reappointment		Approve	Review
Lauriden, John	Medicine	Initial Appointment		Approve	Review
Swain Jr., Michael B.	Medicine	Reappointment	11/15/2010	Approve	Review

Below is a list of case(s) assigned to you for review. Once you select a case you will have the opportunity to review the admission data along with the notes from the Review Coordinator. You will be able to make notes about the case and provide your final outcome.

Peer Case Reviews

Review Type	Reason	Account #	Review Date	Variance Date	Due Date	Recommendation	
Peer Case Review		12345678	01/28/2011	01/01/2010	10/01/2013		Review

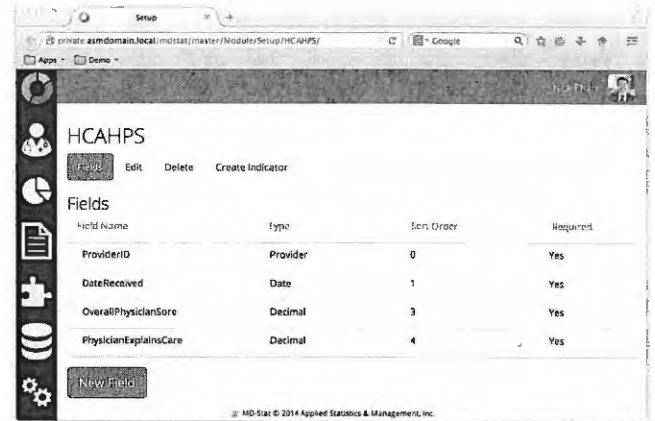
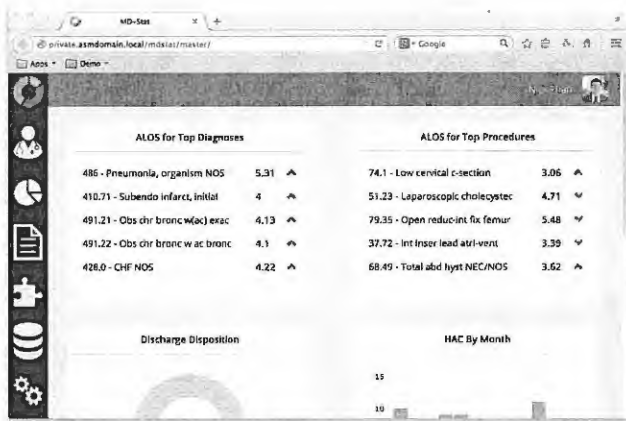


Simple, Innovative & Comprehensive

Cloud-based OPPE, FPPE and Peer Review Solutions



Features

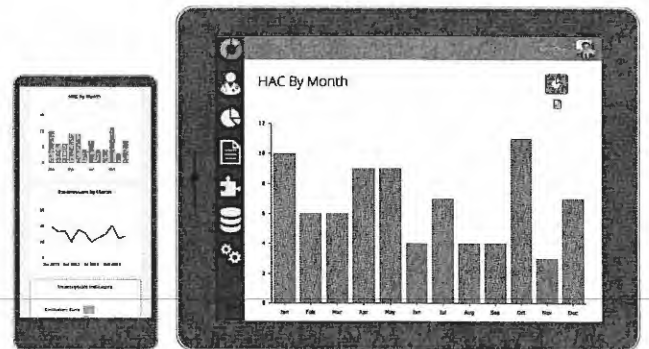


Data Friendly

Direct HL7 Interfaces, Exports, custom spreadsheets, and MD-Staff. MD-Stat handles all types of data, whether it's streaming data, manually uploaded, exported automatically or manually entered.

Super Flexible

Leave the data validation, cleaning and analysis to us. Keep your data sources simple. MD-Stat can take your data sources, process them and validate them as-is, saving you the hassle of complicated data transformations.

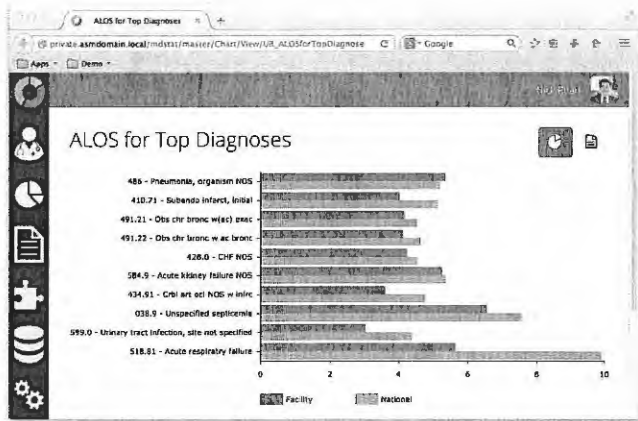


Elegant Report Cards

Report cards make it easy to understand how a provider is performing at your facility and allow you to easily track performance, find outliers and compare them with their peers. Custom thresholds and indicators allow limitless report card combinations.

Optimized for Mobile

Optimized for phones and tablets, providers and managers can view and edit data, charts and reports on the go. MD-Stat is fully functional on tablets and smartphones giving you complete access from anywhere.



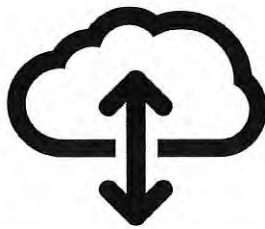
Compelling Analytics

Analyze your data over time comparing current trends with past trends. See how your data compares side-by-side with national averages. Dashboards provide an at-a-glance overview with the ability to drill-through to advanced charts and reports.

Provider	Certificat...	Committee ...	Days Medic...	HAC - SSI ...	HAC - SSI ...	HAC
Alton, Daryl V., M.D.	2	0	0	0	0	0
Bell, Kenneth T., M.D.	1	1	0	0	0	0
Blair, William A., M.D.	3	0	0	0	0	0
Brown, Cynthia R., M.D.	2	0	0	0	0	0
Clift, Kaitlyn J., M.D.	5	5	0	0	0	0
Couch, Elaine E., M.D.	3	0	0	0	0	0
Crane, Carie S., M.D.	3	4	0	0	0	0
Flanagan, Peter R., M.D.	0	0	0	0	0	0
Harrington, Marjorie G., M.D.	2	1	0	0	0	0
Jones, James F., M.D.	1	0	0	0	0	0
Jordan, Keith K., M.D.	2	3	0	0	0	0

Compare Providers

Easily review and compare your entire staff, department or team on one interactive dashboard. This allows you to quickly identify problem areas or underperforming providers.



Cloud Enabled

MD-Stat can be deployed in our HIPAA compliant cloud or in your organization's private cloud. The choice is yours.



Globally Focused

MD-Stat is a global product that supports local date formats and user-specific language settings. Regardless where your organization is located, MD-Stat is ready.

About ASM

Founded in 1982 and headquartered in Temecula, California, Applied Statistics & Management, Inc. (ASM) is dedicated to the development and support of software solutions that leverage the latest technologies and methodologies for the healthcare industry. ASM's flagship products, MD-Staff, MD-Stat, MD-App and E>Priv, are used by over 1,200 facilities worldwide. ASM specializes in software solutions that help healthcare organizations of any size streamline their processes while reducing overall costs.



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