



## Monterey County Board of Supervisors

168 West Alisal Street,  
1st Floor  
Salinas, CA 93901  
831.755.5066

### Board Order

#### Agreement Nos.: A-13411, A-13412 & A-13413

Upon motion of Supervisor Alejo, seconded by Supervisor Salinas and carried by those members present, the Board of Supervisors hereby:

- a. Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Leidos Health, LLC (A-13411), pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, to extend the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019;
- b. Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Jacobus Consulting, Inc. (A-13412), pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, extending the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019;
- c. Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Navin Haffty & Associates, LLC (A-13413), pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, extending the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full term of April 1, 2017 through January 10, 2019;
- d. Authorized an increase of \$3,717,000 to the aggregate total amount for all agreements for IT Consulting per RFP #9600-67 for the additional one (1) year of services for a revised total aggregate amount not to exceed \$7,581,000 across all agreements; and
- e. Authorized the Deputy Purchasing Agent or designee to execute up to three (3) one year future amendments to the agreements with Leidos Health, LLC, Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC, which do not significantly alter the scope of work and do not provide for an individual monetary liability for each agreement.

PASSED AND ADOPTED this 12<sup>th</sup> day of December 2017, by the following vote, to wit:

AYES: Supervisors Alejo, Phillips, Salinas, Parker and Adams  
NOES: None  
ABSENT: None

I, Gail T. Borkowski, 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 80 for the meeting December 12, 2017

Dated: January 3, 2018  
File ID: A 17-470

Gail T. Borkowski, Clerk of the Board of Supervisors  
County of Monterey, State of California

By *Danise Hancock*  
Deputy

**AMENDMENT NO. 1  
TO SERVICES AGREEMENT  
BETWEEN LEIDOS HEATH LLC AND  
NATIVIDAD MEDICAL CENTER  
FOR  
IT CONSULTING SERVICES**

This Amendment No. 1 to the Services Agreement (“Agreement”) which was effective on January 11, 2017 is entered into by and between the County of Monterey (hereinafter “County”), on behalf of Natividad Medical Center (hereinafter “NMC”), and Leidos Health LLC (hereinafter “CONTRACTOR”); (collectively, the County and CONTRACTOR are referred to as the “Parties”), with respect to the following:

**RECITALS**

**WHEREAS**, the Agreement was executed for CONTRACTOR to provide IT consulting services for NMC with a term January 11, 2017 through January 10, 2018.

**WHEREAS**, NMC and CONTRACTOR currently wish to amend the Agreement to extend it for an additional one (1) year period through January 10, 2019 with the option to extend the agreement for three (3) additional one year periods.

**AGREEMENT**

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

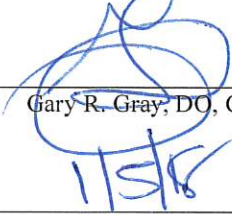
The Agreement is hereby amended on the terms and conditions as set forth in the Agreement, except as specifically set forth below.

1. “TERM OF AGREEMENT/Section 4.1”, shall be amended to: *“The term of this agreement is January 11, 2017 through January 10, 2019, with the option to extend the agreement for three (3) additional one year periods. NMC is not required to state a reason if it elects not to renew this AGREEMENT.*
2. Exhibit A, “PRICNG” shall be amended to the following:  
*“The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:*  
**Exhibit A: Pricing**  
**Exhibit A-1: revised Pricing as per Amendment No. 1”**  
**Exhibit B: Business Associate Agreement**
3. Except as provided herein, all remaining terms, conditions and provisions of the Agreement are unchanged and unaffected by this Amendment No. 1 and shall continue in full force and effect.
4. A copy of this Amendment No. 1 shall be attached to the Original Agreement.
5. This Amendment No. 1 shall be effective January 11, 2018.


~ Signature page to follow ~

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.

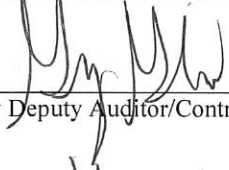
**NATIVIDAD MEDICAL CENTER**

By:   
Gary R. Gray, DO, CEO  
Date: 11/15/17

**APPROVED AS TO LEGAL PROVISIONS**

By:   
Monterey County Deputy County Counsel  
Date: 11/17/17

**APPROVED AS TO FISCAL PROVISIONS**

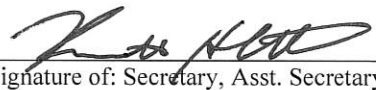
By:   
Monterey County Deputy Auditor/Controller  
Date: 11-20-17

**CONTRACTOR**

Leidos Health LLC  
\_\_\_\_\_  
**CONTRACTOR's Business Name**  
\*\*\*See instructions below\*\*\*

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

Bill Kloes, President Hospitals & Health Systems  
Name and Title  
Date: 11/15/17

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

Kenneth H. Cattle, Controller  
Name and Title  
Date: 11.15.2017

**\*\*\*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-1 Pricing

2018 Leidos Health All Inclusive Rates				
Job Classification/ Title	Role Description	MEDITECH	Epic	Strategy
A. Project Manager	The Project Manager will be responsible for the day-to-day project activities and will be your primary point of contact. Our Project Manager will work in collaboration with the NMC Project Manager to provide guidance and direction as it relates to the engagement, issues, risks, and resources.	\$185	\$200	
B. Clinical Project Manager	The Leidos Health Clinical Project Manager, or Clinical Lead, will be responsible for the clinical efforts and/or support the clinical initiatives, and oversee the build and development work of the clinical teams.	\$185	\$200	
C. Clinical IT Subject Matter Expert (SME)	The Leidos Health Clinical IT Subject Matter Expert (SME) will support the day-to-day build and implementation efforts.	\$175	\$180	
D. Non Clinical IT Subject Matter Expert	The Leidos Health Non Clinical IT Subject Matter Expert (SME) will support the day-to-day build and implementation efforts.	\$175	\$180	
E. Database Administrator/ IT Infrastructure/Data Warehouse	The Database Administrator will create and support multiple databases, EHRs and database technologies. Ensures that databases are properly maintained, meets performance metrics, and is responsible for data management and controls. Adept with reporting tools (Crystal, SQL, scripting, other tools).	\$175	\$195	

<p>F. Technical Analyst (HL7, networking, security, etc.)</p> <p>ETL/ SQL/ Clarify/ Crystal/Other/Data Extraction</p> <p>Developer and/or Project Manager</p>	<p>The Technical Analyst will implement and support a broad range of facility-based IT&amp;S equipment. Skilled with network infrastructure support and device deployment.</p> <p>Works directly with NMC to generate reports, data files, queries, sub-queries, nested queries, and SQL and Crystal reports using Epic Clarity report writing and SQL tools. Other tasks could include the following (not all tasks are named here):</p> <ul style="list-style-type: none"> <li>▪ Writes SQL code and ETL code to support the project including SSIS packages</li> <li>▪ Loads data from file types such as csv, flat files, databases</li> <li>▪ Works with SQL Server and system tables and structures; Oracle tables and structures; relational database structures</li> <li>▪ Creates complex views and in all aspects of DDL, DML as it pertains to SQL Server specifically</li> <li>▪ Develops advanced programs for ETL that include complex transformations and data normalization routines</li> <li>▪ Works with technical leads to develop and set up automated and manual process steps for production of ETL routines and SSIS packages</li> </ul> <p>Creates documentation for SQL/ETL routines and associated processes. Works with technical staff and leads on optimizing the data architecture to support the ETL processes</p>	\$175	\$195	
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## Exhibit A-1 Pricing

G. Report Writer/ Designer	The Leidos Health Report Writer/Designer will be responsible for identifying and addressing reports that need to migrate to the new environment, the development of new reports, and reports to be modified. This role will work closely with the project team and stakeholders to ensure requirements are being met and testing protocols completed.	\$170	\$180	
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H. Account Manager	<p><b>Mary Kay Beltramini</b> is the Leidos Health Northern California Account Manager and will be assigned to NMC and this project. She resides in Northern California. Ms. Beltramini will coordinate her onsite visits with the Leidos Health Project Manager and/or consultant/team member.</p>	N/C	N/C	N/C
I. IT Analyst	<p><b>IT Application Analyst</b> gathers business requirements, conducts needs assessments, and develops functional specifications and build to ensure that developed information technology solutions support business objectives. Installs/upgrades new/existing applications and components and configures application settings.</p>	\$175	\$180	
J. MEDITECH Financial Lead	<p>The Leidos Health MEDITECH READY Certified Financial Lead will be responsible for the day-to-day project activities for the revenue cycle efforts. Our Financial Lead will work in collaboration with the Project Manager and NMC Business Office to provide guidance and direction as it relates to this engagement. The Financial Lead will also develop the revenue cycle migration strategy and oversee the build work of the financial team.</p>	\$180		
K. MEDITECH Ambulatory Lead	<p>The Leidos Health MEDITECH READY Certified Ambulatory Lead will be responsible for the day-to-day project activities for the clinics. Our Ambulatory Lead will work in collaboration with the Project Manager and the NMC Clinics to provide guidance and direction as it relates to this engagement. The Ambulatory Lead will also develop the workflows and oversee the build work of the ambulatory team.</p>	\$180		
L. MEDITECH Pharmacy Advisor – Pharm.D & Pharmacist	<p>The MEDITECH Pharmacy Advisor will provide oversight to the pharmacy dictionary and order build process. In addition, the Pharmacy Advisor will provide best practice guidance and be an advisor to the NMC Pharmacy leadership and team.</p>	\$195		

M. MEDITECH Pharmacy Analyst	The MEDITECH Pharmacy Advisor will provide oversight to the pharmacy dictionary and order build process. In addition, the Pharmacy Advisor will provide best practice guidance and be an advisor to the NMC Pharmacy leadership and team.	\$175		
N. Physician Informatics Advisor	The Physician Informatics Advisor will provide physician leadership to the NMC physician champion(s) and any designated NMC Physician Committee, and the Chief Medical Officer and/or the Chief Medical Information Officer. The Physician Advisor will assist with the development of physician content and offer guidance in the area of physician adoption strategies.			\$323
O. Physician Trainers	The Physician Trainer will adjust the training curriculum on an as needed basis and provide 1:1 support to the physicians during Go-Live and Post Go-Live phases of an engagement.	\$155	\$160	
P. Clinical Informatics Advisor	The Clinical Informatics Advisor will provide guidance and advise the NMC clinical teams regarding clinical content development, order set development and nursing care pathways.	\$175	\$195	
Q. IT Device Deployment	The IT Device Deployment consultant will design, configure, and deploy desktop and personal handheld devices.	\$185	\$185	
R. Medical Device Integration	Technical IT Analyst interfacing configuration testing of medical device integration.	\$185	\$185	
S. IT Strategy Executive Sponsor	Provides thought leadership and executive level guidance, as well as overall project insight and direction. The IT Strategy Executive Sponsor will be responsible for the day- to-day project activities and will be your primary point of contact.			\$250
T. IT Management Strategist	The IT Management Strategist works directly with NMC leadership and stakeholders to perform the current state assessment of operational data needs and requirements to inform the approach to achieving NMC's Strategic Vision.			\$220