



# Monterey County

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

## Board Report

Legistar File Number: A 19-517

January 14, 2020

**Introduced:** 12/20/2019

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 3 to the Agreement (A-13417) with Qventus (formerly known as AnalyticsMD, Inc.) for operational decision support software at NMC to extend the Agreement term for two (2) additional years (October 29, 2019 through October 28, 2021), for a revised full term of October 29, 2015 through October 28, 2021 and increasing the amount by \$190,000 for a revised total agreement amount not to exceed \$571,000.

### **RECOMMENDATION:**

**It is recommended the Board of Supervisors:**

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the Agreement (A-13417) with Qventus (formerly known as AnalyticsMD, Inc.) for operational decision support software at NMC to extend the Agreement term for two (2) additional years (October 29, 2019 through October 28, 2021), for a revised full term of October 29, 2015 through October 28, 2021 and increasing the amount by \$190,000 for a revised total agreement amount not to exceed \$571,000.

### **SUMMARY/DISCUSSION:**

Qventus (formerly AnalyticsMD) is an operational decision support software system used by Natividad Medical Center's Emergency Department (ED) and inpatient units that has been implemented to improve department efficiency and productivity. The software utilizes real time patient flow data, such as registration data, staffing ratios, door to physician times, etc. to improve operational performance. This product provides real time reporting, as well as, predictive analytics tools. Through dashboards, alerts, and daily/weekly summaries of data, hospital management and administration teams can identify trends and look for the root causes of inefficiencies. Front line staff use the real time dashboards to monitor patient flow and are prompted to focus on problem areas to prevent bottlenecks. The tool also possesses predictive analytics functionality. Based on the real time dashboards, future trends in patient census are predicted which can automatically trigger alerts and notifications to front line staff to facilitate operational decisions that can alleviate staffing and patient discharge and admission bottlenecks.

NMC is requesting to amend the current Agreement to extend the term for two additional years to cover ongoing operational software subscription and maintenance fees. This Renewal and Amendment No. 3 has a retroactive date of October 29, 2019. NMC's internal review process to evaluate the cost benefit ratio of this software package, as well as negotiations with the vendor, caused a delay in the submission of final documents.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this renewal and amendment No. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on November 21, 2019 and by a special meeting by its Board of Trustees on December 13, 2019.

**FINANCING:**

The cost for Renewal and Amendment No. 3 is \$190,000 of which \$95,000 is included in the FY19-20 Adopted Budget for this Agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement facilitates the enhanced operational performance of the Emergency Department. This improves efficiency and accuracy with regards to patient care which equates to improved healthcare and equitable health opportunities at NMC.

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

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

Attachments:

- Qventus Renewal and Amendment No. 3
- Qventus Renewal and Amendment No. 2
- AnalyticsMD Renewal and Amendment No. 1
- Original Agreement with Analytics/MD, Inc.

Attachments on file with the Clerk of the Board