



## Monterey County Board of Supervisors

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

### Board Order

A motion was made by Supervisor Mary L. Adams seconded by Supervisor John M. Phillips to approve Consent Calendar Item Numbers 13 through 36 excluding Consent Item No.16 which was pulled via the additions and corrections and Item No. 32.1 which will have a separate vote taken on it.

**Agreement No.: Receivable Solutions A-13319; and Credit Consulting Services A-13320,  
Amendment No. 3**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one (1) year (October 1, 2020 through September 30, 2021) for a revised full agreement term of October 1, 2016 through September 30, 2021 and adding \$1,000,000 for a revised total aggregate amount not to exceed \$7,970,000.

PASSED AND ADOPTED on this 1<sup>st</sup> day of September 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 September 1, 2020.

Dated: September 1, 2020  
File ID: A 20-336  
Agenda Item No.: 13

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



Joel G. Pablo, Deputy

**AMENDMENT NO. 3  
TO SERVICES AGREEMENT  
BETWEEN RECEIVABLE SOLUTIONS INC. AND  
NATIVIDAD MEDICAL CENTER  
FOR  
DEBT COLLECTION SERVICES**

This Amendment No. 3 to the Services Agreement ("Agreement") which was effective on October 1, 2016 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter "NMC"), and ~~Credit Consulting Services, Inc.~~ <sup>Receivable Solutions, Inc. (RS)</sup> (hereinafter "CONTRACTOR"); collectively, the County, NMC and CONTRACTOR are referred to as the "Parties"), with respect to the following:

**RECITALS**

**WHEREAS**, the Parties entered into an Agreement for Debt Collection Services pursuant to RFP # 9600-64 with a three (3) year term ending September 30, 2019 with the option to extend for two (2) additional one (1) year periods, and for which the Monterey County Board of Supervisors approved a total aggregate amount for both Agreements not to exceed \$2,400,000; and

**WHEREAS**, NMC and CONTRACTOR amended the Agreement on November 14, 2018 via Amendment No. 2 to extend the term for an additional one year period through September 30, 2020 to allow for services to continue and to add an additional \$2,170,000 thereby increasing the total aggregate amount for both Agreements to \$4,570,000; and

**WHEREAS**, NMC and CONTRACTOR currently wish to amend the Agreement on November 19, 2019 to add an additional \$2,400,000 in funds to allow for services to continue for a total aggregate amount for both agreements not to exceed \$6,970,000; and

**WHEREAS**, NMC and CONTRACTOR currently wish to amend the Agreement to extend an additional one (1) year (October 1, 2020 through September 30, 2021) and to add an additional \$1,000,000 in funds to allow for services to continue for a total aggregate amount for both agreements not to exceed \$7,970,000.

**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, Amendment No. 1 and in Amendment No. 2 incorporated herein by this reference, except as specifically set forth below.

1. Section 5.4 under "COMPENSATION AND PAYMENTS" shall be omitted in its entirety and replaced with the following:  
*"Because CONTRACTOR's compensation shall be based on the amount of debt collected by CONTRACTOR which is not known; this Agreement is not set at a specific dollar amount. The aggregate total amount payable by NMC under all Agreements awarded per RFP 9600-64 for Debt Collection services is not to exceed the sum of \$7,970,000."*
2. Except as provided herein, all remaining terms, conditions and provisions of the Original Agreement are unchanged and unaffected by this Amendment No. 3 and shall continue in full force and effect as set forth in the Agreement, Amendment No. 1 and in Amendment No. 2
3. A copy of this Amendment No. 3 shall be attached to the Original Agreement.

Amendment No. 3 to Agreement  
With ~~Credit Consulting Services~~ For  
Debt Collection Services

Receivable Solutions, Inc.

4. This Amendment No. 3 shall be effective when signed by both parties.

**IN WITNESS WHEREOF**, the Parties hereto are in agreement with this Amendment No. 3 on the basis set forth in this document and have executed this Amendment No. 3 on the day and year set forth herein.

**NATIVIDAD MEDICAL CENTER**

By: Dr. Gary R. Gray  
Gary R. Gray, DO, CEO

Date: 9/14/20

**APPROVED AS TO LEGAL PROVISIONS**

By: [Signature]  
Monterey County Deputy County Counsel

Date: 7/13/2020

**APPROVED AS TO FISCAL PROVISIONS**

By: Gary K Giboney  
Monterey County Deputy Auditor/Controller

Date: 7/14/2020

**CONTRACTOR**

Receivable Solutions, INC.  
**CONTRACTOR's Business Name**  
\*\*\*See instructions below\*\*\*

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

Brent D. Rollins, CEO  
Name and Title

Date: 06/22/2020

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

John Baker, CFO  
Name and Title

Date: 6/22/2020

**\*\*\*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).

Amendment No. 3 to Agreement  
With Credit Consulting Services for  
Debt Collection Services

Receivable Solutions, Inc.