



# Monterey County

**Item No.35**

## Board Report

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

Legistar File Number: A 21-330

June 22, 2021

**Introduced:** 6/9/2021

**Current Status:** Natividad Medical Center -  
Consent

**Version:** 1

**Matter Type:** BoS Agreement

a. Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute an agreement with First Alarm Security & Patrol Inc., an Allied Universal Company one of the selected qualified contractors that receive a notice of award from the County Contracts-Purchasing Department pursuant to the County’s Request for Proposal (RFP) 10744 for Uniform Security Guard Services, with an initial Agreement term of July 1, 2021 through June 30, 2022 and the option to extend for two (2) additional one (1) year periods, for a total contract amount not to exceed \$4,500,000;

b. Authorize the CEO for NMC or his designee to execute up to 2 one year amendments that do not significantly change the scope of services.

### **RECOMMENDATION:**

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

a. Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute an agreement with First Alarm Security & Patrol Inc., an Allied Universal Company one of the selected qualified contractors that receive a notice of award from the County Contracts-Purchasing Department pursuant to the County’s Request for Proposal (RFP) 10744 for Uniform Security Guard Services, with an initial Agreement term of July 1, 2021 through June 30, 2022 and the option to extend for two (2) additional one (1) year periods, for a total contract amount not to exceed \$4,500,000;

b. Authorize the CEO for NMC or his designee to execute up to 2 one year amendments that do not significantly change the scope of services.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center (NMC) is a 172 licensed bed acute care hospital in Salinas CA that is owned and operated by the County of Monterey. Security guard and patrol services is a very important and necessary part of hospital operations. Security at NMC is active 24/7 with designated post with officers stationed at various locations throughout the hospital. Due to the unique environment of working in a hospital setting, Natividad requires that all officers become Crisis Prevention Institute

(CPI) certified, and medically cleared. Additionally, other stand-out responsibilities that Natividad expects its selected security guard and patrol service vendor to adhere to include but are not limited to the following:

- have continuity, coordination, control, and consistency that delivers security and protection to the NMC buildings and Campus
- receive uninterrupted security guard services, in which appropriate security levels are maintained at all times without interruption
- be able to promptly receive additional officers as requested.
- provide constant vehicle patrol
- provide an on-site manager to monitor and manage the guards and patrolmen daily

Prior to Covid, typical security guard shifts were running at three (3) shifts with between 6-7 officers per shift daily. Since the onset of the pandemic the service needs have increased significantly however. An example of additional services being deemed necessary include security guard manned entry ways into the hospital, and a physical presence at community outreach engagements as well as at vaccine clinics. In addition to the added service needs, hours were also extended as needed. The costs for security guard and patrol services going forward is projected between to be roughly \$1,500,000 annually.

Natividad historically has utilized one of the awarded vendors from the County's Request for Proposals (RFP) for unarmed security and patrol guard services. The County of Monterey recently issued a RFP and is currently undergoing a selection and award process. Natividad intends to piggy-back on the County's RFP and issue a piggy-back agreement under the terms and conditions of the County RFP. Once the County announces the awarded vendors, Natividad will select from the awarded vendors one of the vendors to do business with.

**OTHER AGENCY INVOLVEMENT:**

County Counsel's office and the Auditor-Controller's office were both provided a copy of this Board Report for review. This request has been reviewed and approved by NMC's Finance Committee and Board of Trustees on May 14, 2021.

**FINANCING:**

The cost for this services agreement is \$1,500,000. \$1,500,000 was included in the Fiscal Year 2021-22 Recommended Adopted Budget for guard services at Natividad Medical Center (NMC).

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow while reducing violent crimes.

- Economic Development
- Administration

- Health and Human Services
- Infrastructure
- Public Safety

Prepared by: Andrea Rosenberg, Hospital Assistant Administration, 831-783-2562

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

Attachments:

Attachments on file with the Clerk of the Board

*Dr. Charles R. Harris*  
Dr. Charles R. Harris, Interim Chief Executive Officer

6/16/21  
Date