



## Monterey County Board of Supervisors

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

### Board Order

**Agreement Nos.: A-12896; A-12897; A-12898; A-12899**

Upon motion of Supervisor Phillips, 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. 2 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896), Staff Care, Inc. (A-12897), Next Medical Staffing, LLC (A-12898), MDA Holdings, Inc. d.b.a. Medical Doctor Associates, LLC (A-12899), and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A12900) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61 to extend all agreements for an additional one (1) year period (August 1, 2017 through July 31, 2018) for a revised full agreement term of August 1, 2015 through July 31, 2018 and to add an additional \$2,000,000 for a revised total aggregate amount for all agreements not to exceed \$4,000,000.
- b. Authorized the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreements to exercise the remaining options to extend the term for up to two (2) additional one (1) year periods, increasing the total aggregate amount by \$2,000,000 annually across all agreements provided that the total aggregate amount for all agreements over the full five (5) year term does not exceed \$8,000,000 and that appropriations for the increased costs per each amendment is included in the County Adopted Budget of the relevant fiscal year.

PASSED AND ADOPTED this 25th day of July 2017, by the following vote, to wit:

AYES: Supervisors Alejo, Phillips, Salinas, Parker and Adams

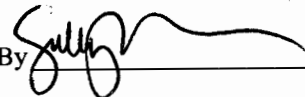
NOES: None

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 July 25, 2017.

Dated: July 25, 2017  
File ID: A 17-325

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

By  Deputy

**AMENDMENT NO. 2  
TO SERVICES AGREEMENT  
BETWEEN MEDICAL SEARCH, LLC  
DBA SUMO MEDICAL STAFFING AND  
NATIVIDAD MEDICAL CENTER  
FOR  
LOCUM TENENS REFERRAL SERVICES**

This Amendment No. 2 to the Services Agreement ("Agreement") which was effective on August 1, 2015 is entered into by and between the County of Monterey (hereinafter "COUNTY"), on behalf of Natividad Medical Center (hereinafter "NMC"), and **Medical Search, LLC d.b.a. SUMO Medical Staffing** (hereinafter "CONTRACTOR"). Collectively, COUNTY, NMC and CONTRACTOR are referred to as the "Parties", with respect to the following:

**RECITALS**

**WHEREAS**, the County of Monterey on behalf of Natividad Medical Center and Medical Search, LLC d.b.a. SUMO Medical Staffing entered into an Agreement for locum tenens referral services pursuant to Request for Proposal (RFP) #9600-61 with a one year term ending on July 31, 2016 and with a total aggregate amount not to exceed \$2,000,000 annually for all agreements awarded per RFP #9600-61; and

**WHEREAS**, the Parties amended the Agreement on August 1, 2016 via Amendment No. 1 to extend the term for an additional one year period through July 31, 2017 with no change to the Scope of Services or the billing rates stated within the Agreement, and no cost increase to the total aggregate amount not to exceed \$2,000,000 annually for all agreements awarded per RFP #9600-61; and

**WHEREAS**, the Parties currently wish to amend the Agreement to extend it for an additional one (1) year period through July 31, 2018 for a revised full Agreement term of August 1, 2015 through July 31, 2018 to allow for services to continue and to update the locum tenens referral rates in the original Agreement as per "Exhibit A – Rate Sheet as per Amendment No. 2", effective August 1, 2017 as attached hereto, with an increase of \$2,000,000 to the total aggregate amount for all agreements awarded per RFP #9600-61 for a revised total aggregate amount not to exceed \$4,000,000 for all Agreements awarded per RFP #9600-61.

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

1. **Section 1.15 paragraph titled, "Term" shall be amended to the following:**

"The term of this AGREEMENT is from August 1, 2015 through July 31, 2018 unless sooner terminated pursuant to the terms of this AGREEMENT with the option to extend for two (2) additional one (1) year periods."

2. "Exhibit A – Rate Sheet" attached to the Agreement shall be replaced with the revised "Exhibit A Rate Sheet" attached hereto this Amendment No. 2 which shall be effective beginning on August 1, 2017.

3. Except as provided herein, all remaining terms, conditions and provisions of the original Agreement are unchanged and unaffected by this Amendment No. 2 and shall continue in full force and effect as set forth in the original Agreement and in Amendment No. 1.
4. A copy of this Amendment No. 2 shall be attached to the original Agreement.
5. This Amendment No. 2 shall be effective on August 1, 2017.

IN WITNESS WHEREOF, the Parties hereto are in agreement with this Amendment No. 2 on the basis set forth in this document and have executed this Amendment No. 2 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

\_\_\_\_\_

Name

Date: \_\_\_\_\_

**APPROVED AS TO FISCAL PROVISIONS**

By: \_\_\_\_\_

Monterey County Deputy Auditor-Controller

\_\_\_\_\_

Name

Date: \_\_\_\_\_

**CONTRACTOR**

*Medical Search, LLC d.b.a.*

***SUMO Medical Staffing***

CONTRACTOR's Business Name

*\*Signature instructions below*

By: \_\_\_\_\_

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

Jeff Parker CEO

Name and Title

Date: \_\_\_\_\_

By: \_\_\_\_\_

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

Kevin Anderson, CFO

Name and Title

Date: \_\_\_\_\_

**\*Signature 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 (2 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 (2 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 (1 signature required).

## RFP #9600-61 EXHIBIT A per Amendment No. 2

### MEDICAL SEARCH, LLC DBA SUMO MEDICAL STAFFING RATE SHEET FOR SPECIALTY SERVICES (rates proposed are all-inclusive of travel and administrative fees)

Bidders are required to complete this sheet and submit it with their proposals.

SPECIALTY	HOURLY	DAILY (8 hr day unless otherwise specified)	HOLIDAY/ OVERTIME HOURLY (additional hours not included in daily rate)	24 HOUR CALL (includes 8 hours of patient care)	Permanent Placement Fee
Anesthesiology	\$ 235.00	\$ 1,880.00	\$ 275.00	\$ 1,880.00	\$ 22,000.00
Cardiology	\$ 325.00	\$ 2,600.00	\$ 350.00	\$ 2,600.00	\$ 22,000.00
Cardiology, Interventional	\$ 425.00	\$ 3,400.00	\$ 450.00	\$ 3,400.00	\$ 22,000.00
Cardiology, Invasive	\$ 405.00	\$ 3,240.00	\$ 440.00	\$ 3,240.00	\$ 22,000.00
Critical Care/ ICU (9 hour day)	\$ 295.00	\$ 2,655.00	\$ 345.00	\$ 2,655.00	\$ 22,000.00
Critical Care Surgery (24 hour in-house)	\$ 170.00	\$ 1,360.00	\$ 200.00	\$ 1,360.00	\$ 22,000.00
Certified Registered Nurse Anesthetist (CRNA)	\$ 265.00	\$ 2,120.00	\$ 300.00	\$ 2,120.00	\$ 18,000.00
Dermatology	\$ 265.00	\$ 2,120.00	\$ 300.00	\$ 2,120.00	\$ 22,000.00
Emergency Medicine	\$ 235.00	NA	\$ 235.00	NA	\$ 22,000.00
Family Practice , Ambulatory Care	\$ 168.00	\$ 1,344.00	\$ 200.00	\$ 1,360.00	\$ 22,000.00
Family Practice	\$ 168.00	\$ 1,344.00	\$ 200.00	\$ 1,360.00	\$ 22,000.00
Family Practice with OB	\$ 180.00	\$ 1,120.00	\$ 225.00	\$ 1,120.00	\$ 22,000.00
Gastroenterology	\$ 300.00	\$ 2,400.00	\$ 300.00	\$ 2,400.00	\$ 22,000.00
Surgery (General)	\$ 220.00	\$ 1,760.00	\$ 275.00	\$ 1,760.00	\$ 22,000.00
Hematology/Oncology	\$ 200.00	\$ 1,600.00	\$ 250.00	\$ 1,600.00	\$ 22,000.00
Hospitalist - Primary Care	\$ 210.00	NA	\$ 210.00	NA	\$ 22,000.00
Internal Medicine	\$ 170.00	\$ 1,360.00	\$ 200.00	\$ 1,360.00	\$ 22,000.00
Infectious Disease	\$ 250.00	\$ 2,000.00	\$ 300.00	\$ 2,000.00	\$ 22,000.00
Neonatology	NA	\$ 3,750.00	\$ 400.00	\$ 3,750.00	\$ 22,000.00
Nephrology	\$ 275.00	\$ 2,200.00	\$ 325.00	\$ 2,200.00	\$ 22,000.00
Neurological Surgery	\$ 480.00	\$ 3,840.00	\$ 480.00	\$ 3,840.00	\$ 22,000.00
Neurology	\$ 275.00	\$ 2,200.00	\$ 325.00	\$ 2,200.00	\$ 22,000.00
Nurse Practitioner - Adult	\$ 115.00	\$ 920.00	\$ 135.00	\$ 920.00	\$ 18,000.00
Nurse Practitioner - Neonatal	\$ 135.00	\$ 1,080.00	\$ 155.00	\$ 1,080.00	\$ 18,000.00
Nurse Practitioner - Critical Care	\$ 145.00	NA	\$ 165.00	\$ 1,200.00	\$ 18,000.00
Obstetrics and Gynecology (9 hour day)	\$ 250.00	\$ 2,250.00	\$ 275.00	\$ 2,250.00	\$ 22,000.00
Occupational Medicine	\$ 145.00	\$ 1,160.00	\$ 145.00	\$ 1,160.00	\$ 22,000.00
Ophthalmology (Surgery)	\$ 225.00	\$ 1,800.00	\$ 275.00	\$ 1,800.00	\$ 22,000.00
Orthopedic Surgery	\$ 275.00	\$ 2,200.00	\$ 300.00	\$ 2,200.00	\$ 22,000.00
Otolaryngology (ENT)	\$ 240.00	\$ 1,920.00	\$ 270.00	\$ 1,920.00	\$ 22,000.00
Pathology	\$ 135.00	\$ 1,080.00	\$ 150.00	\$ 1,080.00	\$ 22,000.00
Pediatric Outpatient	\$ 155.00	\$ 1,400.00	\$ 155.00	\$ 1,400.00	\$ 22,000.00
Pediatric Hospitalist	\$ 175.00	\$ 1,400.00	\$ 175.00	\$ 1,400.00	\$ 22,000.00
Physical Medicine and Rehabilitation	\$ 225.00	\$ 1,800.00	\$ 250.00	\$ 1,800.00	\$ 22,000.00
Physician Assistant	\$ 115.00	\$ 920.00	\$ 135.00	\$ 920.00	\$ 18,000.00
Pulmonology Outpatient	\$ 295.00	\$ 2,655.00	\$ 345.00	\$ 2,655.00	\$ 22,000.00
Radiology Diagnostic	\$ 205.00	\$ 1,640.00	\$ 235.00	\$ 1,640.00	\$ 22,000.00
Radiology Interventional	\$ 275.00	\$ 2,200.00	\$ 300.00	\$ 2,200.00	\$ 22,000.00
Urology	\$ 250.00	\$ 2,000.00	\$ 275.00	\$ 2,000.00	\$ 22,000.00
Vascular Surgery	\$ 245.00	\$ 1,960.00	\$ 270.00	\$ 1,960.00	\$ 28,000.00
<b>Rate Adjustments:</b>					
Annual rate increases shall not exceed 2% per contract year.					