



Monterey County

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

Board Report

Legistar File Number: A 18-042

March 13, 2018

Introduced: 2/13/2018

Version: 1

Current Status: Consent Agenda

Matter Type: BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System, to extend the term for an additional two (2) year period (April 19, 2018 through April 18, 2020) for a revised full Agreement term of April 19, 2017 through April 18, 2020 with a remaining option to extend the Agreement for an additional two (2) year period, and with an increase of \$2,000,000 for a revised total Agreement amount not to exceed \$7,000,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System, to extend the term for an additional two (2) year period (April 19, 2018 through April 18, 2020) for a revised full Agreement term of April 19, 2017 through April 18, 2020 with a remaining option to extend the Agreement for an additional two (2) year period, and with an increase of \$2,000,000 for a revised total Agreement amount not to exceed \$7,000,000.

SUMMARY/DISCUSSION:

Natividad Medical Center utilizes registry services to staff hard to fill clinical positions to meet the hospital's staffing needs to ensure high quality patient care. NMC recommends continuing the utilization of the current Vendor Management System and associated services which provide the following benefits to NMC process:

- 1) Increase the number of registry vendor agencies available to NMC
- 2) Streamline the billing process
- 3) Replace the many individual nurse and ancillary registry agreements that NMC previously processed.

There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by registry staff.

FocusOne Solutions was selected through a competitive solicitation process. NMC issued Request for Proposals (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration. Upon a thorough selection process by NMC to include online demonstrations of the vendor management system; FocusOne Solutions was selected as the strongest candidate who demonstrated that it was best able to meet the needs of NMC.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved the Amendment No. 2 as to payment provisions. The Amendment No. 2 was approved by the NMC Finance Committee on February 2, 2018 and by the NMC Board of Trustees on February 2, 2018.

FINANCING:

The cost for this Amendment No. 2 is \$2,000,000; \$1,500,000 was included in the Fiscal year 2017-18 budget for this agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner enabling NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701

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

Attachments:

Amendment No. 2 to the Agreement with FocusOne Solutions

Amendment No. 1 to the Agreement with FocusOne Solutions

Agreement with FocusOne Solutions, LLC, awarded per RFP #9600-62

Attachments on file with the Clerk of the Board

