



# Monterey County

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

## Board Report

Legistar File Number: A 19-078

April 23, 2019

**Introduced:** 4/4/2019

**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 an agreement with Optuminsight, Inc. for perioperative consulting services for perioperative services at NMC for an amount not to exceed \$120,000 with an agreement term March 26, 2019 through March 25, 2020 and;
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Change Request Forms to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,000) of the original cost of the agreement and;
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, Confidentiality, cyber liability and limitations on damages provisions within the agreement.

### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Optuminsight, Inc. for consulting services for perioperative services at NMC for an amount not to exceed \$120,000 with an agreement term March 26, 2019 through March 25, 2020 and;
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Change Request Forms to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,000) of the original cost of the agreement and;
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, Confidentiality, cyber liability and limitations on damages provisions within the agreement

### **SUMMARY/DISCUSSION:**

Surgeries procedures have grown over 40% over the past years due to volume increases. An assessment is recommended to review and study the current workflow of procedures in order to maximize the department's surgery output. Because of the different modalities and intensity in the types of surgeries from minor to major, timing to perform the surgeries in a given day, accommodation for trauma caseload which is immediate, and surgeons' availability to schedule procedures, Optumsight will be engaged to assist with the review. Optumsight has the experience with assessments of Perioperative services from both strategically and operationally including to identify opportunities for

revenue growth, cost savings and improve efficiencies.

This agreement underwent extensive vetting by County approvers. There are numerous technical aspects and non-standard risk provisions that were negotiated and rewritten, such as Indemnification, Confidentiality, Payments, Warranty Disclaimer, Insurance, Term and Termination, Modification, Assignment, Limitations on Liability, and Limitations on Damages.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement as also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 1, 2019.

**FINANCING:**

The cost for this agreement is \$120,000 of which is included in the Fiscal Year 2018-19 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for executive level consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Daniel Leon CFO, 783-2561

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

Attachments:

Optuminsight, Inc. Agreement

Attachments on file with the Clerk of the Board