



Monterey County

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

Board Report

Legistar File Number: A 19-037

March 26, 2019

Introduced: 3/8/2019

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 Data License agreement with MGMA for access to its online physician practice management data platform for an amount not to exceed \$22,698 with an agreement term April 1, 2019 through March 31, 2022 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and 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 Data License agreement with MGMA for access to its online physician practice management data platform for an amount not to exceed \$22,698 with an agreement term April 1, 2019 through March 31, 2022 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement.

SUMMARY/DISCUSSION:

For compliance with state and federal regulations, it is the responsibility of the hospital to document fair market value for compensation of employee and independent contractor physician and non-physician providers. Medical Group Management Association (MGMA) is a nationally recognized organization that offers access to industry data such as compensation and productivity benchmarking reports. Access to this tool will support decisions to help achieve strategic objectives of the hospital's services lines while remaining compliant with federal regulations.

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, Order forms, Limitations on Liability, and Limitations on Damages.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this non-standard agreement as to legal form, and the

Auditor-Controller has reviewed and approved as to payment provisions. The non- standard agreement has 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 non-standard is \$22,698 of which \$7,200 which is included in the Fiscal Year 2018-19 Adopted Budget. There is no impact in the general funds.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The MGMA Data Dive package arms NMC with necessary data to identify areas of operational improvement, manage costs, and attract and retain quality physicians and staff.

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

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

Attachments:

MGMA Data License Agreement

Attachments on file with the Clerk of the Board