



County of Monterey

Item No.37

Board Report

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

Legistar File Number: A 25-455

December 09, 2025

Introduced: 11/12/2025

Current Status: Natividad Medical Center -
Consent

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute amendment No. 4 to the agreement (A-14125) with Monarch Medical Technologies, LLC for glucose management system enterprise software subscription services, extending the agreement an additional three (3) period (February 1, 2026 through January 31, 2029) for a revised full agreement term of October 1, 2018 through January 31, 2029 and adding \$185,736 for a revised total agreement amount not to exceed \$645,559.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute amendment No. 4 to the agreement (A-14125) with Monarch Medical Technologies, LLC for glucose management system enterprise software subscription services, extending the agreement an additional three (3) period (February 1, 2026 through January 31, 2029) for a revised full agreement term of October 1, 2018 through January 31, 2029 and adding \$185,736 for a revised total agreement amount not to exceed \$645,559.

SUMMARY:

EndoTool is a clinical decision support software that provides personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. Instead of the provider choosing from multiple order sets, it gives the provider the ability to order EndoTool management and the nurse follows the instructions from EndoTool rather than hand calculating insulin dosage. The software was built using Natividad Medical Center's policies, procedures and protocols that define insulin management and glycemic control. The system is HIPAA compliant and integrates with Meditech.

DISCUSSION:

EndoTool has enhanced Natividad Medical Center's glycemic management by reducing the time to achieve glucose control, minimizing hyper - hypoglycemic events, and improving overall patient outcomes. Beyond clinical benefits, EndoTool contributes to operational efficiency by streamlining insulin dosing workflows, enhancing compliance with safety protocols, and supporting data-driven

decision making. These improvements lead to better patient satisfaction, reduced complaints, and potential cost savings.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by Natividad Medical Center's Finance Committee and by its Board of Trustees on November 7, 2025.

FINANCING:

The cost for this amendment No. 4 is \$185,736 of which \$60,690 is included in the FY 2025-26 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact on the General Fund with this action.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS SECTION:

This agreement facilitates the enhanced operational performance of Natividad Medical Center. This provides Natividad Medical Center with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

☒ Well-Being and Quality of Life

☐ Sustainable Infrastructure for Present and Future

☐ Safe and Resilient Communities

☐ Diverse and Thriving Economy

☐ Administrative

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Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachment(s):

Board Report

Monarch Medical Technologies LLC Amendment No. 4

Monarch Medical Technologies LLC Amendment No. 3

Monarch Medical Technologies LLC Amendment No. 2

Monarch Medical Technologies LLC Amendment No. 1

Monarch Medical Technologies LLC Original Agreement

Attachments on file with the Clerk of the Board