



Monterey County

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Board Report

Legistar File Number: A 16-404

January 10, 2017

Introduced: 12/13/2016

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Agreements with Leidos Health, LLC and Jacobus Consulting, Inc., pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, with an agreement term beginning on the date the agreements are fully executed (January 11, 2017) through January 10, 2018, plus the option to extend the agreements for four (4) additional one year periods; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Agreements with Navin Haffty & Associates, LLC pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, with an agreement term April 1, 2017 through January 10, 2018 plus the option to extend the agreements for four (4) additional one year periods; and
- c. Authorize an aggregate total amount not to exceed \$3,864,000 across all agreements awarded from RFP #9600-67 for the initial term through January 10, 2018; and
- d. Authorize the Deputy Purchasing Agent for NMC or his designee to execute similar additional agreements for IT consulting services with qualified contractors who meet the minimum requirements of the County of Monterey under RFP #9600-67 using the same County of Monterey standard terms and conditions, where each individual agreement added does not increase the total aggregate amount authorized, subject to County Counsel and County Auditor-Controller review and approval.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Agreements with Leidos Health, LLC and Jacobus Consulting, Inc., pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, with an agreement term beginning on the date the agreements are fully executed (January 11, 2017) through January 10, 2018, plus the option to extend the agreements for four (4) additional one year periods; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Agreements with Navin Haffty & Associates, LLC pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, with an agreement term April 1, 2017 through January 10, 2018 plus the option to extend the agreements for four (4) additional one year periods; and
- c. Authorize an aggregate total amount not to exceed \$3,864,000 across all agreements awarded from RFP #9600-67 for the initial term through January 10, 2018; and
- d. Authorize the Deputy Purchasing Agent for NMC or his designee to execute similar

additional agreements for IT consulting services with qualified contractors who meet the minimum requirements of the County of Monterey under RFP #9600-67 using the same County of Monterey standard terms and conditions, where each individual agreement added does not increase the total aggregate amount authorized, subject to County Counsel and County Auditor-Controller review and approval.

SUMMARY/DISCUSSION:

NMC continues to have a need for IT consulting services and specialized subject matter expertise to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality.

NMC prepared and released RFP #9600-67 on August 1, 2016 to select qualified consulting companies to fulfill the unique needs associated with special IT projects. This RFP required that bidders be able to provide expertise for all aspects of application development, clinical IT expertise and high-level maintenance services at NMC. Eight (8) proposals were received for consideration from interested and qualified contractors. All 8 proposals were evaluated pursuant to the criteria stated in RFP #9600-67 and Leidos Health, LLC, Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC were all tentatively awarded agreements. Specific project needs will be detailed on separate Statements of Works (SOWs) with one or more of the awarded consulting firms throughout the term of the agreements.

NMC currently has two existing IT consulting agreements; one with KPMG and one with Navin Haffty & Associates. Both of those agreements expire on March 31, 2017. The term of the new agreements that NMC is requesting authority to enter into per RFP #9600-67 will be effective immediately for Leidos Health, LLC and Jacobus Consulting, Inc., however, the term for the agreement with Navin Haffty & Associates won't begin until April 1, 2017 which will allow the current agreement with Navin Haffty & Associates to finish out its term ending on March 31, 2017. There will be brief overlap between the current KPMG and Navin Haffty and Associates contracts and the new contracts for the RFP awardees allowing for a reasonable transition period between consultants. NMC will be requesting a 3 month extension of the existing KPMG agreement to allow KPMG to complete this transition.

NMC's IT staff work in conjunction with clinical IT consultants who are subject matter experts and also provide a high level of project management to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality. IT Consultants are also needed as process and data experts for government initiatives such as PRIME (Public Hospital Redesign and Incentives in Medi-Cal Experience). The need for consultants will occur as new hospital initiatives continue to arise.

NMC is projecting continued consulting services shall be needed in three primary areas:

- 1) PRIME/POPULATION Health initiatives
- 2) Clinical and Reporting Expertise
- 3) Implementation of Capital Projects such as ORM, Vital Signs and Meditech 6.x.

NMC continues to strive to fill all its budgeted FTE IT positions with internal expertise and will use consultants for short term projects and where internal knowledge or resources are not available.

NMC will return to BOS annually to request amendments to extend the agreements awarded via RFP #9600-67 for IT consulting services only as needed and the full term of each agreement shall not exceed five (5) years in total. NMC will provide the Board of Supervisors with a status report on projects associated with these agreements when extended terms are requested.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the agreements as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved the agreements as to payment provisions. This request was approved by the NMC Finance Committee on December 2, 2016 and by the NMC Board of Trustees on December 2, 2016.

FINANCING:

NMC estimates that the total aggregate cost for these Agreements is \$3,864,000 for the initial one (1) year period. \$1,800,000 of this amount is included in the Fiscal Year 2016-2017 Adopted Budget for the agreements. Amounts for remaining years of the agreements will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Charles R. Harris, MD, 783-2785

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

Attachments:

Agreement with Jacobus Consulting, Inc., awarded per RFP #9600-67

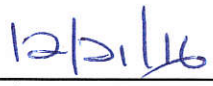
Agreement with Leidos Health, LLC, awarded per RFP # 9600-67

Agreement with Navin, Haffty & Associates, LLC per RFP # 9600-67

Attachments on file with the Clerk of the Board



Dr. Gary R. Gray, Chief Executive Officer



Date