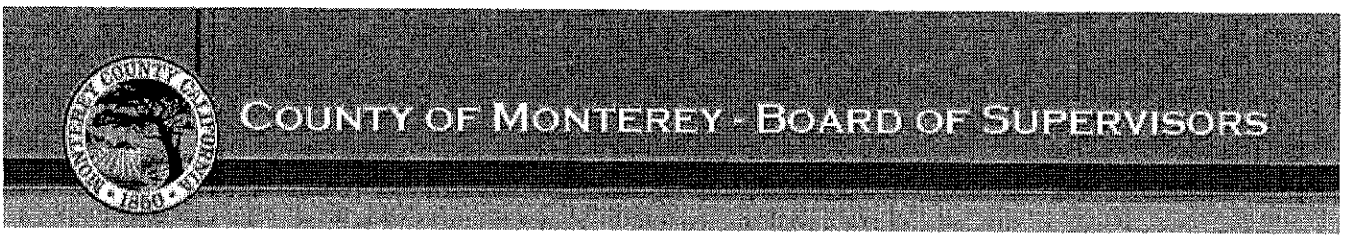


File #:	A 13-060	Name:	Beacon Partners Amendment #6
Type:	BoS Agreement	Status:	Consent Agenda
File created:	4/24/2013	In control:	Board of Supervisors
On agenda:	5/14/2013	Final action:	
Title:	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #6 to the Agreement (A-11879) with Beacon Partners Inc., for Meditech Clinical Modules, Meditech 5.66 Software Upgrade, and Computerized Physician Order Entry (CPOE) Implementation and Support Services at NMC, extending the Agreement to April 15, 2015 and adding $3,022,790 for a revised total Agreement amount not to exceed $4,055,870 in the aggregate.		
Sponsors:	Sid Cato		
Attachments:	1. Beacon Partners Amendment #6, 2. Beacon Partners Agreement & Amendment 1-5		

Title
Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #6 to the Agreement (A-11879) with Beacon Partners Inc., for Meditech Clinical Modules, Meditech 5.66 Software Upgrade, and Computerized Physician Order Entry (CPOE) Implementation and Support Services at NMC, extending the Agreement to April 15, 2015 and adding $3,022,790 for a revised total Agreement amount not to exceed $4,055,870 in the aggregate.

Report
RECOMMENDATIONS:

It is recommended that the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #6 to the Agreement (A-11879) with Beacon Partners Inc., for Meditech Clinical Modules, Meditech 5.66 Software Upgrade, and Computerized Physician Order Entry (CPOE) Implementation and Support Services at NMC, extending the Agreement to April 15, 2015 and adding $3,022,790 for a revised total Agreement amount not to exceed $4,055,870 in the aggregate.

SUMMARY/DISCUSSION:

CPOE is an essential part to meeting the requirements of the mandated, Health Information Technology for Economic and Clinical Health (HITECH) Act, for an Electronic Health Record (EHR) System (in NMC's case MediTech). CPOE is the most clinically critical of all Electronic Health Record (EHR) implementations, due to its potential impact on morbidity and mortality of NMC patients. In a study reviewing CPOE implementation by the Lucille Packard Hospital, implementation of CPOE resulted in a 20% reduction in mortality. In another study from the University of Pittsburg, where CPOE implementation was sub-optimal; there was an increase in mortality from 2.80 to 6.57%.

For the last several years NMC has purchased, and continues to purchase, necessary modules of MediTech in order to systematically build a fully operational EHR. Modules of MediTech, in turn, meet the ongoing mandated Medicaid and Medicare Meaningful Use requirements via the HITECH Act legislated by the federal government.

□Meaningful Use□ is defined as the □Meaningful use of an EHR Technology (in NMC's case Meditech) to achieve specific health and efficiency goals.□ Meaningful Use, as dictated by the HITECH Act, states that all hospitals meeting the targets of Meaningful Use Stage 1 & 2, will receive reimbursements for provided services. Medicaid/Medical

Meaningful Use Stage 1 requirements have been completed at NMC. The Medicare requirement for Meaningful Use Stage 1 began in March 2013 and is expected to be completed in June 2013. For NMC to meet Meaningful Use Stage 2, CPOE must be in place and fully functional by October 1, 2014.

The CPOE module implementation will be carried out by a team of consultants from two different vendors -Beacon Partners and Navin Haffty. Beacon Partners will provide clinical and technical expertise (2 consultants over a period of 2+ years of which $1,504,200 of the $3,022,790 will be applied to the CPOE implementation) to assist NMC for both implementation and post-implementation support of CPOE. Navin Haffty & Associates will be providing additional consulting resources (5 consultants) for a total of $1,907,500 to assist NMC and Beacon Partners in the implementation of the CPOE software module. Beacon Partners additional services will include upgrading Meditech's systems software to version 5.66, and Provation Order Set Software building and implementation.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 6 as to legal form and risk provisions. The Auditor-Controller has reviewed and approved this Amendment No. 6 as to fiscal provisions. The Amendment No. 6 has also been reviewed and approved by Natividad Medical Center's Board of Trustees

FINANCING:

The cost for this Amendment No. 6 is $3,022,790. $1,800,000 is included in the Fiscal Year 2012/2013 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Jim Fenstermaker, Senior IT Strategist, 783-2559
Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Agreement, Amendments 1, 2, 3, 4, 5 and 6
Attachments on file with the Clerk to the Board's Office

File ID A 13-060 No. 12

Monterey County

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

Board Order

Agreement No.: A-11879

Upon motion of Supervisor Potter, seconded by Supervisor Parker, and carried by those members present, the Board of Supervisors hereby:

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #6 to the Agreement (A-11879) with Beacon Partners Inc., for Meditech Clinical Modules, Meditech 5.66 Software Upgrade, and Computerized Physician Order Entry (CPOE) Implementation and Support Services at NMC, extending the Agreement to April 15, 2015 and adding $3,022,790 for a revised total Agreement amount not to exceed $4,055,870 in the aggregate.

PASSED AND ADOPTED on this 14th day of May 2013, by the following vote, to wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Parker and Potter
NOES: None
ABSENT: None

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 76 for the meeting on May 14, 2013.

Dated: May 14, 2013
File Number: A 13-060

Gail T. Borkowski, Clerk of the Board of Supervisors
County of Monterey, State of California

By _____
Deputy

AMENDMENT NO. 6
FOR PROFESSIONAL SERVICES AGREEMENT
BETWEEN Beacon Partners Inc. AND
THE NATIVIDAD MEDICAL CENTER
FOR
Meditech Management,
Meditech 5.66 Upgrade and
Computerized Physician Order Entry (CPOE) Consulting Services

The parties to Professional Services Agreement ("Agreement"), dated February 1, 2012 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Beacon Partners Inc. (Contractor), hereby agree to amend their Agreement (No. A-11879) on the following terms and conditions:

WHEREAS, the County and Contractor wish to amend the Agreement to extend the term end date and to add additional services requested by County.

WHEREAS, the County and Contractor wish to amend the Agreement to increase the amount of the Agreement because of the term extension and the increase in the amount payable for services rendered.

WHEREAS, the County and Contractor amended the Agreement previously on May 3, 2010 via Amendment No. 1, on October 1, 2010 via Amendment No. 2, on February 2, 1011 via Amendment No.3, on July 1, 2011 via Amendment No. 4, and on July 1, 2012 via Amendment No. 5.

1. Exhibit A to the Agreement is replaced with Amendment-6 to Exhibit A, attached to this Amendment No. 6. All references in the Agreement to Exhibit A shall be construed to refer to Amendment-6 to Exhibit A.

2. Section 1. "PAYMENTS BY NMC" shall be amended by removing, "*The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of $36,000.*" and replacing it with "*The total amount payable by County to CONTRACTOR under Agreement No. (A-11879) shall not exceed the total sum of $4,055,870 for the full term of the Agreement.*

3. Section 2. "TERM OF AGREEMENT" shall be amended by removing, "*The term of this Agreement is from February 1, 2010 to January 31, 2011 unless sooner terminated pursuant to this Agreement*" and replacing it with "*The term of this Agreement is from February 1, 2010 to April 15, 2015 unless sooner terminated pursuant to this Agreement.*"

4. All other terms and conditions of the Agreement shall continue in full force and effect. Except as provided herein, all remaining terms, conditions and provisions of the Agreement and Amendment Nos. 1, 2, 3, 4 and 5 are unchanged and unaffected by this Amendment and shall continue in full force and effect as set forth in the Agreement.

5. A copy of this Amendment and all previous amendments shall be attached to the original Agreement (No. A-11879)

6. The effective date of this Amendment is April 15, 2013.

IN WITNESS WHEREOF, the parties hereto are in agreement with this Amendment on the basis set forth in this document and have executed this Amendment on the day and year set forth herein.

CONTRACTOR

Signature 1 _____ Dated 3.26.13

Printed Name Jonathan S. Mello *Title* Executive Vice President

Signature 2 _____ Dated 3.26.13

Printed Name B. Scott Freeman *Title* Principal

****INSTRUCTIONS: If CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers. If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement.*

NATIVIDAD MEDICAL CENTER

Signature _____ Dated 5-14-13
Purchasing Manager

Signature _____ Dated 4/2/13
NMC – CEO

Approved as to Legality and Legal Form:

Charles J. McKee, County Counsel

By _____ Dated: April 9, 2013
Anne Brauer, Deputy
Attorneys for County and NMC

Approved as to Fiscal Provisions:

By: _____ Date: 4-9, 2013
Gary Gibony,
Monterey County Auditor/Controller's Office

AMENDMENT - 6 TO EXHIBIT A

Natividad Medical Center

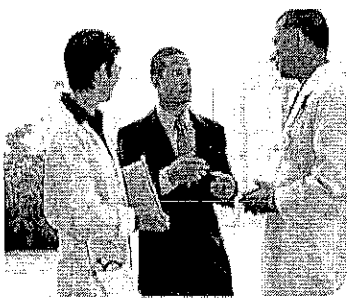
A Budgetary Proposal for:

MEDITECH CPOE and 5.64/5.66 Consulting Services

March 13, 2013

Scott Freeman, Principal

sfreeman@beaconpartners.com



BEACON® PARTNERS

HEALTHCARE MANAGEMENT CONSULTANTS

Amendment 6 to Exhibit A

Scope of Work

The scope of this engagement is for Beacon Partners (Beacon) to provide management consulting services to Natividad Medical Center in the form of project management and subject matter expertise for Natividad's MEDITECH computerized physician order entry (CPOE) project.

Working in partnership with Natividad, Beacon will fill the resource gaps and contribute to the successful coordination of the CPOE project. Based on assigned roles and Natividad's needs, Beacon will handle project management responsibilities and provide leadership to end users and members of the project team.

In addition, Beacon will continue the provision of management consulting services to Natividad in the form of subject matter expertise and staff augmentation support for clinical and non-clinical MEDITECH modules being implemented in MEDITECH Client Server (C/S) 5.64.

Beacon will provide experienced MEDITECH subject matter experts (SMEs) aligned with the following MEDITECH modules.: Billing and Accounts Receivable (B/AR), Bedside Medication Verification (BMV), Electronic Medication Administration Record (eMAR) modules and transfusion records, as well as staff augmentation for the Order Entry (OE), Emergency Department Management (EDM), Provider Order Management (POM), Community Wide Scheduling (CWS), Prescription Management (RXM) and Pharmacy (PHA), Materials Management (MM), Laboratory (LAB) and Imaging and Therapeutic Services (ITS)modules. Other MEDITECH modules may be introduced into the scope of work as identified by Natividad leadership.

Approach for CPOE

Phase One: Integration Planning (Project Management, IT, Change Management)

- Define roles of project manager, project team, information technology (IT) and all departments involved and vendor resources, including MEDITECH.
- Review/define project objectives.
- Identify project constraints, assumptions and potential risks.
- Develop plans for change management.

- Develop communication plan for various stakeholders, including physicians and executive leadership.
- Establish key project milestones and target dates.
- Develop detailed project plan in work breakdown structure; assign responsibility for each task, estimate task start and end dates and work effort.
- Review cost estimates and budget as needed or where applicable.
- Determine resourcing strategy.
- Determine issue reporting and resolution process.

Phase Two (a): Implementation

- Lead scheduled work sessions with project team.
  - Provide dictionary build training.
  - Assist with file and dictionary build.
- Provide detailed MEDITECH and CPOE knowledge to facilitate the decision-making process and move the project forward.
- Lead workshops for physicians that promote technology adoption and user acceptance.
- Refine project schedule and work plan.
- Work with Natividad physician champion on assigned project-related tasks and workflows.
- Work with project team to conduct CPOE user training sessions.
- When applicable conduct review of Physician Order Management (POM), Physician Care Management (PCM) and Patient Care System (PCS) dictionary and file build.

Phase Three (b): Project Monitoring and Oversight

- Manage team assignments to ensure all tasks are completed on time.
- Lead weekly project team meetings, documenting issues, decisions and actions to be taken.
- Monitor project task completion; provide periodic project status reports, updating dates, resources, work-effort, milestones, risks and issues.
- Hold scheduled status meetings to ensure that Natividad leadership and physician staff understand all phases and milestones of the CPOE project.
- Manage risks, timeline, organizational changes, scope, quality, issues, resources and budget.
- Lead project team in the creation of training documentation and training scenarios.

- Lead scheduled status review meetings with project sponsor, project champion and physician champion.

Phase Four: Cut-Over

- Lead Go-Live readiness assessment workshop; update project documents.
- Establish and manage command center for Go-Live.
  - Schedule resources for Go-Live support.
  - Record and resolve issues using change management protocols.
  - Provide regular communication of Go-Live status to executive and project teams.
- Work with project team to provide Go-Live support and resolve issues.

Deliverables

- Review and completion of MEDITECH CPOE project plan.
- Creation of prioritized issues list and recommended resolutions.
- Provision of detailed bi-weekly status reports.
- Provision of final engagement summary upon project completion.
- Final acceptance meeting and knowledge transfer.

Personnel, Duration and Fees

All personnel assigned to the engagement shall be fully qualified to perform the tasks assigned to them and shall perform the services in a competent and professional manner.

We anticipate that the engagement will be approximately two years, commencing on or around March 1, 2013 thru April 30, 2015.

Consulting fees for this project, which shall remain valid for 90 days from the date of this Engagement Proposal, are:

PROFESSIONAL PERSONNEL	HOURLY RATE	ESTIMATED HOURS	ESTIMATED TOTAL FEES*
Senior Consultant, CPOE	$170	4360	$741,200
Senior Consultant, CPOE	$175	4360	$763,000
Senior Consultant, *5.66 Upgrade PM*	$175	1,714	$299,950
Cindy Snyder, *Consultant*	$170	2,672	$454,240
Barbra Moody, *Consultant*	$175	4368	$764,400
Total			**$3,022,790**

The terms and conditions governing our other engagements with Natividad will apply to this engagement. Fees represented above are inclusive of travel and administrative expenses in accordance with all applicable Monterey County policies, including without limitation the Monterey County travel policy and are valid for 45 days from the date of this letter. Thank you for your continued use of our services.

Approvals

Scott Freeman, Principal
Beacon Partners

Authorizing Signature
Natividad Medical Center

Print Name

4/2/13
Date