



Monterey County

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

Board Report

Legistar File Number: A 16-307

March 14, 2017

Introduced: 9/20/2016

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Gartner, Inc. for access to information technology research on a subscription basis, extending the agreement an additional twelve (12) month for the period from April 1, 2016 through March 31, 2017 for a revised full term of April 1, 2016 through March 31, 2018 and adding \$88,900 for a revised total agreement amount not to exceed \$174,900.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Gartner, Inc. for access to information technology research on a subscription basis, extending the agreement an additional twelve (12) month for the period from April 1, 2016 through March 31, 2017 for a revised full term of April 1, 2016 through March 31, 2018 and adding \$88,900 for a revised total agreement amount not to exceed \$174,900.

SUMMARY/DISCUSSION:

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical in order to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

NMC had engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. Over the last year, this service has provided NMC IT with valuable insight, tools, best practices and consultation that have helped progress its technology efforts. NMC has found considerable value in its Gartner's subscription and is requesting to extend this agreement for another 12 months.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on

August 25, 2016 and by its Board of Trustees on September 2, 2016.

FINANCING:

The cost for this Amendment No. 1 is \$88,900 of which \$88,900 is included in the Fiscal Year 2016-17 Adopted Budget. There is no impact to the General Fund.

Prepared by: Ari Entin, Chief Information Officer, 783-2564

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

Attachments:

Gartner, Inc. Amendment No. 1

Gartner, Inc. Agreement

Spend Sheet for Gartner Agreement

Attachments on file with the Clerk of the Board



Dr. Gary R. Gray, Chief Executive Officer



Date