



## Monterey County

### Board Order

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

#### Agreement No.: A-12673

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

Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services at NMC, extending the Agreement an additional 1 year period for a revised full term of April 15, 2015 through April 14, 2017 and adding \$350,000 for a revised total Agreement amount not to exceed \$1,125,000.

PASSED AND ADOPTED on this 15th day of March 2016, by the following vote, to wit:

AYES: Supervisors Armenta, Phillips, 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 79 for the meeting on March 15, 2016.

Dated: March 17, 2016  
File ID: A 16-038

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

By  Deputy



# Monterey County

168 West Alisal Street,  
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Salinas, CA 93901  
831.755.5066

## Board Report

Legistar File Number: A 16-038

March 15, 2016

Introduced: 2/18/2016

Version: 1

Current Status: Consent Agenda

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 (A-12673) with Peninsula Business Interiors (PBI) for new product, delivery, installation and associated furniture services at NMC, extending the Agreement an additional 1 year period for a revised full term of April 15, 2015 through April 14, 2017 and adding \$350,000 for a revised total Agreement amount not to exceed \$1,125,000.

### **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 (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services at NMC, extending the Agreement an additional 1 year period for a revised full term of April 15, 2015 through April 14, 2017 and adding \$350,000 for a revised total Agreement amount not to exceed \$1,125,000.

### **SUMMARY/DISCUSSION:**

In 2012 Natividad Medical Center worked with its interior design firm to develop furniture standards for patient rooms, patient waiting rooms, nurses' stations, exam rooms, and office areas. There are many benefits to having a consistent standard approach to furniture selection. Standards allow for products to be utilized efficiently and allow for better management of inventory. Modular office products can be rearranged and reconfigured with minimal cost. NMC selected Steelcase products for its modular office furniture and selected many Nurture products, a healthcare subsidiary of Steelcase, for its patient areas. Steelcase and Nurture are well known in the healthcare industry for their durability and ten year warranty. Peninsula Business Interiors, PBI, is the only local authorized furniture dealer located in Monterey County that sells Steelcase and Nurture furniture products.

Approval of the recommended action will allow PBI to provide Natividad Medical Center the necessary office and patient area furniture. Over the past year NMC has been able to complete the Building 400 Family Medicine Clinic, and PBI was the furniture dealer for the Residency side of the space. Several of the projects that were identified in the original agreement are in various stages of completion and the furniture has not yet been ordered. The following is a sample of additional future projects that will require the services of PBI: Building 400 First Floor Cardiology/ Women's Diagnostic Imaging Clinic (nurses' station, chairs, exam room furniture, modular office furniture, waiting room furniture and reception desk ), Building 200

NMG Clinic (nurses' station, chairs, exam room furniture, modular office furniture, waiting room furniture and reception desk) and Bariatric Clinic (nurses' station, chairs, exam room furniture, modular office furniture, waiting room furniture and reception desk). NMC has also identified the need to purchase new patient room furniture on Medical Surgical Unit 3. PBI will provide new furniture, product delivery, and installation. Contractor has agreed to pay prevailing wages pursuant to Labor Code 1720 and comply with all of its requirements.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved 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 January 28, 2016 and by its Board of Trustees on February 5, 2016.

**FINANCING:**

The cost for this Amendment No. 1 is \$350,000 all of which shall be included in the Fiscal Year 2016-17 Recommended Budget. There is no impact to the General Fund.

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

**Attachments:**

Peninsula Business Interiors Amendment 1  
Peninsula Business Interiors PBI Service Agreement  
Peninsula Business Interiors Spend Sheet

Attachments on file with the Clerk of the Board

  
\_\_\_\_\_  
Dr. Gary R. Gray, Chief Executive Officer

3/7/16  
Date

**AMENDMENT NO. 1  
TO SERVICES AGREEMENT  
BETWEEN PENINSULA BUSINESS INTERIORS AND  
NATIVIDAD MEDICAL CENTER  
FOR  
NEW PRODUCT, DELIVERY, INSTALLATION, AND ASSOCIATED FURNITURE SERVICES**

This Amendment No. 1 to the Services Agreement ("Agreement"), effective April 15, 2015, is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter "NMC"), and Peninsula Business Interiors, (hereinafter "CONTRACTOR"), with respect to the following:

**RECITALS**

**WHEREAS**, the Agreement was executed for new product, delivery, installation and associated furniture services at NMC with a one year term and a total Agreement amount not to exceed \$775,000; and

**WHEREAS**, NMC and CONTRACTOR currently wish to amend the Agreement to extend it for an additional one (1) year period through April 14, 2017 to allow for NMC to continue to receive goods and services and to increase the total Agreement amount by \$350,000 for a total Agreement amount not to exceed \$1,125,000.

**AGREEMENT**

**NOW, THEREFORE**, the parties agree to amend the Agreement as follows:

The Agreement is hereby renewed on the terms and conditions as set forth in Original Agreement incorporated herein by this reference, except as specifically set forth below.

1. Section 2, "PAYMENTS BY NMC" shall be amended to the following; *"NMC shall pay the CONTRACTOR in accordance with the payment provisions set forth in EXHIBIT A. The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$1,125,000."*
2. The first sentence of Section 3 "TERM OF AGREEMENT" shall be amended to the following; *"The term of this Agreement is April 15, 2015 through April 14, 2017 unless sooner terminated pursuant to this Agreement."*
3. Except as provided herein, all remaining terms, conditions and provisions of the Agreement are unchanged and unaffected by this Amendment No. 1 and shall continue in full force and effect as set forth in the Agreement.
4. A copy of this Amendment No. 1 shall be attached to the Original Agreement.
5. This Amendment No. 1 is effective when signed by both parties.

IN WITNESS WHEREOF, the parties hereto are in agreement with this Amendment No. 1 on the basis set forth in this document and have executed this Amendment on the day and year set forth herein.

Natividad Medical Center

By:   
Gary R. Gray, DQ, CEO

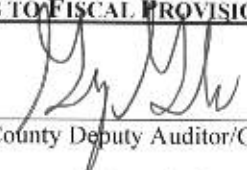
Date: 3/12/16

APPROVED AS TO LEGAL PROVISIONS

By:   
Monterey County Deputy County Counsel

Date: Feb 16, 2016

APPROVED AS TO FISCAL PROVISIONS

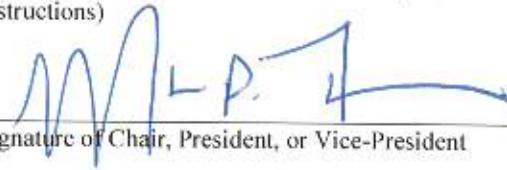
By:   
Monterey County Deputy Auditor/Controller

Date: 2/2/16

CONTRACTOR

Peninsula Business Interiors

CONTRACTOR's Business Name\*\*\* (see instructions)

  
Signature of Chair, President, or Vice-President

Mark P. Fayler, President / CEO  
Name and Title

Date: 1/25 / 2016

By: Pierre Cousineau  
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer)

Pierre Cousineau, CFO  
Name and Title

Date: 1/25 / 2016

\*\*\*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 (two signatures required).

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 (two signatures required).

If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required)