



# Monterey County

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

## Board Report

Legistar File Number: A 18-053

March 20, 2018

Introduced: 2/27/2018

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. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

### **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. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

### **SUMMARY/DISCUSSION:**

In 2012 Natividad Medical Center (NMC) 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.

Recent furniture projects that have been completed include new furniture for Building 400, the First Floor Cardiology Clinic and Women's Diagnostic Imaging area, the relocated Security office, and the remainder of the ED/RME space. Upcoming projects include (but are not limited to) new furniture for Medical Surgical 3, Intensive Care, Radiology, and Pharmacy.

None of the projects to be completed under the agreement involve work of public improvement for bidding purposes. The agreement complies with the laws regarding the payment of prevailing wages.

Approval of the recommended action will allow PBI to provide NMC with the necessary office and patient area furniture.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 3 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this amendment No. 3 is \$1, 800,000 of which \$600,000 is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this Agreement provide NMC with the additional support it needs to be able to provide quality patient care which ultimately improves the health and quality of life for patients and their families.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Andrea Rosenberg, Hospital Administrator, 831-783-2562

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

Attachments:

Peninsula Business Interiors Amendment No. 3  
Peninsula Business Interiors Amendment No. 2  
Peninsula Business Interiors Amendment No. 1  
Peninsula Business Interiors Original Agreement

Attachments on file with the Clerk of the Board