



# Monterey County

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

## Board Report

Legistar File Number: A 18-373

August 28, 2018

**Introduced:** 8/6/2018

**Version:** 1

**Current Status:** Consent Agenda

**Matter Type:** BoS Agreement

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Addendum No. 2 to the Letter of Agreement (A-13407) with The Advisory Board Company for iRound, Nursing Executive Center, Health Care IT Advisor, and Healthcare Advisory services, extending the agreement from September 1, 2018 through August 31, 2023, for a revised full agreement term of December 31, 2015 through August 31, 2023, adding \$857,396 for a revised total agreement amount not to exceed \$1,163,342.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$20,492) of the original cost of the agreement.

### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Addendum No. 2 to the Letter of Agreement (A-13407) with The Advisory Board Company for iRound, Nursing Executive Center, Health Care IT Advisor, and Healthcare Advisory services, extending the agreement from September 1, 2018 through August 31, 2023, for a revised full agreement term of December 31, 2015 through August 31, 2023, adding \$857,396 for a revised total agreement amount not to exceed \$1,163,342.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$20,492) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

The Advisory Board is the leading provider of comprehensive performance improvement services to the health care industry including operational best practices and insights, performance technologies and analytic tools, management training, technology evaluation, and consulting support.

The Advisory Board Company has over 3,800 organizations as clients including hospitals, physician groups, health systems, and academic medical centers. Their commitment to best-practice standards and insistence on continual improvements come from their experience of over 30 years in the industry.

Natividad's request for an amendment to the existing agreement will include the Nursing Executive Center, Healthcare IT Advisor, and iRound. The Nursing Executive Center (NEC) helps nurse leaders develop market-leading strategies, equips them and their teams with best practices, and accelerates implementation of proven approaches to improve patient care. The Healthcare IT Advisor provides advice and strategies in the present constant and rapid change with technology for

both clinical and general hospital operational needs while making sure it meets regulatory requirements. iRound is a solution that enables house-wide accountability for patient satisfaction, quality, and safety while promoting staff and physician engagement. It enhances the leader rounding and service recovery processes by providing an automated, streamlined way of capturing feedback real-time and communication across departments.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 2 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on July 26, 2018 and by its Board of Trustees on August 3, 2018.

**FINANCING:**

The cost for this Addendum No. 2 is \$857,396, of which \$70,000 is included in the Fiscal Year 2018-19 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.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for executive level planning and consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2561

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

Attachments:

The Advisory Board Company Addendum No. 2  
The Advisory Board Company Addendum No. 1  
The Advisory Board Company Letter of Agreement  
Business Associate Agreement

Attachments on file with the Clerk of the Board