



# Monterey County

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

## Board Report

Legistar File Number: A 18-483

January 08, 2019

**Introduced:** 12/5/2018

**Version:** 1

**Current Status:** Agenda Ready

**Matter Type:** BoS Agreement

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13506) with Focus One Solutions, LLC for nursing and clinical registry, adding \$5,000,000 for a revised total agreement amount not to exceed \$12,000,000 with no change to the agreement term of April 19, 2017 through April 18, 2020.

### **RECOMMENDATION:**

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

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13506) with Focus One Solutions, LLC for nursing and clinical registry, adding \$5,000,000 for a revised total agreement amount not to exceed \$12,000,000 with no change to the agreement term of April 19, 2017 through April 18, 2020.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center utilizes the registry services provided by Focus One to staff hard to fill clinical positions in order to meet the hospital's staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one stop search agency for nurses and clinical technicians. In turn, Focus One has a network of over two dozen independent agencies that provides the needed personnel.

On an average per month, NMC spends approximately \$400,000 in temporary or registry positions to fill positions in areas on a temporary basis: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Focus One Solutions, LLC was selected through a competitive solicitation process. NMC issued a Request for Proposal (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration from interested vendors. Upon a thorough selection process by NMC which included online demonstrations of the vendor management system, Focus One Solutions, LLC was selected.

There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services

performed by the registry staff.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment has also been reviewed and approved by NMC's Finance Committee on November 29, 2018 and by its Board of Trustees on December 3, 2018.

**FINANCING:**

The cost for this amendment is \$5,000,000 of which \$3,000,000 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.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

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

Attachments:

- Focus One Solutions, LLC Amendment No. 3
- Focus One Solutions, LLC Amendment No. 2
- Focus One Solutions, LLC Amendment No. 1
- Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board