



Legislation Details (With Board Report)

**File #:** A 16-165      **Name:** Ancillary Registry Services, Amendment No. 2 to all Agreements  
**Type:** BoS Agreement      **Status:** Passed  
**File created:** 5/27/2016      **In control:** Board of Supervisors  
**On agenda:** 6/28/2016      **Final action:** 6/28/2016

**Title:** Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Master Agreement (A-12281) with C & A Industries Inc., Per Diem Staffing Systems Inc., Sonotemps, Inc., SHC Services Inc., AMN Healthcare, Cirrus Holdings Inc., Cross Country Staffing and Maxim Staffing Solutions for Ancillary Registry Services at NMC pursuant to RFP #9600-22, increasing the aggregate spending limit by an additional \$1,100,000 for a total aggregate amount not to exceed \$7,400,000 for the Ancillary Master Agreement, and to extend the term of the Agreement and additional (7) month period for a revised full Agreement term of August 1, 2012 through January 31, 2017.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. Board Report, 2. AMN Healthcare Amendment 2.pdf, 3. C & A Industries dba Aureus Radiology Amendment 2.pdf, 4. Cirrus Holdings USA Amendment 2.pdf, 5. Cross Country Staffing Inc Amendment 2.pdf, 6. Maxim Healthcare Services Inc Amendment 2.pdf, 7. Per Diem Staffing Systems Inc Amendment 2.pdf, 8. SHC Services Inc Amendment 2.pdf, 9. Sonotemps Inc Amendment 2.pdf, 10. Sample Amendment 1 to Ancillary Agreement.pdf, 11. Sample Agreement for Ancillary Services.pdf, 12. Ancillary Registry Spend Sheet.pdf, 13. Completed Board Order

Date	Ver.	Action By	Action	Result
6/28/2016	1	Board of Supervisors	approved	

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Master Agreement (A-12281) with C & A Industries Inc., Per Diem Staffing Systems Inc., Sonotemps, Inc., SHC Services Inc., AMN Healthcare, Cirrus Holdings Inc., Cross Country Staffing and Maxim Staffing Solutions for Ancillary Registry Services at NMC pursuant to RFP #9600-22, increasing the aggregate spending limit by an additional \$1,100,000 for a total aggregate amount not to exceed \$7,400,000 for the Ancillary Master Agreement, and to extend the term of the Agreement and additional (7) month period for a revised full Agreement term of August 1, 2012 through January 31, 2017.

**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. 2 to the Master Agreement (A-12281) with C & A Industries Inc., Per Diem Staffing Systems Inc., Sonotemps, Inc., SHC Services Inc., AMN Healthcare, Cirrus Holdings Inc., Cross Country Staffing and Maxim Staffing Solutions for Ancillary Registry Services at NMC pursuant to RFP #9600-22, increasing the aggregate spending limit by an additional \$1,100,000 for a total aggregate amount not to exceed \$7,400,000 for the Ancillary Master Agreement, and to extend the term of the Agreement and additional (7) month period for a revised full Agreement term of August 1, 2012 through June 31, 2017.

**SUMMARY/DISCUSSION:**

On Feb. 7, 2012, NMC issued a Request for Proposals (RFP #9600-22) to initiate a fair and competitive process for establishing

agreements for Ancillary Registry services at NMC. On July 24, 2012 the Board of Supervisors approved Master Agreements (A-12281) which included an aggregate spending limit not to exceed \$3,600,000 (or \$1,200,000 per fiscal year) to be distributed across all agreements as needed over a three year period ending June 30, 2015 with an option to extend for two additional one-year periods.

On June 23, 2015 the Board of Supervisors approved Amendment No. 1 to extend the term for one additional one (1) year period from July 1, 2015 through June 30, 2016, and to increase the aggregate spending limit by an additional \$2,700,000, for a total aggregate amount not to exceed \$6,300,000 for all Ancillary Master Agreements.

These temporary ancillary positions are essential in order for NMC to meet clinical service needs, and comply with regulations established by The Joint Commission; a regulatory agency that sets standards of care for hospitals and ancillary clinical services for the entire U.S.

At this time NMC is requesting that the Board approve Amendment No. 2 to extend all Ancillary Master Agreements for an additional seven (7) month period from July 1, 2016 through January 31, 2017, and to increase the aggregate spending limit by an additional \$1,100,000 for a total aggregate amount not to exceed \$7,400,000 in order to allow time for NMC to release and RFP for a single web-based Vendor Management System to process and manage NMC's request for ancillary registry services, to receive and evaluate proposals, and for an award to be made and approved by the Board of Supervisors.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions, 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 4/28/16 and by its Board of Trustees on 5/6/16.

**FINANCING:**

The cost for this Amendment No. 2 is \$1,100,000 of which \$1,100,000 was included in the Fiscal Year 2016-17 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.

Prepared by: Janine Bouyea, Human Resources Director, 783-2701

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

**Attachments:**

Amendment No. 2 with C&A Industries to Ancillary Services Agreement  
Amendment No. 2 with Per Diem Staffing Systems to Ancillary Services Agreement  
Amendment No. 2 with Sonotemps to Ancillary Services Agreement  
Amendment No. 2 with SHC Services to Ancillary Services Agreement  
Amendment No. 2 with AMN Healthcare to Ancillary Services Agreement  
Amendment No. 2 with Cirrus Holding to Ancillary Services Agreement  
Amendment No. 2 with Cross Country to Ancillary Services Agreement  
Amendment No. 2 with Maxim Staffing Solutions to Ancillary Services Agreement  
Sample Amendment No. 1 to Ancillary Services Agreement  
Sample Original Agreement for Ancillary Registry Services  
Spend Sheet for all Ancillary Vendors

Attachments on file with the Clerk of the Board