



# County of Monterey

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

## Legislation Details (With Board Report)

**File #:** A 20-236      **Name:** RJP & Associates Agreement  
**Type:** BoS Agreement      **Status:** Passed - Natividad Medical Center  
**File created:** 6/16/2020      **In control:** Board of Supervisors  
**On agenda:** 6/30/2020      **Final action:** 6/30/2020  
**Title:** Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with RJP & Associates, for consulting services in revenue cycle optimization, at NMC for an amount not to exceed \$280,000 with an agreement term July 1, 2020 through June 30, 2022.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. Board Report, 2. RJP & Associates Services Agreement, 3. Item No. 10 Completed Board Orders

Date	Ver.	Action By	Action	Result
6/30/2020	1	Board of Supervisors		

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with RJP & Associates, for consulting services in revenue cycle optimization, at NMC for an amount not to exceed \$280,000 with an agreement term July 1, 2020 through June 30, 2022.

**RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with RJP & Associates, for consulting services in revenue cycle optimization, at NMC for an amount not to exceed \$280,000 with an agreement term July 1, 2020 through June 30, 2022.

**SUMMARY/DISCUSSION:**

RJP & Associates consulting services will provide advice and support services in optimizing Natividad's revenues and reimbursement opportunities including for Covid-19 services provided. In addition, to provide assistance to support the hospital's plan in the development of a preparedness program in the event of a surge or secondary event of the virus.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and its Board of Trustees on June 12, 2020.

**FINANCING:**

The cost for this agreement is \$280,000 of which \$140,000 is included in the Fiscal Year 20-21 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for executive level 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 Finance Officer, 783-2561

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

RJP & Associates Agreement

Attachments on file with the Clerk of the Board