



County of Monterey

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

Board Report

File #: A 18-383, **Version:** 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement with Universal Staffing, Inc. for professional staffing services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of May 1, 2017 through December 31, 2021, and adding \$375,000 for a revised total agreement amount not to exceed \$450,000.

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. 2 to the agreement with Universal Staffing, Inc. for professional staffing services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of May 1, 2017 through December 31, 2021, and adding \$375,000 for a revised total agreement amount not to exceed \$450,000.

SUMMARY/DISCUSSION:

Universal Staffing, Inc. provides Natividad Medical Center with experienced professionals to provide classification and reclassification studies, and compensation analysis for both clinical and non-clinical positions upon request by NMC's Human Resources Division.

NMC would like to amend the existing agreement to include trauma registry services in which Universal Staffing will also provide experienced, certified registrars to perform retrospective abstracting, data collection, and entry of trauma patients into NMC's Trauma One Database, via a secured and remote access, as needed, and within the required time period set by the American College of Surgeons (ACS).

Improvement in trauma care depends on the establishment of functioning trauma care systems, of which a trauma registry is a crucial component. According to the ACS, trauma registries should be concurrent at a minimum, where 80% of cases must be entered within 60 days of discharge as per Centers for Medicare & Medicaid Services Qualified Health Plan (QHP) Application Chapter 16 (CD 16-6). ACS recommends that one full-time dedicated trauma registrar captures the National Trauma Data Standard (NTDS) data set for 500-750 admitted patients annually (CD 15-9).

NMC continues to surpass the volume recommendation and requires assistance due to the high volume of patients treated at the trauma center. Natividad is requesting additional assistance to help current staff with fulfilling the requirements of ACS and need this assistance until the time in which the hospital is up-to-date and able to meet the required abstraction demands based on the trauma center's current volume. NMC will evaluate the need to increase permanent staff levels to accommodate the census should it continue to increase while maintaining a concurrent registry and meeting the ACS requirements.

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. This amendment no. 2 has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this amendment no. 2 is \$375,000, of which \$125,000 is included in the Adopted Budget for Fiscal Year 2018-19. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement provides NMC with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families; such as, trauma registry services which are a crucial component of a functioning trauma center. These services ensure regulatory compliance and have enabled NMC to operate its trauma center efficiently and effectively regardless of volumes.

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

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

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

Attachments:

- Universal Staffing Inc Amendment 2
- Universal Staffing Inc Amendment 1
- Universal Staffing Inc Agreement

Attachments on file with the Clerk of the Board