



County of Monterey

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

Board Report

File #: A 20-329, **Version:** 1

- a. Ratify the execution by the Director of Health, of a Placement Agreement with Quidel Corporation, signed on July 15, 2020, in connection with the purchase of COVID-19 tests, and the placement of five (5) test analyzers in Monterey County Health Department, Clinic Services Bureau clinics with an effective date upon execution by both parties, for a period of 36-months from that effective date and a total purchase commitment of \$134,963; and
- b. Approve the recommendation of Director of Health to accept all non-standard provisions in Agreement, including insurance, indemnification and payment provisions; and
- c. Authorize the Director of Health or Assistant Director of Health or their designees to sign up to three (3) future amendments to this Agreement where the amendments do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Ratify the execution by the Director of Health, of a Placement Agreement with Quidel Corporation, signed on July 15, 2020, in connection with the purchase of COVID-19 tests, and the placement of five (5) test analyzers in Monterey County Health Department, Clinic Services Bureau clinics with an effective date upon execution by both parties, for a period of 36-months from that effective date and a total purchase commitment of \$134,963; and
- b. Approve the recommendation of Director of Health to accept all non-standard provisions in Agreement, including insurance, indemnification and payment provisions; and
- c. Authorize the Director of Health or Assistant Director of Health or their designees to sign up to three (3) future amendments to this Agreement where the amendments do not significantly change the scope of work.

SUMMARY/DISCUSSION:

The Health Department Clinic Services Bureau (Clinic Services) operates ten community clinic sites designated as Federally Qualified Health Centers (FQHCs) which provide preventive, primary, and specialty medical care services

State guidelines have called for expanding COVID-19 testing capacity across the state for the purpose of and treating and identifying cases and contact exposures as quickly as possible to contain the spread of the virus.

Quidel Corporation, is a provider of rapid diagnostic testing solutions, who recently received Emergency Use Authorization (EUA) from the U.S. Food and Drug Administration (FDA), allowing Quidel to run its Sofia® SARS Antigen FIA, a rapid point-of-care test for COVID-19, on the Sofia 2 analyzer system. In addition to COVID-19 testing, the Sofia2 analyzer machines also support Flu, Strep and Lyme disease testing.

The ability of Quidel's analyzers to provide increased, faster testing capacity has produced a phenomenal demand and wait time for the products, however due to Clinic Services' status as an FQHC and affiliation with the county Health Department, our clinics were placed on a priority order list with a waiting period of 4-6 weeks upon immediate contract execution. To avoid losing the priority ordering status for these testing systems, Clinic Services requested execution of the Placement Agreement by the Director of Health before negotiation of non-standard contract terms or Board of Supervisors approval could be obtained.

The purchase and placement of the analyzers and tests kits will be designated for the Alisal Health Center,

Laurel Pediatric clinic, Laurel Family Practice, Seaside Family Health Center and Monterey County Health Clinic in Marina and will allow for in-house testing of nasal or nasopharyngeal swabs for rapid detection of COVID-19 with a testing turnaround time of less than 15 minutes. This is a significant improvement in comparison to the current turnaround times for LabCorp (3-5 days) and the State (4-7 days).

Ratification of execution of this Agreement will help Clinic Services to contain the spread of COVID-19 by increasing response to testing demand, providing test results within minutes and quickly acting upon the necessary quarantine and contact tracing steps for positive cases.

This work supports the Monterey County Health Department 2018-2022 Strategic Plan Initiatives: 1. Empower the community to improve health. It also supports one or more of the ten essential public health services, specifically: 4. Mobilize community partnerships and action to identify and solve health problems; and 7. link people to needed personal health services and assure the provision of health care when otherwise unavailable.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed as to form.

FINANCING:

The purchase and placement agreement of fixed units of Sofia2 analyzers commits Clinic Services to purchase flu test supplies of up to \$44,988, per year, which is already accounted in FY 2020-2021 Adopted Budget for Clinic Services and will be funded by direct service revenues from patients' health insurance coverage including Medi-Cal and Medicare.

In addition to the -reduced price flu test supplies, the Agreement makes COVID-19 testing kits available to Clinic Services at \$23 per unit, a total estimate tests at 6,720 over the next four months. Estimate cost of COVID-19 testing has been submitted to be reimbursed funding from the CARES Act.

Sufficient funds are available in the FY 2020-2021 Adopted Budget for Clinic Services Bureau, Health Department (4000-HEA007) and there is no financial impact to the General Fund resulting from approval of this Placement Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

Economic Development:

- Through collaboration, strengthen economic development to ensure a diversified and healthy economy.

Administration:

- Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

Health & Human Services:

- Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for healthy choices and healthy environments in collaboration with communities.

Infrastructure:

- Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

Public Safety:

- Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared by: Prisca Segovia, Management Analyst II, 755-4939

Approved by:

Date: _____

Elsa Jimenez, Director of Health, 755-4526

Attachment:

Placement Agreement is on file with Clerk of the Board