



County of Monterey

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

Board Report

File #: A 18-389, **Version:** 1

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Medamerica Consulting Services, LLC for Emergency Department strategic planning services at NMC for an amount not to exceed \$160,000 with an agreement term November 1, 2018 through October 31, 2019.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard risk provisions (insurance and indemnity) within the Agreement.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$16,000) of the original cost of the agreement.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Medamerica Consulting Services, LLC for Emergency Department strategic planning services at NMC for an amount not to exceed \$160,000 with an agreement term November 1, 2018 through October 31, 2019.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard risk provisions (insurance and indemnity) within the Agreement.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$16,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad's Emergency department is comprised of nineteen (19) beds/ bays which includes the trauma bays as well as the fast track section of the Emergency department for the less acutely ill patients. During Fiscal Year (FY) 18 Natividad treated more than 53,000 patients in the Emergency Department.

Natividad desires to partner with Medamerica Consulting Services to work collaboratively on a strategic plan for the hospital's Emergency Department. The engagement will focus on strategic issues, operational patient flow (improving turnaround time) and national benchmarking to look at future volume and patient mix trends. The engagement will include an Emergency Department scope definition study which will quantify future Emergency Department visits, define future workflow, and develop a future concept plan of the Emergency Department with a proposed project budget. The study will take into account the potential changes to patient demographics, patient acuities (how sick the patients are) and other key variables.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, but not as to risk and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement was also reviewed and approved by NMC's Finance Committee on August 23, 2018 and by its Board of Trustees on September 7, 2018.

FINANCING:

The cost for this agreement is \$160,000 which is included in the Fiscal Year 2018-19 Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

A strategic initiative of the Board of Supervisors is to improve health and quality of life through County supported policies, programs, and services. Natividad's Emergency Department is the Level II Trauma facility for the County and treats more than 50,000 patients each year. Natividad feels that the contract with Medamerica will allow for system redesign to improve workflow and ultimately improve patient turnaround time, which will enhance the emergency healthcare delivered to Monterey County residents.

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

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:
Medamerica Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board