



# County of Monterey

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

## Board Report

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**File #:** A 19-428, **Version:** 1

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- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Automatic Door Systems, Inc. for maintenance and repair of all automatic doors at NMC for an amount not to exceed \$175,000 with an agreement term January 1, 2020 through December 31, 2022.
- b. 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%) (\$17,500) of the original cost of the agreement.

### **RECOMMENDATION:**

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

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- b. 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%) (\$17,500) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Automatic Door Systems, Inc. has installed the bulk of NMCs complex door systems and therefore is the optimum vendor choice for providing repair services when needed.

Natividad's Contracts Department and Engineering Department have explored issuing a Request for Proposals (RFP) for these services to offer local businesses a chance to submit a bid proposal for an award of this contract. In order to determine how competitive a RFP would be, Natividad made phone calls to all local commercial door service vendors it found online and in the Yellow Pages to inquire about interest, and all responded saying they didn't provide services on electronic hospital doors. Without local competition available, Natividad has opted to continue to utilize services from Automatic Door Systems, Inc. for most of its door service needs. Natividad utilizes two (2) other vendors for fire door service specifically. This contract is for services on all other types of electronic doors throughout the hospital.

This new agreement replaces a soon to expire agreement with Automatic Door Systems Inc. from 2014 and contains updated terms and pricing.

### **OTHER AGENCY INVOLVEMENT:**

The office of the 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 on October 24, 2019 and by its Board of Trustees on November 1, 2019.

### **FINANCING:**

The cost for this agreement is \$175,000 of which \$35,000 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement allows for needed improvements to the hospital's physical infrastructure. These improvements ensure that NMC maintains itself as a first rate medical facility which, in turn, enables NMC staff to provide quality medical care that leads to an improved quality of life for its patients and their families.

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

Prepared by: Jeffrey Cleek, Director of Engineering & Safety, 783-2614  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:  
Automatic Door Systems, Inc. Agreement

Attachments on file with the Clerk of the Board