



County of Monterey

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

Board Report

File #: A 13-162, **Version:** 1

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute renewal and Renewal and Amendment No. 7 to the Agreement (A-11277) with The Marblehead Group, LLC for continued Consultative Services at NMC, extending the Agreement to June 30, 2014 and adding \$100,000 for a revised total Agreement amount not to exceed \$1,530,500 in the aggregate.

RECOMMENDATION:

It is recommended the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 7 to the Agreement (A-11277) with The Marblehead Group, LLC for continued Consultative Services at NMC, extending the Agreement to June 30, 2014 and adding \$100,000 for a revised total Agreement amount not to exceed \$1,530,500 in the aggregate.

SUMMARY/DISCUSSION:

The Marblehead Group, LLC will continue to provide assistance to the Natividad Medical Center (NMC) Senior Management Team by providing technical assistance and feasibility evaluations for new clinical programs.

NMC's needs in all areas of physician business management continue to evolve and expand. Healthcare reform, on its own and as NMC is currently experiencing, is beginning to have a huge impact on delivery of healthcare services in Monterey County. The task is daunting - to define and implement the optimal physician/hospital delivery model within the next 12 - 24 months. Because of all these needs NMC needs access to unique physician business management skills and resources to be able to address NMC's (and the County's) complex and rapidly changing needs.

Lisa Soroka of the Marblehead Group, LLC will be used to evaluate the viability of proposed clinical service lines and operational models of physician engagement. These special projects will be identified by the Senior Management Team.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Renewal and Amendment No. 7 as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Renewal and Amendment No. 7 as to fiscal provisions. The Renewal and Amendment No. 7 has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The cost for this Renewal and Amendment No. 7 is \$100,000 and is included in the Fiscal Year 2013/2014 Adopted Budget. There is no impact to the General Fund.

Prepared by: Gary Gray, DO, Chief Medical Officer, 783-2701

File #: A 13-162, **Version:** 1

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Renewal and Amendment No. 7, Original Agreement, Amendments 1, 2, 3, 4, 5, and 6
Attachments on file with the Clerk to the Boards Office