



County of Monterey

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

Board Report

File #: A 21-566, **Version:** 1

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with KARL STORZ Endoscopy-America, Inc. for equipment repair and exchange services at NMC for an amount not to exceed \$452,136 with an agreement term January 15, 2022 through January 14, 2025.
- b. Approve the NMC Interim Chief Executive Officer's recommendation to accept non-standard indemnification, insurance (commercial general liability, claims based), and limitations on liability, provisions within the agreement.
- c. Authorize the Interim Chief Executive Officer 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%) (\$45,213) of the original cost of the agreement.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with KARL STORZ Endoscopy-America, Inc. for equipment repair and exchange services at NMC for an amount not to exceed \$452,136 with an agreement term January 15, 2022 through January 14, 2025.
- b. Approve the NMC Interim Chief Executive Officer's recommendation to accept non-standard indemnification, insurance (commercial general liability, claims based), and limitations on liability, provisions within the agreement.
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SUMMARY/DISCUSSION:

KARL STORZ is a global manufacturer and distributor of endoscopes, medical instruments, and devices. KARL STORZ shall provide labor and replacement parts used for surgical services at NMC for multiple products, including flex intubation video endoscope, telescope, cystoscope, and ureteroscope. This service is needed to return the products to normal operating conditions if a device fails during normal usage for its intended purpose.

In addition, KARL STORZ shall provide field service technician visits at no charge where coverage is available. KARL STORZ shall offer NMC top quality, efficient value preservation, and flexible repair and services if repair is needed. Additionally, shall prioritize repair turnaround of laparoscopic instruments/equipment, which will allow maximum inventory availability and minimize OR delays.

This Agreement shall provide the service needed to ensure the safety of our patients while performing procedures within the Operating room ("OR").

OTHER AGENCY INVOLVEMENT:

The Office of 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 and by its Board of Trustees on November 12, 2021.

FINANCING:

The cost for this agreement is \$452,136 of which \$150,712 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

These maintenance and repair services are important for continued patient care in surgery. Surgery has moved well past the basic instruments and laryngoscopes to a highly technologic service dependent on sophisticated equipment which requires special attention. This amendment is needed to add the newly purchased scopes to the equipment list attached to the Agreement so that it will be covered for maintenance and repair.

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

Prepared by: Wally D. Sayles, Director of Surgical Services, 772-7771

Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2504

Attachments:

KARL STORZ Endoscopy-America, Inc. Agreement

Attachments on file with the Clerk of the Board