



County of Monterey

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

Board Report

File #: A 24-212, **Version:** 1

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals (MAP), pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an Agreement term of June 1, 2024 through May 31, 2027 for an amount not to exceed \$22,000,000.
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$2,200,000) of the original contract amount and do not increase the total contract amount above \$24,200,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals (MAP), pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an Agreement term of June 1, 2024 through May 31, 2027 for an amount not to exceed \$22,000,000.
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$2,200,000) of the original contract amount and do not increase the total contract amount above \$24,200,000.

SUMMARY/DISCUSSION:

NMC recently issued a Request for Proposals (RFP) #9600-87 for Anesthesia Services. Anesthesia services are used throughout multiple areas of the hospital and have been historically outsourced. Services are rendered physically on-site at NMC by licensed physicians and by certified registered nurse anesthetists (CRNAs). In December 2023, MAP was awarded the bid for anesthesia services, including five operating rooms, a physician that is in-house and immediately available 24 hours a day and a back-up physician that is available on-call 24 hours a day in accordance with American College of Surgeons (ACS) guidelines for a Level II Trauma Center; 24 hours a day anesthesia services within the hospital's labor and delivery suites; and anesthesia services such as airway management (intubations), central line insertion and acute postoperative pain management. MAP will also designate a physician to serve as medical director for general administration and oversight of the anesthesia services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement template as to legal form and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement template has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees.

FINANCING:

The cost for this agreement is \$22,000,000, of which \$6,900,000 has been included in the Fiscal Year 2024/2025 Recommended Budget. The actual cost will vary based on patient volumes to ensure sufficient coverage of the services. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement are required for a Level II Trauma Center and provide Natividad with the additional support it needs in order to provide reliable and high-quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783-2506

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:
Agreement

Attachments on file with the Clerk of the Board