



# County of Monterey

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

## Board Report

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**File #:** A 19-257, **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 Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$1,349,734 with an agreement term July 1, 2019 through June 30, 2021.
- 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%) (\$134,973) 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 Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$1,349,734 with an agreement term July 1, 2019 through June 30, 2021.
- 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%) (\$134,973) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Total Renal Care, Inc. provides comprehensive dialysis services essential for patients with kidney malfunction. The services include all inpatient areas in addition to the Acute Rehabilitation Unit (ARU). NMC and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (TJDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in the provision of quality patient care. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources necessary for patients requiring hemodialysis, peritoneal dialysis and, Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis trained Registered Nurses to safely manage care of the patient and in addition, the associated equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. The service also includes education and support for NMC nurses who monitor specific types of dialysis, such as peritoneal dialysis and CRRT.

Total Renal Care's dialysis program meets the quality standards required by NMC and mechanisms are in place to measure and ensure compliance with NMC standards as required by the state of California, Center for Medicare and Medicaid Services (CMS) and The Joint Commission.

This new agreement replaces an older agreement from 2010 and contains updated terms and conditions. Approval of the recommended action will enable NMC to continue receiving the services provided by Total Renal Care allowing NMC to provide reliable and quality patient care.

### **OTHER AGENCY INVOLVEMENT:**

County Counsel reviewed and approved this agreement as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. This agreement was reviewed and approved by NMC's Finance Committee April 25, 2019 and by its Board of Trustees on May 3, 2019.

### **FINANCING:**

The cost for this agreement is \$1,349,734, of which \$674,670 is included in the FY19-20 Recommended Budget. 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 provide NMC with the additional support it needs to be able to provide reliable and 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: Nancy Buscher, Chief Nursing Officer, 783-2560

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Total Renal Care Inc. Agreement

Attachments on file with the Clerk of the Board