



# County of Monterey

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

## Board Report

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**File #: A 17-477, Version: 1**

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- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the agreement with CALSTAR Air Medical Services, LLC (formerly California Shock Trauma Air Rescue) for patient transfer coordination and facilitation services, extending the agreement an additional three (3) year period (December 15, 2017 through December 14, 2020) for a revised full agreement term of December 15, 2014 through December 14, 2020, and adding \$450,000 for a revised total agreement amount not to exceed \$550,000; and
- 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%) (\$10,000) of the original cost of the agreement per each amendment.

### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with CALSTAR Air Medical Services, LLC (formerly California Shock Trauma Air Rescue) for patient transfer coordination and facilitation services, extending the agreement an additional three (3) year period (December 15, 2017 through December 14, 2020) for a revised full agreement term of December 15, 2014 through December 14, 2020, and adding \$450,000 for a revised total agreement amount not to exceed \$550,000.
- 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%) (\$10,000) of the original cost of the agreement per each amendment.

### **SUMMARY/DISCUSSION:**

The CALSTAR Air Medical Services, LLC ("CALSTAR") patient transfer coordination and facilitation services involves coordinating and recording all incoming and outgoing emergency requests for patient consult or transfer. These requests are typically initiated by physicians in circumstances where patients need transfer to the appropriate level of care (either into or out of NMC). When a treating physician deems that there is a medical necessity for a patient to receive care not available at the sending facility, then that patient is transferred to a higher level of care.

This service is crucial as it provides a single point of contact (telephone exchange) for both physicians calling into NMC to transfer a patient to us as well as NMC physicians calling out to find an appropriate destination that has the staffing and expertise to receive a patient who needs a service that NMC cannot provide. The coordination and recording of multiple calls that need to occur in rapid fashion to save life and limb is a specialized and technical medical service.

### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment has also been reviewed and approved by NMC's Finance Committee on October 26, 2017 and by its Board of Trustees on November 3, 2017.

### **FINANCING:**

The cost for this amendment No. 1 is \$450,000 of which \$95,000 was included in the Fiscal Year 2017-18 Adopted Budget. Amounts

for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The CALSTAR transfer service provides all incoming and outgoing requests for patient consult or transfer; place patients with an admitting physician and consulting physician; verify bed availability; and coordinate transport. The service adheres to the physician's declaration of medical necessity to ensure proper levels of care and patient placement are met, whether inbound to NMC or outbound to an appropriate receiving facility.

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

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

Attachments:  
California Shock Trauma Air Rescue (CALSTAR) Agreement  
Assignment and Assumption Agreement  
California Shock Trauma Air Rescue (CALSTAR) Spend Sheet

Attachments on file with the Clerk of the Board