



# County of Monterey

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

## Board Report

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**File #:** A 23-372, **Version:** 1

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- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with RTG MSP LLC, (dba RTG Medical) for staff procurement management services at Natividad for an amount not to exceed \$12,000,000 with an agreement term of August 1, 2023 through July 31, 2024.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (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 10% (\$1,200,000) of the original cost of the agreement.
- c. Approve the Natividad Medical Center's Chief Executive Officer's recommendation to accept non-standard risk provisions within the agreement.

### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with RTG MSP LLC, (dba RTG Medical) for staff procurement management services at Natividad for an amount not to exceed \$12,000,000 with an agreement term of August 1, 2023 through July 31, 2024.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (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%) (\$1,200,000) of the original cost of the agreement.
- c. Approve the Natividad Medical Center's Chief Executive Officer's recommendation to accept non-standard risk provisions within the agreement.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center plans to utilize the registry services provided by RTG Medical to staff hard to fill clinical positions in order to meet the hospitals staffing needs to ensure high quality patient care. RTG Medical provides Natividad Medical Center a one-stop search agency for nurses and clinical technicians. RTG Medical has a network of over three dozen independent agencies that provide the needed personnel. NMC will be using the registry services to fill positions in the following areas: Emergency Department, Intensive Care, Intermediate Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Mother Baby, Psychiatric, Rehabilitation, Physical, Speech and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Over the past couple of years, the need for additional clinical staff has increased due to the ramifications of the COVID-19 pandemic on the availability of qualified applicants. In addition, NMC has seen a larger number of resignations and a smaller applicant pool. As a result, additional nurses and other clinical staff continue to be needed in order to provide high quality care to our community. Natividad would like to partner with RTG Medical to cover the service needs at Natividad.

### **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 July 14, 2023.

**FINANCING:**

The cost for this agreement is \$12,000,000 all of which will be absorbed in Natividad's FY 23-24 Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

**Attachments:**

Original Agreement RTG Medical for staff procurement management  
Business Association Agreement (BAA)

Attachments on file with the Clerk of the Board