



# County of Monterey

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

## Board Report

---

**File #:** A 22-149, **Version:** 1

---

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 4 to the Agreement (A-13817) with CALSTAR Air Medical Services LLC, for patient transfer coordination and facilitation services, to extend the term of the Agreement for one additional year (February 28, 2022 through February 27, 2023) for a revised full Agreement term of December 15, 2014 through February 27, 2023, and to add \$275,000 for a revised total agreement amount not to exceed \$835,000.

### **RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 4 to the Agreement (A-13817) with CALSTAR Air Medical Services LLC, for patient transfer coordination and facilitation services, to extend the term of the Agreement for one additional year (February 28, 2022 through February 27, 2023) for a revised full Agreement term of December 15, 2014 through February 27, 2023, and to add \$275,000 for a revised total agreement amount not to exceed \$835,000.

### **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 for Natividad 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 renewal & amendment No. 4 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 4 has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on February 11, 2022.

### **FINANCING:**

The cost for this renewal & amendment No. 4 is \$275,000, of which \$150,000 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:**

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

Prepared by: Craig Walls, Chief Medical Officer, 783-2521  
Julie Ramirez, Trauma Program Manager, 772-7350  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

- CALSTAR Air Medical Services Renewal & Amendment No. 4
- CALSTAR Air Medical Services Renewal & Amendment No. 3
- CALSTAR Air Medical Services Renewal & Amendment No. 2
- CALSTAR Air Medical Services Amendment No. 1
- CALSTAR Air Medical Services Agreement

Attachments on file with the Clerk of the Board