



County of Monterey

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

Board Report

File #: A 12-231, **Version:** 1

Authorize the Purchasing Manager of Natividad Medical Center (NMC) to execute the Agreement with The Camden Group for the development of an NMC Strategic Plan in the amount not to exceed \$179,000 for the period January 1, 2013 to June 30, 2013.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Purchasing Manager of Natividad Medical Center (NMC) to execute the Agreement with The Camden Group for the development of an NMC Strategic Plan in the amount not to exceed \$179,000 for the period January 1, 2013 to June 30, 2013.

SUMMARY/DISCUSSION:

Five years ago, NMC developed a Strategic Plan: Vision 2012 as an important initiative as part of the successful turnaround of NMC. The plan's Mission, Vision, and Strategic Direction served as the material context behind all governance policy recommendations and all quality, patient satisfaction, and other operational improvements made over this five year period. However, current performance doesn't guarantee future success given the unprecedented changes occurring in healthcare delivery with health care reform and increased competition from the private sector in healthcare both locally and regionally.

The development of a new Strategic Plan that is aligned with this dynamic environment is imperative. The establishment of the Strategic Plan provides opportunities to engage multiple stakeholders focusing on the future vision of NMC. The Agreement outlines a highly interactive six-step process to develop the Strategic Plan. The Camden Group is uniquely qualified to assist NMC in this work. The Camden Group's executive team members are national experts in strategic planning, healthcare reform, delivery system integration and physician alignment. The firm has extensive experience in understanding the California healthcare landscape through working with California hospitals and healthcare systems. Moreover, the firm has significant public safety net health care system experience having worked with twelve California healthcare districts and ten County hospitals. This engagement will be completed no later than June 30, 2013.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. The Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. This Agreement has also been reviewed and approved by the NMC Board of Trustees.

FINANCING:

The total cost of this Agreement is \$179,000 and is included in the Fiscal Year 2012/2013 Adopted Budget. There is no impact to the General Fund.

Prepared by: Harry Weis, CEO, 783.2553

Approved by: Harry Weis, CEO, 783.2553

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Attachments: Agreement

Attachments on file at the Clerk of the Board