



# County of Monterey

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

## Board Report

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**File #:** A 21-451, **Version:** 1

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- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14125) with Monarch Medical Technologies, LLC. for glucose management system enterprise software subscription services, extending the agreement an additional forty (40) month period (October 1, 2021 through January 31, 2025) for a revised full agreement term of October 1, 2018 through January 31, 2025, and adding \$87,026 for a revised total agreement amount not to exceed \$277,041.
- b. Authorize the Interim Chief Executive Officer 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%) (\$19,001) of the original cost of the agreement.

### **RECOMMENDATION:**

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

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14125) with Monarch Medical Technologies, LLC. for glucose management system enterprise software subscription services, extending the agreement an additional forty (40) month period (October 1, 2021 through January 31, 2025) for a revised full agreement term of October 1, 2018 through January 31, 2025, and adding \$87,026 for a revised total agreement amount not to exceed \$277,041.
- b. Authorize the Interim Chief Executive Officer 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%) (\$19,001) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Endotool is a clinical decision support software that provides personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. Instead of the provider choosing from multiple order sets, it gives the provider the ability to order Endotool management and the nurse follows the instructions from Endotool rather than hand calculating insulin dosage. The software is built using NMC's policies, procedures and protocols that define insulin management and glycemic control. The system is HIPAA compliant and integrates with Meditech. This product has been shown to decrease the time it takes to have a patient's glucose level under control, reduces the number of hyper- and hypoglycemic events and improves patient outcomes and care.

NMC is requesting an extension of the current agreement for an additional three-year period.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 13, 2021.

### **FINANCING:**

The cost for this amendment No. 1 is \$87,026 of which \$ 28,436 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:**

This agreement facilitates the enhanced operational performance of Natividad Medical Center. This provides NMC with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

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

Prepared by: Raquel Mojica, IT Business Applications Manager, 831-783-2812  
Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2504

Attachments:  
Monarch Medical Technologies, LLC Amendment 1  
Monarch Medical Technologies, LLC Agreement

Attachments on file with the Clerk of the Board