



## Board Report

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**File #:** A 21-109, **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 One Workplace L Ferrari LLC dba Peninsula Business Interiors (PBI) for new office furniture and associated services at NMC for an amount not to exceed \$1,750,000 with an agreement term April 15, 2021 through April 14, 2026.
- b. Authorize the Chief Executive Officer 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%) (\$175,000) of the original cost of 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 One Workplace L Ferrari LLC dba Peninsula Business Interiors (PBI) for new office furniture and services at NMC for an amount not to exceed \$1,750,000 with an agreement term April 15, 2021 through April 14, 2026.
- b. Authorize the Chief Executive Officer 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%) (\$175,000) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

In 2012, Natividad Medical Center worked with its interior design firm to develop furniture standards for patient rooms, patient waiting rooms, nurses' stations, exam rooms, and office areas. There are many benefits to having a consistent standard approach to furniture selection. Standards allow for products to be utilized efficiently and allow for better management of inventory. NMC can rearrange and reconfigure the modular office products with minimal costs if standardized. NMC selected Steelcase products for its dependable modular office furniture and many patient care furniture pieces. Steelcase is well known in the healthcare industry for its durability and ten-year warranty. Several other county departments have standardized with Steelcase as well. One Work Place L. Ferrari LLC, doing business as Peninsula Business Interiors, or PBI, is the only authorized Steelcase dealer for the Monterey County area. PBI is a local vendor as well with a brick and mortar store located in downtown Salinas.

A wide variety of office furniture is purchased under this agreement including but not limited to office chairs, desks, paneling, and file cabinets. Though the majority of funds associated with this agreement go towards the purchase of furniture products, a small portion does go towards installation services. Furnishings such as a new desk will usually require some installation or setup, and because of this services component, NMC has opted to enter into a services agreement with PBI to ensure that the County's standard insurance and risk provisions are applicable to all transactions. The services agreement also stipulates that when such services are included, PBI will pay prevailing wages pursuant to Labor Code 1720 and comply with all its requirements.

Upcoming projects that will involve the purchase of new office furniture pieces at NMC include (but are not

limited to) the new Emergency Department nursing/ physician stations, and modifications to the Medical Surgical Unit, Hospital Main Admitting, and Pharmacy areas.

Approval of this agreement will allow PBI to continue to provide NMC with the necessary office and patient area furniture that complies with NMC's standardization protocols.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, 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 Board of Trustees on February 12, 2021.

**FINANCING:**

The cost for this agreement is \$1,750,000 of which \$350,000 is included in the Fiscal Year 2020-2021 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The products and services delivered per this Agreement provide NMC with the furnishings necessary to establish a safe, comfortable and functional hospital setting, which thereby contributes to quality patient care, ultimately improving the health and quality of life for patients and their families.

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

Prepared by: Andrea Rosenberg, Hospital Administrator, 831-783-2562  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:  
Authorized Dealer Letter  
One Workplace L Ferrari, LLC dba Peninsula Business Interiors (PBI) Agreement

Attachments on file with the Clerk of the Board