



# County of Monterey

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

## Board Report

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**File #:** A 12-216, **Version:** 1

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- a. Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute the Professional Services Agreement with Specialists on Call, Inc. (“SOC”), a Delaware corporation; Tele-Physicians, P.A., a California professional association doing business as California Tele-Physicians (“CATP”) to provide neurology consultative services for an amount not to exceed \$380,000 from the effective date to December 31, 2015. The term of this Agreement is thirty six (36) months with an option that either party may terminate without cause after the first twelve (12) months with one hundred twenty (120) days written notice.
- b. Authorize the Purchasing Manager for NMC to execute to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% of the original contract amount, and do not significantly change the scope of work.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a) Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute the Professional Services Agreement with Specialists on Call, Inc. (“SOC”), a Delaware corporation; Tele-Physicians, P.A., a California professional association doing business as California Tele-Physicians (“CATP”) to provide neurology consultative services for an amount not to exceed \$380,000 from the effective date to December 31, 2015. The term of this Agreement is thirty six (36) months with an option that either party may terminate without cause after the first twelve (12) months with one hundred twenty (120) days written notice.
- b) Authorize the Purchasing Manager for NMC to execute to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% of the original contract amount, and do not significantly change the scope of work.

### SUMMARY/DISCUSSION:

Specialists on Call, Inc. (“SOC”), a Delaware corporation; Tele-Physicians, P.A., a California professional association doing business as California Tele-Physicians (“CATP”) provide 24/7 neurology consultative services via specialized electronic telemedicine equipment. Services include indirect physical exams, history taking, diagnostic protocols, imaging analysis and recommendations for therapeutic interventions and/or diagnostic tests for any neurologic emergency. The addition of SOC / CATP will allow NMC to ensure a high standard of care to patients presenting with strokes and other neurological emergencies in the emergency department.

Business Automobile Liability Insurance requirements are waived for this vendor under this Agreement. There is no risk or exposure regarding vehicles. Vendor is located outside California and has no intention of traveling onto County property or of transporting either County personnel or property in hired vehicles.

NMC requests an exemption to the County’s requirement for Workers’ Compensation insurance. Workers’ Compensation insurance requirements are waived for this vendor under this Agreement. Vendor does not have California employees.

The total amount of this agreement is \$380,000 and includes the one time only membership fee, the annual support fee and the monthly consultation fee for the thirty six (36) month period. The monthly consultation fee will commence on the Go-Live Date and will be calculated on a pro rate bases for any partial month services. The Go Live Date is the first date that Specialist On Call physicians are credentialed and NMC is equipped to receive services from Specialist On Call. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment/Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment/Agreement as to fiscal provisions. The Amendment/Agreement has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The total cost for this Agreement \$380,000 for the 36 month period (January 1, 2013 to December 31, 2015). \$90,900 is included in the Fiscal Year 2012/2013 Adopted Budget and the remaining \$289,100 will be budgeted in subsequent Fiscal Years. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

Approved by: Harry Weis, Chief Executive Officer, 783.2553

Attachments:

Agreement

Attachments on File with the Clerk of the Board