



# County of Monterey

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

## Board Report

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**File #:** A 13-301, **Version:** 1

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Approve and authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 7 to the Agreement (A-11719/MYA826) with Biomedical Systems Corporation for Cardiac Monitoring Services at NMC, extending the Agreement to June 30, 2014 for a total Agreement amount not to exceed \$170,000 (no changed from previously approved amount) in the aggregate.

### **RECOMMENDATION:**

It is recommended the Board of Supervisors approve and authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 7 to the Agreement (A-11719/MYA826) with Biomedical Systems Corporation for Cardiac Monitoring Services at NMC, extending the Agreement to June 30, 2014 for a total Agreement amount not to exceed \$170,000 (no change from previously approved amount) in the aggregate.

### **SUMMARY/DISCUSSION:**

The Cardiopulmonary Department at NMC will frequently receive orders from physicians requesting continuous cardiac monitoring for patients to determine cardiac function. NMC has had an established Agreement with Biomedical Systems Corporation since 2006. The original Agreement began in fiscal year 2006/2007. The vendor provides NMC with the hardware and software for data capture and receives the patient's data using a secure web-based technology for editing, formatting and completing Cardiac Reports. These services allow NMC the opportunity to provide early intervention and treatment for these cardiac patients.

Services include training for NMC cardiopulmonary staff, using industry wide standards related to proper patient preparation and set-up for the service. In turn, the vendor receives data from the hardware which then generates a report based on the information provided. The vendor then processes and reviews the patient's report which is sent to the Cardiologist for complete interpretation. The vendor is also available for consultation with the Cardiologist.

Services also include monitoring of patients for any life threatening cardiac events if deemed necessary by the Cardiologist. Charges for this additional service only occur in the case of such an event. Due to this fluctuation factor, an estimated dollar amount has been necessary in the past when previously requesting approval of the full aggregate amount of the Agreement. The average annual costs for these services over the existing life of the Agreement is \$14,400 (*for complete annual costs over the life of the Agreement see Attachment 2; BioMedical Systems Spend Sheet attached*). The current agreement is approved for \$170,000. To date there remains \$69,350 of the previously board approved "not to exceed amount". Therefore, NMC is requesting that only the term date to this Renewal and Amendment No. 7 be extended through and including June 30, 2014, dollars used for payment will come from the remaining previously approved aggregate amount.

Technology for these types of services has evolved and improved over the past few years. It is NMC's intent to obtain these same services through the Request for Proposal (RFP) process or through NMC's Group

Purchasing Organization prior to the beginning of Fiscal Year 2014/2015.

NMC's Director of the Cardiopulmonary Department left NMC in the spring of 2013. A Request for Proposal (RFP) process was to begin as the contract was not originally scheduled to be amended for Fiscal Year 2013/2014. In mid August of 2013, NMC discovered Biomedical Systems services were still needed until an RFP process could be established. NMC is requesting that the Board of Supervisors back date the Renewal and Amendment to July 1, 2013 to cover the continued services by the vendor. NMC is currently in the approval process for the purchase of electronic contract management software. The software would provide automatic and more timely notifications as to expiration dates of agreements and eliminate the need for back dating of agreements due to continued services provided by the vendor. Final completion of the approval process and purchase for the software is expected this spring.

**Business Automobile Insurance Exemption**

Business Automobile Liability Insurance requirements are waived for this vendor under this Agreement. There is no risk or exposure regarding vehicles.

Vendor has no vendor-owned fleet of 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.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Renewal and Amendment No. 7 as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Renewal and Amendment No. 7 as to fiscal provisions. The Renewal and Amendment No. 7 has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

**FINANCING:**

As a result of Renewal and Amendment No. 6, the Board of Supervisors approved a \$30,000 increase for Fiscal Year 2012-2013. No additional dollars will be added to this Renewal and Amendment No 7. Remaining funds from previous year's purchase orders (approximately \$69,000) will be rolled over for Fiscal Year 2013/2014. \$20,000 is budgeted for Fiscal Year 2013/2014 in the Adopted Budget. There is no impact to the General Fund.

Prepared by: Curt Cabral, Interim Cardiopulmonary Director, 772 -7330

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Renewal and Amendment No. 7, Renewals and Amendments 1, 2, 3, 4, 5, and 6, Original Agreement, Spend Sheet

Attachments on file with the Clerk to the Boards Office