



County of Monterey

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

Board Report

File #: A 14-026, **Version:** 1

Approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 3 to the Agreement (A-1227/MYA512) with USA Mobility Wireless for Internet Capable Pager Services at NMC, extending the Agreement to June 30, 2016 and adding \$111,000 for a revised total Agreement amount not to exceed \$271,000 in the aggregate.

RECOMMENDATION:

It is recommended the Board of Supervisors approve and direct the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 3 to the Agreement (A-1227/MYA512) with USA Mobility Wireless for Internet Capable Pager Services at NMC, extending the Agreement to June 30, 2016 and adding \$111,000 for a revised total Agreement amount not to exceed \$271,000 in the aggregate

SUMMARY/DISCUSSION:

USA Mobility Wireless Inc has provided NMC hospital employees (including physicians and other patient care provider's internet capable pager services since July 2010. These services provide for constant twenty-four hours per day seven days a week (24/7) communication between the hospital and providers for patient care. Examples of the services include but are not limited to the following:

Notification to physicians to patient's critical care needs such as, medication adjustment, patient condition change, patient discharge and patient transfers. Many physicians "on call" duties require them to be readily available within twenty minutes in order to meet patient care needs.

NMC contacting patient care providers, such as laboratory, cardiopulmonary, and diagnostic imaging staff to immediately respond to patient care needs. Notification to hospital maintenance personnel who are "on call" after normal business hours to meet NMC's emergency needs.

USA Mobility Wireless is a preferred vendor for these services because of their experience with other hospital and medical care providers. NMC has continued to utilize this vendor because of their extensive geographic range of coverage throughout Monterey, Santa Cruz, Santa Clara, San Luis Obispo and San Benito counties. NMC has not been able to find another pager company that provides the same level of coverage within our geographical region.

NMC has been without an agreement since July 2013. This contract was inadvertently missed and not amended and rolled over for Fiscal Year 2014. In October 2013 the Telecommunications department, who is responsible for the management of the pagers, changed administrative leadership oversight. During this transition NMC immediately recognized that this essential contract had not been amended, and have been working diligently with the vendor to quickly remedy.

NMC is requesting a renewal and amendment to add \$111,000 to the agreement and extend the term until June 30, 2016. The total amount payable to the vendor will not exceed the sum of \$271,000. The annual cost of this renewal and amendment is \$37,000. The historical cost of this agreement is as follows:

Agreement	Term	Cost
Initial Agreement	7/1/10- 6/30/11	\$40,000
Renewal	7/1/11- 6/30/12	\$60,000
Amendment #2	7/1/12- 6/30/13	\$60,000
Proposed Renewal and Amendment #3	7/1/13- 6/30/16	\$111,000 (note the per year cost is less than prior years cost due to the decrease of pagers and increase of cell phones being used for call coverage)

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Renewal and Amendment No. 3 as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Renewal and Amendment No. 3 as to fiscal provisions. The Renewal and Amendment No. 3 has also been reviewed and approved by Natividad Medical Center’s Board of Trustees. The CAO-Budget and Analysis Division has advised to inform the BOS the spending authority (appropriations) associated with NMC’s FY 2014 Adopted Budget has been exceeded and approval and authorization for modification of NMC’s appropriation budget should be presented to the BOS. Since NMC is an Enterprise Fund, this does not prevent continued expenditures and is not a legal requirement, but it is considered good public policy, transparency and fiscal management. The Amendment No. 3 has also been reviewed and approved by Natividad Medical Center’s Finance Committee (3.27.14) and Board of Trustees (4.4.14)

FINANCING:

The cost for this Renewal and Amendment No. 3 is \$111,000. \$37,000 is included in the Fiscal Year 2013/2014 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. NMC is confirming its appropriations position and if its spending authority has been exceeded will return to the Board.

There is no impact to the General Fund.

Prepared by: Andrea Rosenberg, Hospital Assistant Administrator, 783-2562

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

Attachments: Renewal and Amendment No. 3, Amendment No. 2, Renewal, Original Agreement, Spend Sheet