



County of Monterey

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

Board Report

File #: A 23-222, Version: 1

Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute amendment No. 10 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and amendment No. 11 to the agreements with Staff Care, Inc. (A-12897) and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) (“Locum Tenens Agencies”) for locum tenens physician referral services pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional one (1) year period (July 1, 2023 through June 30, 2024) for a revised full agreement term of August 1, 2015 through June 30, 2024 and with an increase of \$2,000,000 to the total aggregate liability for all agreements awarded for a revised total aggregate amount not to exceed \$12,500,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute amendment No. 10 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and amendment No. 11 to the agreements with Staff Care, Inc. (A-12897) and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) (“Locum Tenens Agencies”) for locum tenens physician referral services pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional one (1) year period (July 1, 2023 through June 30, 2024) for a revised full agreement term of August 1, 2015 through June 30, 2024 and with an increase of \$2,000,000 to the total aggregate liability for all agreements awarded for a revised total aggregate amount not to exceed \$12,500,000.

SUMMARY/DISCUSSION:

In April 2015, Natividad Medical Center (NMC) conducted a Request for Proposals (RFP) to provide referral of locum tenens physicians. Locum tenens are physicians who temporarily take the place of physicians during periods when physicians (employed or contracted) are not available (e.g., vacation; illness; continuing medical education; etc.) to provide health care services vital to NMC’s continued operation.

In order to find highly qualified temporary physicians and other locum tenens, such as advanced practitioners, who match the position we are trying to cover and are available on sometimes very short notice, it is necessary to contract with multiple locum tenens agencies. Due to multiple factors, including physician shortages in certain hard to fill specialties, NMC is experiencing a high utilization of locum tenens physicians and wishes to amend the agreements to extend the term and add funds ensuring temporary physicians are available when needed to provide the patient care services critical to NMC’s operation without interruption.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved these amendments No. 10 and amendments No. 11 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendments No. 10 and amendments No. 11 have also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees April 14, 2023

FINANCING:

The cost for this amendment No. 10 and amendment No. 11 is \$2,000,000 which is included in the Fiscal Year 2023-24 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC with the additional support it needs in order to provide reliable and high-quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Hospital Director of Physicians, 783-2506

Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

SUMO Medical Staffing Agreement through Amendment No. 10

Staff Care, Inc. Agreement through Amendment No. 11

Medical Doctor Associates, LLC Agreement through Amendment No. 10

Jackson & Coker Agreement through Amendment No. 11

Attachments on file with the Clerk of the Board