



# County of Monterey

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

## Board Report

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**File #:** A 20-484, **Version:** 1

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Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Flycast Partners, Inc. for extending software support of the BMC client management toolset, and extending the agreement term an additional two (2) year period (June 1, 2022 through May 31, 2024) for a revised full agreement term of June 1, 2019 through May 31, 2024, and adding \$68,218 for a revised total agreement amount not to exceed \$167,541.

### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Flycast Partners, Inc. for extending software support of the BMC client management toolset, and extending the agreement term an additional two (2) year period (June 1, 2022 through May 31, 2024) for a revised full agreement term of June 1, 2019 through May 31, 2024, and adding \$68,218 for a revised total agreement amount not to exceed \$167,541.

### **SUMMARY/DISCUSSION:**

For a number of years Natividad has utilized tools from BMC Software to support IT Operations. Footprints by BMC is Natividad's electronic IT ticketing system and BMC Client Management is a toolset used by IT to manage hardware and software inventory, software deployment, hardware imaging, and Windows security patching.

In 2018, Natividad contracted with Flycast Partners to provide professional services to assist in building workflows to automate IT ticket management and to expand the tool utilization into other areas of the hospital that were using paper or other electronic ticketing systems. In 2019, Natividad amended the agreement to transition software support of the BMC Client Management tool from a different vendor to Flycast Partners for a one (1) year period. As a BMC Solutions Partner, Flycast Partners is able to provide an improved level of support at a discounted rate.

This amendment extends the software support for BMC Client Management for an additional three (3) years, thereby adding two years to the overall term of the agreement.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on November 13, 2020 and by its Board of Trustees on November 13, 2020.

### **FINANCING:**

The cost for this amendment No. 2 is \$68,218 of which \$22,739 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This amendment continues the software support of the BMC Client Management tool which is utilized by Natividad to facilitate the smooth operation of IT.

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

Prepared by: Ari Entin, Chief Information Officer, 783-2564

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

**Attachments:**

Flycast Partners, Inc. Amendment 2

Flycast Partners, Inc. Amendment 1

Flycast Partners, Inc. Agreement

Attachments on file with the Clerk of the Board