



# County of Monterey

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

## Legislation Details (With Board Report)

<b>File #:</b>	A 16-064	<b>Name:</b>	Agreement with Forward Advantage
<b>Type:</b>	BoS Agreement	<b>Status:</b>	Passed
<b>File created:</b>	3/11/2016	<b>In control:</b>	Board of Supervisors
<b>On agenda:</b>	3/22/2016	<b>Final action:</b>	3/22/2016
<b>Title:</b>	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with Forward Advantage, for purchase of the Imprivata product, a single sign on software solution used by NMC Physicians and Clinical Staff, plus implementation, licenses, and maintenance and support, in an amount not to exceed \$267,967 for the period of March 23, 2016 through March 22, 2018; and b. Authorize the Deputy Purchasing Agent for NMC to execute up to three (3) future Amendments to the Agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) of the original cost of the Agreement per each amendment.		
<b>Sponsors:</b>	Natividad Medical Center		
<b>Indexes:</b>			
<b>Code sections:</b>			
<b>Attachments:</b>	1. Board Report.pdf, 2. Board Report Forward Advantage.pdf, 3. Forward Advantage Final Agmt 3.11.16.pdf, 4. Forward Advantage Imprivata product Spend Sheet.pdf, 5. Completed Board Order		

Date	Ver.	Action By	Action	Result
3/22/2016	1	Board of Supervisors	approved	

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with Forward Advantage, for purchase of the Imprivata product, a single sign on software solution used by NMC Physicians and Clinical Staff, plus implementation, licenses, and maintenance and support, in an amount not to exceed \$267,967 for the period of March 23, 2016 through March 22, 2018; and
- b. Authorize the Deputy Purchasing Agent for NMC to execute up to three (3) future Amendments to the Agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) of the original cost of the Agreement per each amendment.

### RECOMMENDATION:

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with Forward Advantage, for purchase of the Imprivata product, a single sign on software solution used by NMC Physicians and Clinical Staff, plus implementation, licenses, and maintenance and support, in an amount not to exceed \$267,967 for the period of March 23, 2016 through March 22, 2018; and
- b. Authorize the Deputy Purchasing Agent for NMC to execute up to three (3) future Amendments to the Agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) of the original cost of the Agreement per each amendment.

### SUMMARY/DISCUSSION:

Imprivata OneSign is a Single Sign On (SSO) solution that enables users to quickly and securely access clinical and administrative applications with one username and password. In the course of treating patients, personnel need to access multiple applications, including the MEDITECH electronic health record system. The act of logging in/logging out of multiple systems throughout the workday has caused noticeable inefficiencies. Imprivata is a solution used in hospitals across the country to facilitate a “sign-on once” type of access that has made an appreciable difference in time and staff resources where employed. The Imprivata tool further speeds up access by utilizing the employee’s badge and a reader as part of the sign-on process. Another important capability of this system is an always available employee self-service portal to aid with forgotten passwords and lockouts, further enhancing employee productivity.

The purchase of this product and implementation is through Forward Advantage, a vendor that Natividad has a strong relationship with for electronic fax services. Forward Advantage is also an expert partner for Imprivata’s healthcare sector and was recommended by the software company as a best fit for NMC’s deployment. This request includes the purchase of software, licenses, equipment, professional implementation services, and two years of maintenance and support.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Agreement has also been reviewed and approved by NMC’s Finance Committee on February 25, 2016 and by the NMC Board of Trustees on March 4, 2016.

#### **FINANCING:**

The total cost for this Agreement is not to exceed \$267,967 of which \$202,000 was included in the Fiscal Year 2015/16 Adopted Budget. Funding for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Karen Medalen, Project Manager, 783-2811

Approved by: Ari Entin, CIO, 783-2564

Attachment: Agreement

The Agreement is on file with the Clerk of the Board