



County of Monterey

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

Legislation Details (With Board Report)

File #:	A 17-407	Name:	Qventas (formerly known as Analytics/MD, Inc.) Amendment #2
Type:	BoS Agreement	Status:	Passed
File created:	10/9/2017	In control:	Board of Supervisors
On agenda:	12/5/2017	Final action:	12/5/2017
Title:	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 2 to the Agreement with Qventus (formerly known as AnalyticsMD, Inc.) for operational decision support software at NMC to extend the Agreement term for two (2) additional years (October 29, 2017 through October 28, 2019), for a revised full term of October 29, 2015 through October 28, 2019 and increasing the amount by \$190,000 for a revised total agreement amount not to exceed \$381,000. b. Authorize the Deputy Purchasing Agent for NMC or his designee 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%) (\$19,100) of the original cost of the agreement in total.		

Sponsors:

Indexes:

Code sections:

Attachments: 1. Board Report, 2. Qventus Renewal & Amendment No 2.pdf, 3. AnalyticsMD Renewal & Amendment No 1.pdf, 4. AnalyticsMD Agreement.pdf, 5. Qventus Spend Sheet.pdf, 6. Completed Board Order

Date	Ver.	Action By	Action	Result
12/5/2017	1	Board of Supervisors	approved	

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 2 to the Agreement with Qventus (formerly known as AnalyticsMD, Inc.) for operational decision support software at NMC to extend the Agreement term for two (2) additional years (October 29, 2017 through October 28, 2019), for a revised full term of October 29, 2015 through October 28, 2019 and increasing the amount by \$190,000 for a revised total agreement amount not to exceed \$381,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee 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%) (\$19,100) of the original cost of the agreement in total.

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 2 to the Agreement with Qventus (formerly known as AnalyticsMD, Inc.) for operational decision support software at NMC to extend the Agreement term for two (2) additional years (October 29, 2017 through October 28, 2019), for a revised full term of October 29, 2015 through October 28, 2019 and increasing the amount by \$190,000 for a revised total agreement amount not to exceed \$381,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee 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%) (\$19,100) of the original cost of the agreement in total.

SUMMARY/DISCUSSION:

Qventus (formerly AnalyticsMD) is an operational decision support software system used by Natividad Medical Center's Emergency Department (ED) and inpatient units that can improve department efficiency and productivity. The software utilizes real time patient flow data, such as registration data, staffing ratios, door to physician times, etc. to improve operational performance. This product provides real time reporting, as well as, predictive analytics tools. Through dashboards, alerts, and daily/weekly summaries of data, hospital management and administration teams can identify trends and look for the root causes of inefficiencies. Front line staff use the real time dashboards to monitor patient flow and are prompted to focus on problem areas to prevent bottlenecks. The tool also possesses predictive analytics functionality. Based on the real time dashboards, future trends in patient census are predicted which can automatically trigger alerts and notifications to front line staff to facilitate operational decisions that can alleviate staffing and patient discharge and admission bottlenecks. NMC is requesting to extend the term for two years.

NMC is requesting to amend the current Agreement to extend the term to cover ongoing operational software subscription and maintenance fees. This Renewal and Amendment No. 2 has a retroactive date of October 29, 2017, due to a delay in obtaining optimal pricing from the vendor.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Renewal and Amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This Amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on September 28, 2017 and by its Board of Trustees on October 6, 2017.

FINANCING:

The cost for Renewal and Amendment No. 2 is \$190,000 of which \$95,000 is included in the FY17-18 Adopted Budget for this Agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates the enhanced operational performance of the Emergency Department. This improves efficiency and accuracy with regards to patient care which equates to improved healthcare and equitable health opportunities at NMC.

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

Prepared by: Charles Harris, MD, Medical Staff, 783-2785

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Qventus Renewal and Amendment No. 2
AnalyticsMD Renewal and Amendment No. 1
Original Agreement with Analytics/MD, Inc.
Qventus/AnalyticsMD, Inc. Spend Sheet

Attachments on file with the Clerk of the Board