



# 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 18-074	<b>Name:</b>	Gartner, Inc. Amendment No. 2
<b>Type:</b>	BoS Agreement	<b>Status:</b>	Consent Agenda
<b>File created:</b>	3/9/2018	<b>In control:</b>	Board of Supervisors
<b>On agenda:</b>	3/20/2018	<b>Final action:</b>	
<b>Title:</b>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.		

### Sponsors:

### Indexes:

### Code sections:

**Attachments:** 1. Board Report, 2. Gartner Amendment 2.pdf, 3. Gartner Amendment 1.pdf, 4. Gartner Inc Agreement.pdf, 5. Completed Board Order

Date	Ver.	Action By	Action	Result
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Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

### RECOMMENDATION:

### It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

### SUMMARY/DISCUSSION:

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical in order to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

NMC had originally engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. On March 14, 2017 the Board of

Supervisors approved Amendment No 1 to this Agreement which extended the term for an additional one year period at an annual cost of \$88,900. NMC is now requesting another annual extension at the cost of \$91,900 for subscription services so that NMC may continue accessing Gartner for access to valuable industry data.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions, 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 February 2, 2018 and by its Board of Trustees on February 2, 2018.

**FINANCING:**

The cost for this Amendment No. 2 is \$91,900. \$88,900 was included in NMC's Fiscal year 17-18 Adopted Budget for this Agreement and the \$91,900 will be included in the FY18-19 Recommended Budget. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

- ☐ 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, 783-2504

Attachments:

Gartner, Inc. Amendment No. 2  
Gartner, Inc. Amendment No. 1  
Gartner, Inc. Agreement

Attachments on file with the Clerk of the Board