



# 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 19-114   | <b>Name:</b>         | AFR Solutions, Inc. d/b/a Soriant Healthcare Amendment No. 1 |
| <b>Type:</b>         | BoS Agreement  | <b>Status:</b>       | Passed - Natividad Medical Center                            |
| <b>File created:</b> | 4/24/2019  | <b>In control:</b>   | Board of Supervisors   |
| <b>On agenda:</b>    | 5/7/2019   | <b>Final action:</b> |  |
| <b>Title:</b>        | a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with AFR Solutions, Inc. d/b/a Soriant Healthcare for professional consulting and implementation services related to Environmental Services department performance improvement initiatives, extending the agreement an additional two (2) year period (May 14, 2019 through May 13, 2021) for a revised full agreement term of May 14, 2018 through May 13, 2021, and adding \$100,100 for a revised total agreement amount not to exceed \$180,100.<br>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%) (\$8,000) of the original cost of the agreement. |                      |  |

### Sponsors:

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### Code sections:

**Attachments:** 1. Board Report, 2. AFR Solutions Inc dba Soriant Healthcare Amendment 1, 3. AFR Solutions Inc dba Soriant Healthcare Agreement, 4. 16. Completed Board Order

| Date     | Ver. | Action By            | Action                              | Result |
|----------|------|----------------------|-------------------------------------|--------|
| 5/7/2019 | 1    | Board of Supervisors | approved - natividad medical center |        |

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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%) (\$8,000) of the original cost of the agreement.

### 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. 1 to the agreement with AFR Solutions, Inc. d/b/a Soriant Healthcare for professional consulting and implementation services related to Environmental Services department performance improvement initiatives, extending the agreement an additional two (2) year period (May 14, 2019 through May 13, 2021) for a revised full agreement term of May 14, 2018 through May 13, 2021, and adding \$100,100 for a revised total agreement amount not to exceed \$180,100.

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%) (\$8,000) of the original cost of the agreement.

### SUMMARY/DISCUSSION:

AFR Solutions, Inc. d/b/a Soriant Healthcare (Soriant) is a provider of support service solutions for the health care industry offering professional and strategic consulting services to identify and implement sustainable operational improvements.

Natividad has engaged Soriant to provide Natividad's Environmental Services (EVS) with consulting services that includes an in-depth assessment of the department primarily focusing on Quality Assurance, Labor/Personnel, Cleanliness, and the cost structure. Upon completion of the assessment, Soriant also provided Natividad with the development of implementing solutions for certain identified areas. The assessment identified operational items that needed to be addressed as well as the need to create a Culture of Excellence. Under the original agreement Soriant assisted Natividad with the development of patterns of management, rounding tools, and accountability tools. This amendment adds additional EVS consulting services which will allow Soriant to help Natividad implement solutions identified which includes implementing a Culture of Excellence employee engagement plan with actionable, measurable indicators. This amendment is also being executed to cover any additional EVS-related consulting needs Natividad may have including temporary interim management services should a need arise.

Approval of the recommended action to extend the term for an additional 2 years and add an additional \$100,100 will allow Natividad to continue its working relationship with Soriant to optimize EVS operations.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment no. 1 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 1 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

**FINANCING:**

The cost for this amendment no. 1 is \$100,100, of which \$8,000 has been included in the Adopted Budget for FY18-19. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for executive level consulting services for the Environmental Services department to promote a hospital that practices efficient and effective resource management, the outcome of which, will enhance operations at the hospital and improve the patient experience.

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

Prepared by: Andrea Rosenberg, Hospital Assistant Administrator, 783-2562

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

**Attachments:**

AFR Solutions Inc dba Soriant Healthcare Amendment 1  
AFR Solutions Inc dba Soriant Healthcare Agreement

Attachments on file with the Clerk of the Board