



County of Monterey

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

Board Report

File #: A 17-290, **Version:** 1

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with The CBORD Group, Inc., for food and nutrition software services at NMC for an amount not to exceed \$109,770.32 with an agreement term effective when signed by NMC for a one (1) year period (July 11, 2017 through July 10, 2018 ~~July 11, 2018 through July 12, 2018~~) and with the option to extend up to four (4) additional years via written amendment.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to four (4) ~~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%) (\$10,977) of the original cost of the agreement per each amendment.
(REVISED VIA SUPPLEMENTAL)

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 The CBORD Group, Inc., for food and nutrition software services at NMC for an amount not to exceed \$109,770.32 with an agreement term effective when signed by NMC for a one (1) year period (July 11, 2017 through July 10, 2018) and with the option to extend up to four (4) additional years via written amendment.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to four (4) 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%) (\$10,977) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center, as part of its operations, provides food and nutritional services to patients, visitors and employees. Currently, the food service group's workflow and processes are manual. NMC recognizes that an electronic system will improve service delivery efficiency, improve patient safety and meal satisfaction as well as assist with compliance with Joint Commission (TJC) and Centers for Medicare and Medicaid Services (CMS) food services standards.

The Food and Nutritional Services department conducted a systems selection and evaluation process to find the right electronic product to meet the hospital's needs. NMC identified three (3) vendors who specialize in this type of software. After conducting onsite and telephone interviews, the hospital narrowed the field of vendors to two (2) competing vendors and received competing proposals.

NMC hosted vendor demonstrations to evaluate the two products and measure their ability to meet the department's needs. The outcome of these negotiations found that CBORD's Foodservice Suite provided the best capabilities, pricing, terms and value.

The CBORD software will provide automation to the current manual process of patient meal service, reporting, and analysis. This includes interfacing with our current Meditech system, improved diet order accuracy, production standards, and reduced waste. Currently there are 26 reports / tasks handled manually including tracking meals, charges, scaling recipes, nutrition analysis, labelling updates, patient food preferences and allergies, menus and production summaries. CBORD supports our future goal of expansion of meal service to the room service model where patients would be able to order meals from bedside.

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 May 25, 2017 and by its Board of Trustees on June 2, 2017.

FINANCING:

The cost for this agreement is \$109,770.32 which is included in the Fiscal Year 2017-18 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development

☐ Administration

☒ Health and Human Services - This agreement is for a software system which will improve food and nutrition services for NMC patients and will directly contribute to a more efficient and effective use of resources within the organization.

☐ Infrastructure

☐ Public Safety

Prepared by: Cori Thomas, Hospital Director of Food Service, 769-8679

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

Attachments:

The CBORD Group Inc. Agreement

Attachments on file with the Clerk of the Board