



# County of Monterey

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

## Board Report

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**File #: A 18-149, Version: 1**

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- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with TCAR Programs for Trauma Care After Resuscitation (TCAR) education services at NMC for an amount not to exceed \$51,000 effective from the date of execution by the County through December 31, 2018; and
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard payment provisions within the Agreement.

### **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 TCAR Programs for Trauma Care After Resuscitation (TCAR) education services at NMC for an amount not to exceed \$51,000 effective from the date of execution by the County through December 31, 2018.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard payment provisions within the Agreement.

### **SUMMARY/DISCUSSION:**

TCAR (Trauma Care after Resuscitation) is a 16 hour educational program developed specifically for Trauma Care after the patient is admitted to the inpatient floor. NMC is a Level II Trauma Center and as such is required to provide appropriate ongoing education for staff to maintain competency and update their knowledge specific to our complex trauma patients. TCAR is a nationally recognized program and all nurses in Intensive Care Unit, Intermediate Care, Post Anesthesia Care Unit and Medical Surgical Unit will be required to attend. The core concepts presented in TCAR reflect evidence-based practices and standardized requirements to ensure trauma patients receive the best possible care at NMC.

NMC negotiated the terms of this Agreement with the vendor for several months. NMC was successful at negotiating into the Agreement the county's standard indemnity clause and insurance requirements. The payment provisions state payment is due 45 days from receipt of the invoice. The Agreement does contain a late payment penalty of less than 1% of the total invoice amount due for each week the payment is late, which is a non-standard payment provision. Due to the late fees clause, the county Auditor-Controller's office did not agree to sign the Agreement. When NMC requested to the vendor that the late fee clause be removed, the vendor increased the course registration fees by an additional 40% and claimed this was non-negotiable. Because the late fee cost was significantly smaller than an overall 40% cost increase, NMC opted to keep the late fee clause instead since these were the only options the vendor would accept. NMC will put forth all efforts necessary to avoid paying late payment penalties. There are no other vendors who can provide this on-site training to NMC over the next several months.

### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form. The agreement was reviewed and approved by NMC's

Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

**FINANCING:**

The cost for this agreement is \$51,000 of which \$35,000 is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Supporting the TCAR Program at NMC leads to a stronger Trauma Program through ongoing education and evidence based care updates for staff caring for our patients. Ultimately, the TCAR program benefits the Monterey County residents through promotion of continued excellence in trauma care.

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

Prepared by: Sue Saunders, Director of Nursing Education, 783-2851

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

Attachments:

Visionem, Inc. dba TCAR Education Programs Agreement

Attachments on file with the Clerk of the Board