



County of Monterey

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

Board Report

File #: A 18-204, Version: 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Spin Recruitment Inc. pursuant to the Request for Proposal (RFP) #9600-78 for advertising recruitment services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2020, with the option to extend the agreement for three (3) additional one (1) year periods; and for an original contract amount not to exceed \$400,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Spin Recruitment Inc. pursuant to the Request for Proposal (RFP) #9600-78 for advertising recruitment services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2020, with the option to extend the agreement for three (3) additional one (1) year periods; and for an original contract amount not to exceed \$400,000.

SUMMARY/DISCUSSION:

NMC issued a Request for Proposal (RFP) #9600-78 on February 19, 2018 to solicit for one or more new agreements for recruitment advertising services from qualified vendors. On March 19, 2018 five (5) proposals were received for consideration. Upon a thorough selection process NMC identified the top qualified vendor as Spin Recruitment Inc. based on the ranking set forth by the NMC selection team. This vendor was tentatively selected to be awarded an agreement to provide recruitment advertising services for NMC.

The current agreement for recruitment advertising services expires on June 30, 2018

NMC will utilize this vendor to recommend media sources and the placement of day to day employment ads in the newspaper, online, or with professional associations. The vendor will partner with NMC on recruitment direct mail and email projects, recruitment collateral pieces, various giveaways and social media recruitment.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, 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 April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

The cost for this agreement is \$400,000 of which \$200,000 is included in the Fiscal Year 2018-19 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement will facilitate efficient and effective targeted recruitment efforts in order for Natividad Medical Center to hire well equipped personnel to better serve our community and patients.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701

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

Attachments:

Agreement with Spin Recruitment Inc., awarded per RFP #9600-78

Attachments on file with the Clerk of the Board