



# County of Monterey

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

## Board Report

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**File #: A 18-394, 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 Monarch Medical Technologies, LLC for glucose management system enterprise software subscription at NMC for an amount not to exceed \$190,015 for the term October 1, 2018 through September 30, 2021.
- 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%) (\$19,001) of the original cost of 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 Monarch Medical Technologies, LLC for glucose management system enterprise software subscription at NMC for an amount not to exceed \$190,015 for the term October 1, 2018 through September 30, 2021.
- 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%) (\$19,001) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

NMC's existing process for glucose control and insulin therapy management consists of multiple order sets for the provider to choose from and complicated protocols for nursing staff to follow. With the current non automated process glycemic control (hyper- and hypoglycemia) can be suboptimal.

Endotool is a clinical decision support software that integrates with MEDITECH providing personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. The provider will no longer choose from multiple order sets but instead orders Endotool management. The nurse then follows the instructions from Endotool. The software is built using NMC's policies, procedures and protocols that define insulin management and glycemic control. Endotool has been proven to facilitate rapid glycemic control reducing hyper- and hypoglycemic events and improving patient outcomes and care.

### **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 August 23, 2018 and by its Board of Trustees on September 7, 2018.

### **FINANCING:**

The cost for this agreement is \$190,015 of which \$76,271 is included in the Adopted Budget for Fiscal Year 2018-19. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement facilitates the enhanced operational performance of Natividad Medical Center. This provides NMC with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

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

Prepared by: Dr. Charles Harris, Chief Medical Information Officer, 783-2785

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

Attachments:

Monarch Medical Technologies LLC Agreement

Attachments on file with the Clerk of the Board