



# County of Monterey

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

## Board Report

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**File #: A 18-475, Version: 1**

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Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services on patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2019 through January 1, 2020) for a revised full agreement term of January 2, 2017 through January 1, 2020, and adding \$230,000 for a revised total agreement amount not to exceed \$380,000.

### **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. 3 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services on patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2019 through January 1, 2020) for a revised full agreement term of January 2, 2017 through January 1, 2020, and adding \$230,000 for a revised total agreement amount not to exceed \$380,000.

### **SUMMARY/DISCUSSION:**

Health Management Associates, Inc. (HMA) is a consulting firm experienced in feasibility studies and program development with a deep knowledge of county hospital system operations and network development. HMA will work with Natividad and Health Department leadership to assist in improving operational and clinical alignment of the Monterey County health portfolio.

HMA will continue to provide guidance regarding; unified planning, strategic partnership development and opportunities for achieving shared operational efficiencies. Specific operational improvements will focus on improving appointment access, patient communication, and quality improvement.

### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment no. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 3 has also been reviewed and approved by NMC's Finance Committee on October 25, 2018 and by its Board of Trustees on December 3, 2018.

### **FINANCING:**

The cost for this amendment no. 3 is \$230,000, half of which is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for future years will be included in those budgets as appropriate.

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

This agreement is for financial consulting services to explore and implement various approaches to providing healthcare benefits and

network designs to lower costs and to direct care to specific provider systems, the outcome of which will contribute to a more efficient use of resources within the organization.

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

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

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

Attachments:

Health Management Associates Inc Amendment 3  
Health Management Associates Inc Amendment 2  
Health Management Associates Inc Amendment 1  
Health Management Associates Inc Agreement

Attachments on file with the Clerk of the Board