



# County of Monterey

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

## Board Report

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**File #: A 19-053, Version: 1**

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a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional two (2) year period (April 1, 2019 through March 31, 2021) for a revised full agreement term of April 1, 2016 through March 31, 2021, and adding \$192,900 for a revised total agreement amount not to exceed \$459,700.

### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional two (2) year period (April 1, 2019 through March 31, 2021) for a revised full agreement term of April 1, 2016 through March 31, 2021, and adding \$192,900 for a revised total agreement amount not to exceed \$459,700.

### **SUMMARY/DISCUSSION:**

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical in order to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

NMC had originally engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. NMC is requesting a two year extension of this agreement with amendment No. 3 at the cost of \$192,900 for subscription services so that NMC may continue accessing Gartner for access to valuable industry data.

### **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. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 19, 2019.

### **FINANCING:**

The cost for this amendment No. 3 is \$192,900 of which \$94,900 is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

This subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

☐ Economic Development  
☒ Administration  
☐ Health and Human Services

☐ Infrastructure  
☐ Public Safety

Prepared by: Ari Entin, Chief Information Officer, 783-2564

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

Attachments:

Gartner Inc. Amendment No. 3

Gartner Inc. Amendment No. 2

Gartner Inc. Amendment No. 1

Gartner Inc. Agreement

Attachments on file with the Clerk of the Board