



County of Monterey

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

Board Report

File #: A 19-423, Version: 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2020 through January 1, 2021) for a revised full agreement term of January 2, 2017 through January 1, 2021, with no increase to the total agreement amount of \$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. 4 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2020 through January 1, 2021) for a revised full agreement term of January 2, 2017 through January 1, 2021, with no increase to the total agreement amount of \$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 via this amendment. 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. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee on October 24, 2019 and by its Board of Trustees on November 1, 2019.

FINANCING:

There is no increase to the total agreement amount with this amendment. \$25,000 is included in the Fiscal Year 2019-20 Adopted Budget for this agreement. Amounts for remaining years of the agreement 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: Daniel Leon, Chief Financial Officer, 783-2551

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Health Management Associates Amendment 4
Health Management Associates Amendment 3
Health Management Associates Amendment 2
Health Management Associates Amendment 1
Health Management Associates Agreement

Attachments on file with the Clerk of the Board