



# County of Monterey

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

## Board Report

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**File #:** A 20-043, **Version:** 1

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Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the Agreement (A-12838) with Integrated Archive Systems Inc. for Hardware and Software purchases necessary to augment existing data storage capacity, and to replace of NMC's Data Backup Hardware and Software, with no change to the agreement term of February 1, 2015 through June 30, 2024, and adding \$1,338,000 for a revised total agreement amount not to exceed \$3,880,727.

### **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. 5 to the Agreement (A-12838) with Integrated Archive Systems Inc. for Hardware and Software purchases necessary to augment existing data storage capacity, and to replace of NMC's Data Backup Hardware and Software, with no change to the agreement term of February 1, 2015 through June 30, 2024, and adding \$1,338,000 for a revised total agreement amount not to exceed \$3,880,727.

### **SUMMARY/DISCUSSION:**

NMC's IT department maintains its systems in a professional manner by updating and modernizing them per a predetermined lifecycle based on industry best practices. Hardware and software are replaced and/or refreshed at a rate that maximizes its value to the hospital while remaining reliable. This helps the hospital maintain a high level of availability of critical patient systems such as the Electronic Health Record (EHR) and patient imaging. Software maintenance and support services are purchased for all production systems in order to keep system software current and to mitigate any potential system failures. Integrated Archive Systems (IAS) provides Natividad with the necessary hardware and software associated with both on-site and off-site backup and storage infrastructures under this agreement.

#### Summary of the IAS agreement products and services:

Original Agreement: NMC entered into an agreement with Integrated Archive Systems Inc. in February 2015 for the purchase of storage hardware and software in NMC's Salinas location along with maintenance support through January 30, 2018.

Amendment 1: Purchased storage hardware and software for NMC's Denver, CO disaster recovery site and related maintenance support through December 14, 2018. Also included EHR data archive hardware and software and associated maintenance through December 14, 2018.

Amendment 2: Renewed maintenance support on Salinas's site storage hardware and software, extending through April 30, 2021.

Amendment 3: Renewed maintenance support on Denver, CO site storage hardware and software, extending through June 30, 2019. Also renewed maintenance support on EHR data archive hardware and software, extending through September 1, 2019.

Amendment 4: New network hardware and software for the Denver, CO disaster recovery site plus five (5) years maintenance on this new equipment. Also includes a lifecycle replacement of centralized computer servers that hosts the hospital patient care applications plus five (5) years maintenance on this equipment.

NMC, in Amendment 5, is currently requesting funding in an amount not to exceed \$1,338,000 in order to purchase hardware and software to augment its existing data storage infrastructure to meet current and future needs, as well as the hardware and software necessary to replace its existing antiquated data backup system. This funding will also allow NMC to procure professional services to install and configure the storage and backup systems.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this Amendment No. 5 as to form and Auditor-Controller has reviewed and approved as to payment provisions. This Amendment No. 5 has been reviewed and approved by NMC's Finance Committee on January 23, 2020 and by its Board of Trustees on February 14, 2020.

**FINANCING:**

The cost for this amendment is \$1,338,000, of which \$1,338,000 was included in the FY19-20 Approved Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This purchase facilitates the lifecycle replacement and provides for maintenance and support services for NMC's electronic patient care systems. This purchase will assist with keeping these important systems reliable and available.

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:**

Integrated Archive Systems Inc. Amendment No. 5  
Integrated Archive Systems Inc. Amendment No. 4  
Integrated Archive Systems Inc. Amendment No. 3  
Integrated Archive Systems Inc. Amendment No. 2  
Integrated Archive Systems Inc. Amendment No. 1  
Integrated Archive Systems Inc. Agreement

Attachments on file with the Clerk of the Board