



County of Monterey

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

Board Report

File #: A 20-147, Version: 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14440) with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses, extending the agreement an additional five (5) year period (July 1, 2020 through June 30, 2025) for a revised full agreement term of July 1, 2015 through June 30, 2025, and adding \$159,188 for a revised total agreement amount not to exceed \$271,822.

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-14440) with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses, extending the agreement an additional five (5) year period (July 1, 2020 through June 30, 2025) for a revised full agreement term of July 1, 2015 through June 30, 2025, and adding \$159,188 for a revised total agreement amount not to exceed \$271,822.

SUMMARY/DISCUSSION:

Applied Statistics' MD-Staff software is an enterprise level healthcare provider credentialing system that Natividad Medical Center (NMC) utilizes to automate the credentialing process at the hospital. MD-Staff is built on a relational database which allows NMC to store all required credentialing information related to our providers.

In order to help reduce the amount of paperwork at NMC, MD-Staff integrates state license verification with websites from nearly every state. With MD-Staff, the hospital is able to visit a state license website, verify the provider's license, and capture information such as license number, expiration date, and a copy of the license verification. MD-Staff's ability to collect and report providers' clinical privileges takes NMC a step further towards paperless credentialing.

This amendment to the Applied Statistics agreement would extend the agreement an additional five (5) years, as well as add a Managed Care module to the existing scope. The Applied Statistics Managed Care module ensures that providers are credentialed properly in a managed care environment and that applications are submitted in a timely fashion, so that insurance company can be billed. The credentialing and enrollment process involves the collection and verification of provider's information, using this information to populate applications to various insurance companies, and tracking the enrollment process. Currently this process is done manually at Natividad. This new module will reduce workload, reduce errors in submission, and improve the timeliness of billing.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved amendment No. 3 as to form, and the Auditor-Controller has reviewed and

approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment No. 3 is \$159,188, of which \$39,838 is included in the Fiscal Year 2020-21 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment facilitates the continued use of electronic healthcare provider credentialing software at NMC which ensures that all providers meet regulatory requirements in order to provide exemplary care to our patients.

- ☐ 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:

Applied Statistics & Management Inc. Amendment 3
Applied Statistics & Management Inc. Amendment 2
Applied Statistics & Management Inc. Addendum
Applied Statistics & Management Inc. Amendment 1
Applied Statistics & Management Inc. Agreement

Attachments on file with the Clerk of the Board