



County of Monterey

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

Board Report

File #: A 20-236, **Version:** 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with RJP & Associates, for consulting services in revenue cycle optimization, at NMC for an amount not to exceed \$280,000 with an agreement term July 1, 2020 through June 30, 2022.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with RJP & Associates, for consulting services in revenue cycle optimization, at NMC for an amount not to exceed \$280,000 with an agreement term July 1, 2020 through June 30, 2022.

SUMMARY/DISCUSSION:

RJP & Associates consulting services will provide advice and support services in optimizing Natividad's revenues and reimbursement opportunities including for Covid-19 services provided. In addition, to provide assistance to support the hospital's plan in the development of a preparedness program in the event of a surge or secondary event of the virus.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and its Board of Trustees on June 12, 2020.

FINANCING:

The cost for this agreement is \$280,000 of which \$140,000 is included in the Fiscal Year 20-21 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for executive level consulting services, 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 Finance Officer, 783-2561

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

Attachments:

RJP & Associates Agreement

Attachments on file with the Clerk of the Board