



# County of Monterey

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

## Board Report

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**File #:** A 20-291, **Version:** 1

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- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Chancellor Consulting Group, Inc. for healthcare management consulting services at NMC for an amount not to exceed \$250,000 with an agreement term November 17, 2020 through November 16, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$25,000) of the original cost of the agreement.

### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Chancellor Consulting Group, Inc. for healthcare management consulting services at NMC for an amount not to exceed \$250,000 with an agreement term November 17, 2020 through November 16, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$25,000) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Chancellor Consulting Group (CCG), Inc. provides healthcare management consulting services relative to commercial insurance and government payers. CCG performs market analysis, trending reports, suggests contract provisions and may assist with negotiations. CCG offers regional, state and national perspectives to assist hospitals and professional services providers to obtain optimal contracts. Natividad provides data to CCG on an as needed basis. CCG analyzes the data and provides recommendations based on trends in the health care payer industry.

### **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 by its Board of Trustees on July 10, 2020.

### **FINANCING:**

The cost for this agreement is \$250,000 of which \$50,000 is included in the Fiscal Year 2019-20 Recommended Budget.

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

Optimizing the analysis and completion of contract negotiations with commercial and government payers is fiscally prudent, allows Natividad to provide health care services to residents of Monterey County and ensures residents have local access to a wide range of services.

\_\_\_ Economic Development

☐ Administration  
☒ Health and Human Services  
☐ Infrastructure  
☐ Public Safety

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385

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

Attachments:

Chancellor Consulting Agreement

Attachments on file with the Clerk of the Board