



County of Monterey

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

Board Report

File #: A 20-304, **Version:** 1

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Meleco, LLC. for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.

b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) 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%) (\$40,000) 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 Meleco, LLC. for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.

b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) 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%) (\$40,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Meleco provides leaders and experts in the industry of hospital utilization management and social services. Case Management is essential in the improvement of hospital performance from reduction of readmission risks, reduction of denied and avoidable days, to the improvement of patient outcomes through coordination of care. Utilization review, risk management, and quality assurance are key functions that require unique skills, experience, and expertise.

Meleco will provide interim leadership to prevent gaps in utilization management until NMC finds the appropriate candidate.

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 \$400,000 of which \$133,000 is included in the Fiscal Year 2020-2021 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide efficient management of hospital's resources and improve patient outcomes through coordination of care within the community.

☐ Economic Development
☒ Administration
☒ Health and Human Services

☐ Infrastructure
☐ Public Safety

Prepared by: Karen Friedrich, Administration, 783-2556

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

Attachments:

Meleco, LLC. Agreement

Attachments on file with the Clerk of the Board