



# County of Monterey

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

## Board Report

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**File #: A 20-468, Version: 1**

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- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreements with Navin Haffty & Associates and Leidos Health LLC dba Ettain Group for information technology (IT) consulting services pursuant to Request for Proposal (RFP) #9600-67 to extend the term for an additional one (1) year period through January 10, 2022 for a revised term January 11, 2017 through January 10, 2022; and
- b. Authorize an aggregate increase of \$4,200,000 for a total amount not to exceed \$14,481,000.

**RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreements with Navin Haffty & Associates and Leidos Health LLC dba Ettain Group for information technology (IT) consulting services pursuant to Request for Proposal (RFP) #9600-67 to extend the term for an additional one (1) year period through January 10, 2022 for a revised term January 11, 2017 through January 10, 2022; and
- b. Authorize an aggregate increase of \$4,200,000 for a total amount not to exceed \$14,481,000.

**SUMMARY/DISCUSSION:**

NMC has a need for IT consulting services and specialized subject matter expertise to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality.

NMC prepared and released RFP #9600-67 on August 1, 2016 to select qualified consulting companies to fulfill the unique needs associated with special IT projects. This RFP required that bidders be able to provide expertise for all aspects of application development, clinical IT expertise and high-level maintenance services at NMC. Eight (8) proposals were received for consideration from interested and qualified contractors. All 8 proposals were evaluated pursuant to the criteria stated in RFP #9600-67 and Leidos Health, LLC (now Leidos Health, LLC dba The Ettain Group), Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC were all tentatively awarded agreements, however Jacobus Consulting, Inc has since exited the healthcare consulting business.

NMC's IT staff work in conjunction with clinical IT consultants who are subject matter experts and also provide a high level of project management to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality. IT Consultants are also needed as process and data experts for government initiatives such as PRIME (Public Hospital Redesign and Incentives in Medi-Cal Experience) and QIP (Quality Incentive Program). The need for consultants will occur as new hospital initiatives continue to arise. NMC is projecting that continued consulting services shall be needed in three primary areas:

- 1) Business Intelligence (BI) / Analytics
- 2) Clinical and Reporting Expertise
- 3) Implementation of Capital Projects such as Electronic Health Record (EHR) enhancements

NMC continues to strive to fill all its budgeted FTE IT positions with internal expertise and will use consultants for short term projects and where internal knowledge or resources are not available.

NMC is requesting authorization to extend agreements with Navin Haffty & Associates and Leidos Health dba The Ettain Group for an additional year and increasing the agreement funding by \$4,200,000 to \$14,481,000. NMC extended existing agreements in January of 2020 without increasing funding.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 was reviewed and approved by NMC's Finance Committee and its

Board of Trustees on November 13, 2020.

**FINANCING:**

The cost for this amendment No. 4 is \$4,200,000 of which \$2,215,000 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The IT consulting agreements brings unique subject matter expertise to NMC pertaining to specialized and complex systems such as Meditech. These services help NMC's IT management team implement and support modules and systems when needed thereby leading to a more sound and solid technological infrastructure.

- ☐ 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:

Amendment No. 4 with Leidos Health, LLC dba Ettain Group  
Amendment No. 4 with Navin, Haffty & Associates, LLC  
Amendment No. 3 with Leidos Health, LLC  
Amendment No. 3 with Navin, Haffty & Associates, LLC  
Amendment No. 2 with Leidos Health, LLC  
Amendment No. 2 with Navin, Haffty & Associates, LLC  
Amendment No. 1 with Leidos Health, LLC  
Amendment No. 1 with Navin, Haffty & Associates, LLC  
Agreement with Leidos Health, LLC awarded per RFP # 9600-67  
Agreement with Navin, Haffty & Associates, LLC awarded per RFP # 9600-67

Attachments on file with the Clerk of the Board