



# County of Monterey

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

## Board Report

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**File #: A 20-474, Version: 1**

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Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$10,000,000 for a revised total agreement amount not to exceed \$30,563,000 and with no changes to the current agreement term of April 19, 2020 through April 18, 2022.

### **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. 6 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$10,000,000 for a revised total agreement amount not to exceed \$30,563,000 and with no changes to the current agreement term of April 19, 2020 through April 18, 2022.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center utilizes the registry services provided by Focus One to staff hard to fill clinical positions and obtain extra staff to cover anticipated staff needs during the COVID-19 pandemic. Focus One assists the hospital by ensuring the hospital's staffing needs are met to ensure high-quality patient care. Focus One Solutions provides NMC a one-stop search agency for nurses and other clinical staff. Focus One has a network of over four dozen independent agencies that provide the needed staff. Natividad uses the registry services to fill positions on a temporary basis in the Emergency Department, Intensive Care Unit, Medical Surgical Unit, Labor and Delivery, Surgery, Neonatal Intensive Care, Mental Health Unit, Rehabilitation, Physical and Occupational Therapy Services, Diagnostic Imaging, Interventional Radiology, Clinical Laboratory, and Pharmacy.

Natividad is requesting an additional \$10,000,000 to cover the costs of additional nursing staff needed due to the increased need for Intensive Care Unit and Medical Surgical nurses. The increase in need is due to the increase in these specific types of patients and the increased acuity of the patients. The nurse to patient ratios in these areas are often a 1:1 or a 1:2 due to the COVID-19 pandemic.

Focus One Solutions, LLC was selected through a competitive solicitation process. Natividad issued a Request for Proposal (RFP) #9600-62 on August 22, 2016, to solicit a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration from interested vendors. Upon a thorough selection process by Natividad, which included online demonstrations of the vendor management system, Focus One Solutions, LLC was awarded the agreement. There is no cost to NMC to utilize the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by the registry staff.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No.6 as to form. The Auditor-Controller has reviewed and approved payment provisions. Amendment No. 6 was reviewed and approved by NMC's Finance Committee and its Board of Trustees on November 13, 2020.

**FINANCING:**

The cost for Amendment No. 6 is \$10,000,000, of which \$4,000,000 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for the remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met on time. This enables NMC to provide high-quality patient care, thereby improving the health and quality of life for patients and their families.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

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

**Attachments:**

Focus One Solutions, LLC Amendment No. 6  
Focus One Solutions, LLC Amendment No. 5  
Focus One Solutions, LLC Amendment No. 4  
Focus One Solutions, LLC Amendment No. 3  
Focus One Solutions, LLC Amendment No. 2  
Focus One Solutions, LLC Amendment No. 1  
Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board