



County of Monterey

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

Board Report

File #: A 21-453, Version: 1

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Agreement (A-13417) with QVentus (formerly known as AnalyticsMD, Inc.) for operational decision support software services, extending the agreement an additional two (2) year period (October 29, 2021 through October 28, 2023), for a revised full agreement term of October 29, 2015 through October 28, 2023, and adding \$210,000 for a revised total agreement amount not to exceed \$781,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Agreement (A-13417) with QVentus (formerly known as AnalyticsMD, Inc.) for operational decision support software services, extending the agreement an additional two (2) year period (October 29, 2021 through October 28, 2023), for a revised full agreement term of October 29, 2015 through October 28, 2023, and adding \$210,000 for a revised total agreement amount not to exceed \$781,000.

SUMMARY/DISCUSSION:

Qventus (formerly AnalyticsMD) is an operational decision support software system used by Natividad Medical Center's Emergency Department (ED) and inpatient units that has been implemented to improve department efficiency and productivity. The software utilizes real time patient flow data, such as registration data, staffing ratios, door to physician times, etc. to improve operational performance. This product provides real time reporting, as well as, predictive analytics tools. Through dashboards, alerts, and daily/weekly summaries of data, hospital management and administration teams can identify trends and look for the root causes of inefficiencies. Front line staff use the real time dashboards to monitor patient flow and are prompted to focus on problem areas to prevent bottlenecks. The tool also possesses predictive analytics functionality. Based on the real time dashboards, future trends in patient census are predicted which can automatically trigger alerts and notifications to front line staff to facilitate operational decisions that can alleviate staffing and patient discharge and admission bottlenecks.

NMC is requesting to amend the current Agreement to extend the term for two additional years to cover ongoing operational software subscription and maintenance fees.

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. This amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 13, 2021.

FINANCING:

The cost for amendment No. 4 is \$210,000 of which \$105,000 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates the enhanced operational performance of the Emergency Department. This improves efficiency and accuracy with regards to patient care which equates to improved healthcare and equitable health opportunities at NMC.

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

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Approved by: Charles Harris, MD, Interim Chief Executive Officer, 783-2785

Attachments:

QVentus Amendment No. 4
QVentus Renewal and Amendment No. 3
QVentus Renewal and Amendment No. 2
QVentus Renewal and Amendment No. 1
QVentus Software Services Agreement

Attachments on file with the Clerk of the Board