



County of Monterey

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

Board Report

File #: A 22-150, Version: 1

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 9 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 \$14,000,000 for a revised total agreement amount not to exceed \$69,563,000 and to extend the term fourteen (14) months (April 13, 2022 through June 30, 2023) for a total agreement term of April 19, 2017 through June 30, 2023.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 9 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 \$14,000,000 for a revised total agreement amount not to exceed \$69,563,000 and to extend the term fourteen (14) months (April 13, 2022 through June 30, 2023) for a total agreement term of April 19, 2017 through June 30, 2023.

SUMMARY/DISCUSSION:

Natividad Medical Center utilizes the registry services provided by Focus One Solutions, LLC to staff hard to fill clinical positions in order to meet the hospitals staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one-stop search agency for nurses and clinical technicians. Focus One has a network of over three dozen independent agencies that provide the needed personnel. NMC uses the registry services to fill positions in the following areas: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Over the past year, the need for additional nursing staff has increased due to the COVID-19 pandemic, which increased Natividad Medical Center daily census and the acuity of its patients. In addition, Natividad has seen a larger number of resignations during the pandemic and a smaller applicant pool. As a result, additional nurses continue to be needed in order to provide high quality care to our community. Natividad would like to add an additional \$14,000,000 to continue to cover service needs at Natividad over the next fourteen months.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this renewal and amendment No. 9 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The renewal and amendment No. 9 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

FINANCING:

The cost for this Renewal and Amendment No. 9 is \$14,000,000, all of which will be absorbed in Natividad's FY 21-22 and FY 22-23 Budget.

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 in a timely manner. 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: Charles Harris, Chief Executive Officer, 783-2553

Attachments:

- Focus One Solutions Renewal and Amendment No. 9
- Focus One Solutions Amendment No. 8
- Focus One Solutions Amendment No. 7
- Focus One Solutions Amendment No. 6
- Focus One Solutions Amendment No. 5
- Focus One Solutions Amendment No. 4
- Focus One Solutions Amendment No. 3
- Focus One Solutions Amendment No. 2
- Focus One Solutions Amendment No. 1
- Focus One Solutions Agreement per RFP 9600-62

Attachments on file with the Clerk of the Board