



# County of Monterey

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

## Board Report

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**File #: A 23-168, Version: 1**

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Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 10 to the agreement (A-13506) with Focus One Solutions, LLC for a staff procurement management service pursuant to the Request for Proposal (RFP) # 9600-62, to extend the term an additional two (2) month period (July 1, 2023 through August 31, 2023) for a revised full Agreement term of April 19, 2015 through August 31, 2023, and adding \$8,000,000 for a revised total agreement amount not to exceed \$77,563,000.

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 10 to the agreement (A-13506) with Focus One Solutions, LLC for a staff procurement management service pursuant to the Request for Proposal (RFP) # 9600-62, to extend the term an additional two (2) month period (July 1, 2023 through August 31, 2023) for a revised full Agreement term of April 19, 2015 through August 31, 2023, and adding \$8,000,000 for a revised total agreement amount not to exceed \$77,563,000.

### **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 clinical staff has increased due to the ramifications of the COVID-19 pandemic on the availability of qualified applicants. In addition, Natividad has seen a larger number of resignations and a smaller applicant pool. As a result, additional nurses and other clinical continue to be needed in order to provide high quality care to our community. Natividad would like to add an additional \$8,000,000 to continue to cover service needs at Natividad.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel reviewed and approved this amendment No. 10 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 10 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 10, 2023

### **FINANCING:**

The cost for this Amendment No. 10 is \$8,000,000, all of which will be absorbed in Natividad's FY 22-23 and FY 23-24 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 Amendment No. 10  
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