



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 23-496

November 07, 2023

Introduced: 10/10/2023

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the Letter of Agreement (A-13407) with The Advisory Board Company for inround, nursing executive center, health care it advisor, and healthcare advisory services, extending the agreement an additional five (5) year period (September 1, 2023 through August 31, 2028) for a revised full agreement term of December 31, 2015 through August 31, 2028, and adding \$434,000 for a revised total agreement amount not to exceed \$1,597,342.

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. 4 to the Letter of Agreement (A-13407) with The Advisory Board Company for inround, nursing executive center, health care it advisor, and healthcare advisory services, extending the agreement an additional five (5) year period (September 1, 2023 through August 31, 2028) for a revised full agreement term of December 31, 2015 through August 31, 2028, and adding \$434,000 for a revised total agreement amount not to exceed \$1,597,342.

SUMMARY/DISCUSSION:

The Advisory Board is the leading provider of comprehensive performance improvement services to the health care industry including operational best practices and insights, performance technologies and analytic tools, management training, technology evaluation, and consulting support.

The Advisory Board Company has over 3,800 organizations as clients including hospitals, physician groups, health systems, and academic medical centers. Their commitment to best-practice standards and insistence on continual improvements come from their experience of over 30 years in the industry.

Natividad Medical Center's request for a renewal and amendment to the existing agreement will include the Nursing Executive Center, Healthcare IT Advisor. The Nursing Executive Center (NEC) helps nurse leaders develop market-leading strategies, equips them and their teams with best practices, and accelerates implementation of proven approaches to improve patient care. The Healthcare IT Advisor provides advice and strategies in the present constant and rapid

change with technology for both clinical and general hospital operational needs while making sure it meets regulatory requirements.

The Advisory Board's new subscription model also provides Natividad Medical Center with Revenue Cycle, Healthcare Industry Committee, Cardiovascular Roundtable, and many other modules for the same subscription price.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 11, 2023.

FINANCING:

The cost for this renewal and amendment No. 4 is \$434,000 of which \$86,800 is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for executive level planning and consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Raquel Mojica, IT Business Applications Manager, 783-2812

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

The Advisory Board Company Renewal and Amendment No. 4
The Advisory Board Company Amendment No. 3
The Advisory Board Company Amendment No. 2
The Advisory Board Company Amendment No. 1
The Advisory Board Company Letter of Agreement

Attachments on file with the Clerk of the Board

Charles R. Harris
Charles R. Harris, M.D., Chief Executive Officer

10/17/2023
Date