



# County of Monterey

**Item No.53**

## Board Report

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

**Legistar File Number: A 24-550**

**December 03, 2024**

**Introduced:** 11/14/2024

**Current Status:** Natividad Medical Center -  
Consent

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ESO Solutions, Inc. for Trauma One and TQIP and coding license support services at NMC for an amount not to exceed \$9,681 with an agreement term retroactive from May 26, 2023 through May 25, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance, confidentiality, and non-standard language provisions within the agreement.

### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ESO Solutions, Inc. for Trauma One and TQIP and coding license support services at NMC for an amount not to exceed \$9,681 with an agreement term retroactive from May 26, 2023 through May 25, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance, confidentiality, and non-standard language provisions within the agreement.

### **SUMMARY/DISCUSSION:**

ESO provides support for management of the Trauma Registry including annual upgrades and updates. All software patches and upgrades are downloaded electronically. ESO provides unlimited technical and how to support (M-F 8-8 EST). Updates to the trauma registry are performed annually in January in collaboration with the Trauma Data Analyst to ensure the registry is current and compliant with the National Trauma Data Bank standards and Trauma Quality Improvement Program standards. Natividad is verified by the American College of Surgeons (ACS) as an adult level II trauma center. In order to maintain verification, the trauma center must meet specific requirements established by the ACS and published in *The Optimal Care of the Injured Patient* document. Additionally, and to the benefit of Natividad and our patient care outcomes, ESO provides program writing support and assists with changes made to the trauma registry to support the Trauma Program performance improvement efforts. ESO provides support with quarterly support of data submission to NTDB/TQIP and to the California EMS Authority. Data submission to these entities is required in order for Natividad to participate in benchmarking patient outcomes with other trauma centers, an ACS verification requirement. These results provide vital feedback to the Trauma Program and direct

performance improvement and patient safety measures.

A retroactive date is requested due to the delay in response from ESO to finalize an agreement with Natividad. Services have been provided as of the retroactive date requested.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 8, 2024.

**FINANCING:**

The cost for this agreement is \$9,861 of which \$9,861 which is included in the FY 2024-25 Recommended/Adopted Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6408.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The ESO support is vital support for the Natividad Trauma Program and will ultimately contribute to the surveillance and identification of patient care management. This is critical for the performance improvement program to identify opportunities and establish standards with the goal of improving patient outcomes. ESO support is required in order to meet the ACS requirements of a current trauma registry with the ability to submit quarterly data to NTDB/TQIP and CEMSA.

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

Prepared by: Julie Ramirez, Trauma Services, 772-7350

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

Attachments:

ESO Solutions, Inc Agreement

Attachments on file with the Clerk of the Board