



# County of Monterey

Item No.

## Board Report

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

Legistar File Number: A 25-044

March 18, 2025

**Introduced:** 2/14/2025

**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. 5 to the agreement with Renovo Solutions LLC (A-14229) per Request for Proposals (RFP) 9600-70 for preventative maintenance plus repairs on biomedical equipment, increasing the total agreement amount by an additional \$2,808,833 for a revised total agreement amount not to exceed \$9,885,284 and extending the term of the Agreement for an additional two (2) year period (March 1, 2025 through February 28, 2027) with a revised full agreement term of March 1, 2019 through February 28, 2027.

### **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. 5 to the agreement with Renovo Solutions LLC (A-14229) per Request for Proposals (RFP) 9600-70 for preventative maintenance plus repairs on biomedical equipment, increasing the total agreement amount by an additional \$2,808,833 for a revised total agreement amount not to exceed \$9,885,284 and extending the term of the Agreement for an additional two (2) year period (March 1, 2025 through February 28, 2027) with a revised full agreement term of March 1, 2019 through February 28, 2027.

### **SUMMARY/DISCUSSION:**

The healthcare sector is increasingly dependent on advanced medical equipment to provide high-quality care. Biomedical services are crucial to ensure that these devices function properly, safely, and within regulatory standards. Proper maintenance and timely repairs of medical devices are critical to avoid disruptions in patient care, prevent costly breakdowns, and ensure compliance with health and safety regulations.

As healthcare facilities expand their technology offerings, the need for a trusted partner to manage and maintain these devices becomes even more critical. Effective biomedical services play a key role in minimizing equipment downtime, reducing costs associated with unnecessary replacements, and optimizing the overall performance of healthcare systems.

**Renovo Solutions and Natividad Medical Center Partnership.** The collaboration between Renovo Solutions and Natividad Medical Center has proven to be highly beneficial to both parties.

Renovo's expert team ensures that Natividad's extensive inventory of medical equipment is properly maintained, repaired, and compliant with healthcare standards. This partnership has contributed to the hospital's ability to deliver exceptional care, reduce operational risks, and ensure patient safety.

The continued partnership is essential for Natividad Medical Center, as it ensures access to high-quality, responsive, and reliable biomedical support. Renovo's proactive maintenance approach and their ability to rapidly address equipment issues have helped Natividad maintain seamless healthcare delivery, even in times of high demand or during critical situations.

**Key Benefits of the Partnership**

1. **Proactive Maintenance:** Renovo's services help prevent equipment failures before they impact patient care, improving the overall reliability of Natividad's medical devices.
2. **Cost-Effective Solutions:** By offering efficient maintenance and repair services, Renovo helps Natividad optimize its equipment lifecycle and avoid unnecessary purchases of new equipment.
3. **Regulatory Compliance:** Renovo ensures that all medical equipment meets regulatory standards, thus supporting Natividad's commitment to providing safe, compliant, and quality care.
4. **Rapid Response Times:** Renovo's responsive service ensures that Natividad's equipment is up and running quickly, minimizing downtime, and preventing delays in patient care.

Renovo Solutions' commitment to delivering high-quality biomedical services has significantly contributed to the operational success of Natividad Medical Center. The ongoing partnership between the two organizations is vital to the hospital's ability to provide optimal care to its patients, maintain regulatory compliance, and minimize equipment-related risks. Both parties look forward to continuing their collaboration and exploring new opportunities to enhance healthcare delivery through innovation and expertise in biomedical services.

Natividad is requesting approval to accept the new pricing structure and to extend the term of the Agreement for an additional two (2) year period.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this renewal and amendment No. 5 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 14, 2025.

**FINANCING:**

The cost of this renewal and amendment No. 5 is \$2,808,833 of which \$1,374,342 is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6321.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This request ensures that NMC's biomedical equipment is properly maintained for compliance and safety purposes which contributes to the improved health and wellness for patients.

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

Prepared by: Felipe Enriquez, Director of Engineering and Safety, 783-2614

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

Attachments:

- Renovo Solutions LLC Renewal and Amendment No. 5
- Renovo Solutions LLC Renewal and Amendment No. 4
- Renovo Solutions LLC Renewal and Amendment No. 3
- Renovo Solutions LLC Amendment No. 2
- Renovo Solutions LLC Amendment No. 1
- Renovo Solutions Agreement (awarded per RFP 9600-70)

Attachments on file with the Clerk of the Board