



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 24-480

November 12, 2024

Introduced: 10/9/2024

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 (A-15959) with NeoGenomics, Laboratories, Inc. for patient specimen testing services, extending the agreement an additional twelve (12) month period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2017 through July 31, 2025, and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.

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 (A-15959) with NeoGenomics, Laboratories, Inc. for patient specimen testing services, extending the agreement an additional twelve (12) month period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2017 through July 31, 2025, and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.

SUMMARY/DISCUSSION:

NeoGenomics Laboratories, Inc. (Neogenomics) provides a variety of specialized lab specimen testing for Natividad including but not limited to a wide range of oncology testing. Their testing platforms are varied and quite comprehensive. NeoGenomics has been in the industry providing specimen testing services for over a decade. Their Client Service Advocates answer questions regarding test information, specimen requirements, turnaround times, test add-on, and patient results. Client Services Advocates may also direct calls immediately to a technical or medical expert as necessary or requested. Natividad has been very satisfied with the level of service provided and is seeking to extend the term of the services agreement with NeoGenomics.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 5 as to 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 October 04, 2024

FINANCING:

The cost for this renewal and amendment No. 5 is \$ 100,000.00 of which is included in the FY 2024-2025 Adopted 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 451-9600-6605.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The specialized lab specimen testing services are part of patient care making these services an important part of the quality health care services provided to patients at Natividad.

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

Prepared by: Arthur Tiongson, Natividad Hospital Lab Manager, 831-772-7660

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

- Neogenomics Laboratories Inc Renewal and Amendment 5
- Neogenomics Laboratories Inc Amendment 4
- Neogenomics Laboratories Inc Amendment 3
- Neogenomics Laboratories Inc Amendment 2
- Neogenomics Laboratories Inc Amendment 1
- Neogenomics Laboratories Inc Agreement
- Attachments on file with the Clerk of the Board