



# County of Monterey

Item No.

## Board Report

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

Legistar File Number: A 24-572

December 03, 2024

**Introduced:** 11/14/2024

**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 amendment No. 4 to the agreement (A-14537) with MD Buyline, Inc., a symplr company, for medical equipment pricing analysis subscription services, extending the agreement an additional one (1) year period for a revised full agreement term of January 3, 2018 through January 2, 2026, and adding \$27,934 for a revised total agreement amount not to exceed \$224,371.

### **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. 4 to the agreement (A-14537) with MD Buyline, Inc., a symplr company, for medical equipment pricing analysis subscription services, extending the agreement an additional one (1) year period for a revised full agreement term of January 3, 2018 through January 2, 2026, and adding \$27,934 for a revised total agreement amount not to exceed \$224,371.

### **SUMMARY/DISCUSSION:**

MD Buyline provides Natividad Medical Center (NMC) with access to its automated cost analysis subscription services. The cost analysis subscription services compare new equipment quotes against other current costs in the active marketplace in real time. The reports that are auto generated include a cost comparative analysis and also provide NMC with suggestions as to which areas can be more easily negotiated down. NMC has found these reports to be extremely helpful during the procurement of medical equipment to ensure it receives competitive pricing. As a result, NMC can make new product decisions with greater efficiency, transparency and supporting documentation. This subscription also includes access and use of an online database for tracking medical device Recalls.

NMC is requesting that the agreement be extended to allow for these automated services to continue.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on December 6, 2024.

**FINANCING:**

The cost for this amendment No. 4 is \$27,934 which is included in the FY 2024-2025 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for strategic sourcing data, market cost data, and when needed, advisory services. These services result in cost savings opportunities and ultimately more competitive pricing for NMC when purchasing equipment.

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

Prepared by: Kristen Aldrich, Purchasing and Materials Support Director, 783-2627

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

Attachments:

- MD Buyline Amendment 4
- MD Buyline Renewal and Amendment 3
- MD Buyline Renewal and Amendment 2
- MD Buyline Amendment 1
- MD Buyline Membership Agreement

Attachments on file with the Clerk of the Board