



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 26-015

January 27, 2026

Introduced: 1/7/2026

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute renewal and amendment No. 5 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for subscription and consulting services, extending the agreement an additional 1 year period January 3, 2026 through January 2, 2027 for a revised full agreement term of January 3, 2018 through January 2, 2027, and adding \$25,859 for a revised total agreement amount not to exceed \$250,229.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute renewal and amendment No. 5 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for subscription and consulting services, extending the agreement an additional 1 year period January 3, 2026 through January 2, 2027 for a revised full agreement term of January 3, 2018 through January 2, 2027, and adding \$25,859 for a revised total agreement amount not to exceed \$250,229.

SUMMARY:

Natividad is seeking to extend the current agreement with MD Buyline for its quote subscription services.

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 previously included a license for a Medical Supply Recall Notification Tracker, however, MD Buyline discontinued that service in late 2025. Natividad is actively pursuing a replacement.

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 January 9, 2025.

FINANCING:

The cost for this renewal and amendment No. 5 is \$25,859 which is included in the FY 2025-26 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact on the General Fund with this action.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS SECTION:

- ☐ Well-Being and Quality of Life
- ☐ Sustainable Infrastructure for Present and Future
- ☐ Safe and Resilient Communities
- ☐ Diverse and Thriving Economy
- ☒ Administrative

Prepared by: Jason Garcia, Purchasing and Materials Support Director, 783-2375

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

Attachment(s):

Board Report

MD Buyline Renewal and Amendment 5

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