

MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING:	February 15, 2011	AGENDA NO.:
SUBJECT:	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase of \$1,500,000,00 to the Master Agreement for Nurse Registry Services (RFP # 10093) from \$1,515,030 to \$3,015,030 for the period December 1, 2010 to June 30, 2011.	
DEPARTMENT:	Natividad Medical Center	

RECOMMENDATION:

It is recommended that the Board of Supervisors Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase of \$1,500,000,00 to the Master Agreement for Nurse Registry Services (RFP # 10093) from \$1,515,030 to \$3,015,030 for the period December 1, 2010 to June 30, 2011.

SUMMARY/DISCUSSION:

The Board of Supervisors approved the Request for Proposal (RFP) #10093 for Nursing Registry Services at NMC on September 9, 2008. This Master Agreement took effect on October 1, 2008.

Natividad Medical Center currently utilizes various nurse registry companies to provide additional staff as needed to assist us with ensuring that the appropriate number of nurses on each unit is available as required by the state approved nurse to patient ratios. Due to the current nurse to patient ratios and Emergency Medical Treatment and Labor Act (EMTALA) regulations Natividad Medical Center cannot refuse to provide service to patients who show up in the Emergency Room and the Labor & Delivery Unit. The majority of NMC registry staff is utilized in these two departments, as they require several months of additional training after completing the required nursing program.

Due to ongoing tech projects, and an increase in census Natividad is requesting this increase. There are frequent Emergency Room visits and extreme fluctuations in Labor & Delivery' census, (number of patients daily). NMC staffs according to budgeted census and augments with travelers when competent staff is not available locally. Because of unexpected leaves and staff turn-over in acute care and medical surgical areas, NMC is requesting an increase of \$1,500,000 to cover staffing through June 30, 2011. In addition to the aforementioned, the amount of \$1,500,000 is being requested due to the fact that this is the budgeted Fiscal Year 2010 dollars that have been paid with Fiscal Year 2011 dollars because of the overlap of invoices (May and June invoices received in July and August) and County close of each fiscal year on July 1st.

While NMC's census remains fairly flat, we have eight (8) dedicated full time nursing staff working on building Meditech PCS (Patient Care System), NMC's new Electronic Medical Record Nursing Documentation system. Our nurses have begun training for the go live in May. These nurses come off the floor and must be covered for patient ratio compliance. Travelers and registry nurses are how NMC covers these RNs on their respective units. NMC currently has three (3) units without directors. On these units, supervising nurses are performing as leaders and are taken out of regular staffing. These RN's are them backfilled with travelers and/or registry.

NMC's Bariatrics program (under Surgical Services) has two dedicated nurses one of which is on medical leave and is covered by another registry nurse.

We continue to recruit for the budgeted positions allocated for FY 2011. When census drops and/or as positions are filled, Registry use is discontinued. NMC is doing its best to maintain ratios through fluctuating census in order to sustain a superior level of quality patient care.


OTHER AGENCY INVOLVEMENT:

The recommendation has been reviewed and approved by the Natividad Medical Center Board of Trustees.

FINANCING:

The cost for this Amendment is \$1,500,000 and is included in the 2010/2011 FY Approved Budget. This action will not require any additional General Fund subsidy.

Prepared by:
Carol Jordan
January 21, 2010



Harry Weis
Chief Executive Officer

Attachments: Board Order

Before the Board of Supervisors in and for the County of Monterey, State of California

Agreement No. A-11276

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase of \$1,500,000 to the Master Agreement for Nurse Registry Services (RFP # 10093) from \$1,515,030 to \$3,015,030 for the period December 1, 2010 to June 30, 2011.....

Upon motion of Supervisor Armenta, seconded by Supervisor Potter, and carried by those members present, the Board unanimously continued the item to the March 1, 2011 meeting;

Upon motion of Supervisor Armenta, seconded by Supervisor Potter, and carried by those members present, the Board unanimously reconsidered the previous motion to continue the item to the March 1, 2011 meeting;

Upon motion of Supervisor Armenta, seconded by Supervisor Salinas and carried by those members present, effective February 15, 2011, the Board hereby;

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase of \$1,500,000 to the Master Agreement for Nurse Registry Services (RFP # 10093) from \$1,515,030 to \$3,015,030 for the period December 1, 2010 to June 30, 2011.

PASSED AND ADOPTED on this 15th day of February, 2011, by the following vote, to-wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Parker, and Potter

NOBS: None

ABSENT: None

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 75 for the meeting on February 15, 2011.

Dated: February 16, 2011

Gail T. Borkowski, Clerk of the Board of Supervisors County of Monterey, State of California

By [Signature] Deputy

MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING:	April 6, 2010	AGENDA NO.:
SUBJECT:	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase to the Fiscal Year 2009-10 "not to exceed" amount of Master Agreement (RFP #10093) between NMC and all Nursing Registry Agency's currently providing services at NMC in an amount not to exceed \$1,615,030 (an increase of \$350,000) for the term March 1, 2010 through June 30, 2010.	
DEPARTMENT:	Natividad Medical Center	

RECOMMENDATION:

It is recommended that the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase to the Fiscal Year 2009-10 "not to exceed" amount of Master Agreement (RFP #10093) between NMC and all Nursing Registry Agency's currently providing services at NMC in an amount not to exceed \$1,615,030 (an increase of \$350,000.00) for the term March 1, 2010 through June 30, 2010.

DISCUSSION/SUMMARY:

The Board of Supervisors approved the Request for Proposal (RFP) #10093 for Nursing Registry Services at NMC on September 9, 2008. This Master Agreement took effect on October 1, 2008.

Natividad Medical Center currently utilizes various nurse registry companies to provide additional staff as needed to assist us with ensuring that the appropriate number of nurses on each unit is available as required by the state approved nurse to patient ratios. Due to the current nurse to patient ratios and Emergency Medical Treatment and Labor Act (EMTALA) regulations Natividad Medical Center can not refuse to provide service to patients who show up in the Emergency Room and the Labor & Delivery Unit. The majority of NMC registry staff is utilized in these two departments, as they require several months of additional training after completing the required nursing program

Due to the increase in Emergency Room visits and extreme fluctuations in Labor & Delivery' census, (number of patients daily). NMC staffs according to budgeted census and augments with travelers when competent staff is not available locally. Because of unexpected leaves and staff turn-over in acute care and medical surgical areas, NMC is requesting an increase of \$350,000 to cover staffing through June 30, 2010.

OTHER AGENCY INVOLVEMENT:

The requested increase has been reviewed and approved by County Counsel and the Natividad Medical Center Board of Trustees.

FINANCING:

The cost for the increase is \$350,000 and is included in the Natividad Medical Center FY 2009-2010 Approved Budget. Attachment A is the current spend sheet for all vendors currently providing these services. This action will not require any additional General Fund subsidy.

Report Prepared by:
Sid Cato, Management Analyst/Contracts

Harry Weis
Chief Executive Officer

Date: February 23, 2010

Attachments: Vendor Balance Sheet; Attachment A, Sample Agreement, Board Order

**Before the Board of Supervisors in and for the
County of Monterey, State of California**

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase)
to the Fiscal Year 2009-10 "not to exceed" amount of Master Agreement (RFP #10093))
between NMC and all Nursing Registry Agency's currently providing services at NMC in an)
amount not to exceed \$1,615,030 (an increase of \$350,000) for the term March 1, 2010)
through June 30, 2010.....)

Upon motion of Supervisor _____, seconded by Supervisor _____, and
carried by those members present, effective April 6th, 2010, the Board hereby

Authorizes the Purchasing Manager for Natividad Medical Center (NMC) to execute an increase to the
Fiscal Year 2009-10 "not to exceed" amount of Master Agreement (RFP #10093) between NMC and
all Nursing Registry Agency's currently providing services at NMC in an amount not to exceed
\$1,615,030 (an increase of \$350,000) for the term March 1, 2010 through June 30, 2010.

PASSED AND ADOPTED on this 6th day of April 2010, by the following vote, to-wit:

AYES:

NOES:

ABSENT:

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that
the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof
of Minute Book ___ for the meeting on _____.

Dated: Gail T. Borkowski, Clerk of the Board of Supervisors
County of Monterey, State of California

By _____
Deputy

MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING: September 9, 2008	AGENDA NO.:
SUBJECT: a. Approve and Authorize the Contracts/Purchasing Officer to sign Master Agreements with T.G. Health, Axis Healthcare Staffing, Clinical One, Agostini, HRN Services, Professional Placement Resources, Medical Solutions and Cirrus Medical Staffing to provide Nursing Registry Services pursuant to the terms and conditions within the Request for Proposal (RFP #10093), for the term of two (2) years, from the date of signing through and including June 30, 2010, including the option to extend the Agreement for three (3) additional one (1) year periods, in accordance with the terms and conditions set within each Agreement. The aggregate amount to be spent for all Agreements issued under RFP #10093 is not to exceed \$2,156,249 and: b. Approve and authorize the Contracts/Purchasing Officer to sign additional Agreements with qualified contractors who meet the minimum requirements of the County of Monterey.	
DEPARTMENT: Natividad Medical Center	

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts/Purchasing Officer to sign Master Agreements with T.G. Health, Axis Healthcare Staffing, Clinical One, Agostini, HRN Services, Professional Placement Resources, Medical Solutions and Cirrus Medical Staffing to provide Nursing Registry Services pursuant to the terms and conditions within the Request for Proposal (RFP #10093), for the term of two (2) years, from the date of signing through and including June 30, 2010, including the option to extend the Agreement for three (3) additional one (1) year periods, in accordance with the terms and conditions set within each Agreement. The aggregate amount to be spent for all Agreements issued under RFP #10093 is not to exceed \$2,156,249 and:
- b. Approve and authorize the Contracts/Purchasing Officer to sign additional Agreements with qualified contractors who meet the minimum requirements of the County of Monterey.

DISCUSSION/SUMMARY:

Due to the current national shortage of licensed nurses and the high cost of living in Monterey County, NMC has been unable to attract and retain an adequate number of qualified nurses to staff the facility. Natividad Medical Center currently utilizes various nurse registry companies to provide additional staff as needed to assist us with ensuring that the appropriate number of nurses on each unit is available as required by the state approved nurse to patient ratios. Over the past six months Natividad Medical Center has continued to decrease its dependence on registry nurses. However, it is important that this resource be accessible to ensure adequate staff is available when needed to provide quality patient care.

It is essential that NMC comply with all state regulations and meet the operational and fiscal goals that have been established for the Hospital.

Due to the current nurse to patient ratios and Emergency Medical Treatment and Labor Act (EMTALA) regulations Natividad Medical Center can not refuse to provide service to patients who show up in the Emergency Room and the Labor & Delivery Unit. The majority of our current registry

staff is utilized in these two departments, as they require several months of additional training after completing the required nursing program.

OTHER AGENCY INVOLVEMENT:

The County Contracts/Purchasing Division, while working with the Director of Nursing and the Assistant Administrator of Patient Care Services, developed a Request for Proposal (RFP #10093), in April 2008 which was in turn sent to multiple appropriate vendors who could and have in the past supplied qualified nurses at competitive fees. County Contracts/Purchasing will issue blanket purchase orders to cover the expenses of the registry nurses from the various agencies.

The Agreement has been reviewed and approved by County Counsel and the Natividad Medical Center's Board of Trustees.

FINANCING:

The funds for these service Agreements, estimated at \$2,156,249 is included in the Natividad Medical Center FY 2008-2009 Approved Budget. This action will not require any additional General Fund subsidy.

Report Prepared by:

Sid Cato, Management Analyst/Contracts

HR Director

Date: August 11, 2008

Attachments: Board Order: RFP #10093

William Foley

Chief Executive Officer

**Before the Board of Supervisors in and for the
County of Monterey, State of California**

Agreement No: A – 11276

- a. Approve and authorize the Contracts/Purchasing Officer to sign Master Agreements with T.G. Health; Axis Healthcare Staffing; Clinical One; Agostini; HRN Services; Professional Placement Resources; Medical Solutions and Cirrus Medical Staffing to provide Nursing Registry Services pursuant to the terms and conditions within the Request for Proposal (RFP #10093), for the term of two (2) years, from the date of signing through and including June 30, 2010, including the option to extend the Agreement for three (3) additional one (1) year periods, in accordance with the terms and conditions set within each Agreement. The aggregate amount to be spent for all Agreements issued under RFP #10093 is not to exceed \$2,156,249;
- b. Approve and authorize the Contracts/Purchasing Officer to sign additional Agreements with qualified contractors who meet the minimum requirements of the County of Monterey.

Upon motion of Supervisor Mettee-McCutchon, seconded by Supervisor Salinas, and carried by those members present, the Board hereby:

- a. Approved and authorized the Contracts/Purchasing Officer to sign Master Agreements with T.G. Health; Axis Healthcare Staffing; Clinical One; Agostini; HRN Services; Professional Placement Resources; Medical Solutions and Cirrus Medical Staffing to provide Nursing Registry Services pursuant to the terms and conditions within the Request for Proposal (RFP #10093), for the term of two (2) years, from the date of signing through and including June 30, 2010, including the option to extend the Agreement for three (3) additional one (1) year periods, in accordance with the terms and conditions set within each Agreement. The aggregate amount to be spent for all Agreements issued under RFP #10093 is not to exceed \$2,156,249;
- b. Approved and authorized the Contracts/Purchasing Officer to sign additional Agreements with qualified contractors who meet the minimum requirements of the County of Monterey.

PASSED AND ADOPTED this 9th day of September, 2008, by the following vote, to wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Mettee-McCutchon

NOES: None

ABSENT: Supervisor Potter

I, Nicholas E. Chiulos, Interim Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 74 for the meeting on September 9, 2008.

Dated: September 11, 2008

Nicholas E. Chiulos, Interim Clerk of the Board of
Supervisors County of Monterey, State of California

By 
Deputy