

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF SAN BERNARDINO COUNTY  
AND RECORD OF ACTION**

July 13, 2021

**FROM**

**WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center**

**SUBJECT**

Amendments with Elsevier Inc. for Software and Licensing Subscriptions

**RECOMMENDATION(S)**

1. Approve **Amendment No. 1 to Agreement 19-773** with Elsevier Inc., for software and licensing of the ClinicalKey product, to increase the contract amount by \$509,991, from \$424,622 to \$934,613 and extend the term by five years, for a total contract period of December 1, 2016 through November 30, 2026.
2. Approve **Amendment No. 2 to Agreement 16-596** with Elsevier Inc., for software and licensing of the Clinical Skills product, to increase the contract amount by \$197,163, from \$290,727 to \$487,890 and extend the term by three years, for a total contract period of August 20, 2016 through November 30, 2024.

(Presenter: William L. Gilbert, Director, 580-6150)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Provide for the Safety, Health and Social Service Needs of County Residents.**

**FINANCIAL IMPACT**

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). The cost of \$707,154 for the ClinicalKey and Clinical Skills software products is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2021-22 budget and will be included in future recommended budgets.

**BACKGROUND INFORMATION**

Approval of the recommendations will allow ARMC to continue to use the Elsevier Inc, (Elsevier) electronic reference products to provide for the safety, health, and social service needs of County residents. The ClinicalKey and Clinical Skills software products are designed to deliver targeted results to medical professionals' questions while providing patient care. Both the ClinicalKey and Clinical Skills subscriptions are electronic references that have user-friendly interfaces and can be accessed by the ARMC medical staff from any ARMC computer or remotely by mobile application with a username and password. This evidenced-based resource provides a diverse range of content resources, most of which are not available from alternate sources.

The ClinicalKey subscription includes leading electronic medical reference books, thousands of electronic journals, clinical review articles, medical and procedural videos, drug monographs, patient education handouts, plus a continuing education component for ARMC medical

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professionals. The Clinical Skills product, previously name Mosby's Nursing Skills, is an electronic reference primarily used by the ARMC Department of Nursing. This evidence-based resource is a teaching tool that includes a collection of books from leading professional nursing organizations, and procedural information for nursing care delivered to patients in various care settings. In addition, Clinical Skills has the advantages of customization of skills and procedures, as well as competency validation checklists. The content has been adapted from authoritative nursing resources with insight from leading nursing societies and is continuously updated to reflect the latest in evidence-based practice. More than 1,000 skills are featured within specialties such as Critical Care Nursing, Emergency Nursing, Pediatric Acute and Critical Care, Maternal/Newborn, Mental Health, Neonatal, Perioperative and Oncology. Each online skill features a quick skill summary sheet, checklist for competency, list of supplies needed to perform the skill or procedure, interactive online test offering immediate feedback and reporting, demonstration videos or animation of the skill or procedure, images and graphics to further explain the skill, and extended text with in-depth description of the skill including rationales and important considerations. It is accessible from all ARMC computers.

On July 26, 2016 (Item No. 6), the Board of Supervisors (Board) approved Agreement No. 16-595 with Elsevier Inc. for the software and licensing of the ClinicalKey products in the amount of \$242,964, for the period of December 1, 2016, through November 30, 2019, with a two-year option to extend. On November 19, 2019 (Item No. 8), Agreement No. 16-595 was replaced by Agreement No. 19-773 and the pricing, Schedule 3, was approved to increase the amount by \$181,658 from \$242,964 to \$424,622 and extend the term for a total contract period of December 1, 2016 through November 30, 2021.

On July 26, 2016 (Item No. 6), the Board of Supervisors (Board) approved Agreement No. 16-596 with Elsevier Inc. for the software and licensing of the Clinical Skills product, in the amount of \$158,138 for the period of August 20, 2016, through August 19, 2019, with a two-year option to extend. On November 19, 2019 (Item No. 8), the Board approved Amendment No. 1 to Agreement No. 16-596 with Elsevier Inc. for the software and licensing of Clinical Skills products to increase the amount by \$132,589, from \$158,138 to \$290,727, retroactive to August 20, 2019, to extend the term for a total contract period of August 20, 2016 through November 30, 2021.

**PROCUREMENT**

This procurement complies with Policy No. 11-05, supporting the software and licenses terms. The procurement of both Products are non-competitive, as the ClinicalKey and Clinical Skills Products contents are proprietary, contain exclusive legal right, and is the sole source of these publications. Purchasing recognizes the proprietary nature and supports this non-competitive procurement.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Bonnie Uphold, Deputy County Counsel, 387-5455) on May 19, 2021; Purchasing Department (Michelle Churchill, Supervising Buyer, 387-2070) on June 16, 2021; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on June 8, 2021; Finance (Yael Verduzco, Administrative Analyst, 387-5285) on July 17, 2021; and County Finance and Administration (Matthew Erickson, County Chief Financial Officer, 387-5423) on July 27, 2021.

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Record of Action of the Board of Supervisors  
San Bernardino County

**APPROVED (CONSENT CALENDAR)**

Moved: Joe Baca, Jr. Seconded: Janice Rutherford  
Ayes: Col. Paul Cook (Ret.), Janice Rutherford, Curt Hagman, Joe Baca, Jr.  
Absent: Dawn Rowe

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: July 13, 2021



cc: ARMC - Gilbert w/agrees  
Contractor - C/O ARMC w/agree  
File - w/agree  
CCM 07/14/2021