



**BOARD OF COUNTY COMMISSIONERS**

**DATE:** March 24, 2015

**AGENDA ITEM NO.** 14

**Consent Agenda** ☐

**Regular Agenda** ☒

**Public Hearing** ☐

**County Administrator's Signature:**

**Subject:**

Approval of Ranking of Firms – Ambulance Services  
Contract No. 134-0452-P(CLM)

**Department:**

Emergency Medical Services and Fire Administration /  
Purchasing

**Staff Member Responsible:**

Craig Hare / Joe Lauro

**Recommended Action:**

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD), SITTING AS THE EMERGENCY MEDICAL SERVICES (EMS) AUTHORITY (AUTHORITY), APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE A CONTRACT FOR AMBULANCE SERVICES WITH THE NUMBER ONE RANKED FIRM, PARAMEDICS PLUS, L.L.C., (PARAMEDICS PLUS) LARGO, FLORIDA.

**Summary Explanation/Background:**

Sec. 54-62(b) of the County Code requires a competitive process be used to contract for ambulance service no less frequently than every 11 years. That timeframe will be met on September 30, 2015.

On December 8, 2014, the Purchasing Department on behalf of the EMS and Fire Administration Department let a Request for Proposal (RFP) with the intent of obtaining the services of a qualified firm to provide all Emergency and Non-Emergency Advanced Life Support Paramedic Ambulance Services for Pinellas County using the Authority's trade name and registered mark - Sunstar.

An evaluation committee consisting of the following representatives, along with the Purchasing Department acting as facilitator and EMS and Fire Administration acting in an advisory capacity, met on February 26, 2015 to evaluate and score proposal submittals:

1. Ms. Kelly Cullen, EMS Advisory Council Chairman - Director of Nursing, Morton Plant Mease (Baycare)
2. Mr. Anthony Degina, EMS Medical Control Board Member - CEO, Largo Medical Center (HCA)
3. Chief Richard Graham, Pinellas County Fire Chiefs Association President - Chief, Lealman Fire Rescue District
4. Mr. James Gubbles, EMS System Expert - CEO/President Reno EMS Authority, Reno, Nevada
5. Chief Ian Womack, EMS Advisory Council Member - Rescue Chief, City of St. Petersburg Fire Rescue

The firms in order of ranking are as follows:

Paramedics Plus	931.25 Points
LifeFleet Southeast, Inc. d/b/a American Medical Response	846.98 Points

A number of program enhancements were built into the Model Ambulance Services Agreement which was part of the Request for Proposal (RFP) solicitation:

1. The ambulance fleet was increased from 66 to 70 ambulances to meet service demand.
2. Improved clinical orientation requirements for all new Paramedics and Emergency Medical Technicians (EMT).
3. Improved procedures and protocols to reduce hospital bed delays and eliminate reimbursement to the ambulance provider.
4. Documented requirement to maintain National Incident Management System (NIMS) compliance and training.
5. Documented requirement to maintain advanced electrocardiogram (ECG) monitor/defibrillators deployed in 2014.
6. Improved patient business services requirements to enhance ambulance billing efficiency.
7. Improved requirements for the management of the EMS Central Supply warehouse.
8. Reduces the annual base contract inflation adjustment to a range of 0-4%. The prior agreement was a range of 3-5.5%.
9. Increased the Irrevocable Letter of Credit from \$1 Million to \$2 Million and increased liquidated damages in the Event of Default from \$4 Million to a total of \$6 Million.
10. Allows for new graphics and markings on ambulances that will improve visibility and safety as well as provide an updated image of the EMS Authority's trade name and logo.

With approval of the Board, staff will begin the negotiation process with the number one ranked firm, Paramedics Plus. Negotiations will be centered on finalizing the Model Ambulance Service Agreement by incorporating the following enhancements proposed by the number one ranked firm:

1. Finalize the Fleet Plan to include updated graphics and markings and four (4) additional proposed ambulances.
2. Incorporate improved (90% to 91%) Emergency Response Time compliance proposed.
3. Incorporate "Just Culture" methodology for improved patient safety and clinician professional development. Just Culture is a health care management methodology used to create a share accountability culture that reduces human error and improves patient care and outcomes.
4. Incorporate non-reimbursed Dedicated Standbys, recycling program expansion, National Association of EMTs Training Center designation, "Fit Responder" program, and all equipment enhancements proposed. Fit Responder is a training and fitness program designed to improve safe patient handling and movement for the purpose of reducing on the job injury, and to improve the wellness of Paramedics and EMTs.

**Fiscal Impact/Cost/Revenue Summary:**

Estimated Expenditures for the Initial Term of Five (5) Years is Not to Exceed \$246,443,154.00

Funding source: EMS fund utilizing Ambulance User Fee Revenues.

Note: This amount includes reimbursement for medical supplies, anticipated inflation and transport growth at 5% per year, but does not include unanticipated transport demand during a disaster or EMS Emergency.

**Exhibits/Attachments:**

Contract Review

Ranking Spreadsheet

Price Comparison Worksheet



PURCHASING DEPARTMENT  
CONTRACT REVIEW TRANSMITTAL

CATS NO.:  
**45830**

PROJECT: Ambulance Services

RFP NUMBER: 134-0452-P(CLM)

TYPE: ☒ Purchase Contract ☐ Other: ☐ Construction-Less than \$100,000 ☐ One Time

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

**RISK MANAGEMENT:** Please enter required liability coverage on pages: 12-16 in RFP and Section 601 of Service Agreement and Appendix D of Service Agreement

This is a Five Year (5) Contract

Estimated Five Year (5) Expenditure: \$232,000,000

(This figure includes medical supplies and 5% annual growth.)

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	Purchasing Dept. C. Mancuso, Interim. Director	10-13-14	CLM		
2.	Requesting Dept. Craig Hare – Director, EMS & Fire Administration	10/14/14	C. HARE		

**Using Dept please provide below information:**

- A. ☐ Yes, funding for this project is using grant funding. ☐ No, funding for this project is not using grant funding.  
If grant funding is being used you must provide Purchasing with the exact clauses that need to be on attached document.
- B. \_\_\_\_\_ Initial and Date Funding is available for this project.  
Provide title of funding source \_\_\_\_\_
- C. Please check attached vendor list. Circle vendors you want bids mailed to. Add additional vendors with complete information (Name, Address, Phone and Email)

3.	Risk Management Director Attn: Virginia E. Holscher (Check applicable box at right)	10/14/14	GLW	See changes to Ins Requirements Appendix D	HIGH RISK NOT HIGH RISK
4.	BCC Finance Attn: Cassandra Williams	10/17/14	CBW	See comment on p. 25 of 38 & 29 of 38.	
5.	Attorney's Office Attn: Don Crowell Miles Belknap	10/24/14	[Signature]	See notes attached. Will work w/ Candy to incorporate.	
6.	Executive Director Bruce Moeller, Interim Chief of Staff	11/7/14	[Signature]		
7.	Interim Asst. County Administrator Attn: Joe Lauro	11/13/14	[Signature]		

RETURN ALL DOCUMENTS TO PURCHASING

Make all inquiries to: Candy Mancuso at Extension 44250

In order to meet the following schedule, please return your requirements to Purchasing by: 10/27/14

**PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET**

**Ambulance Services  
134-0452-P(clm)**

<b>COMPANY NAME</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>TOTAL POINTS</b>	<b>TOTAL AVERAGE</b>	<b>RANK</b>
	<b>Kelly Cullen</b>	<b>Anthony Degina</b>	<b>Chief Rick Graham</b>	<b>Jim Gubbels</b>	<b>Chief Ian Womack</b>			
Paramedics Plus, LLC	940.00	940.00	918.75	940.00	917.50	<b>4656.25</b>	<b>931.25</b>	<b>1</b>
LifeFleet Southeast, Inc. dba American Medical Response	838.98	843.98	851.48	868.98	831.48	<b>4234.88</b>	<b>846.98</b>	<b>2</b>

Date: February 26, 2015



Pinellas County Emergency Medical Services  
Ambulance Service RFP Pricing Worksheet

Proposer Name:

REQUIRED SUBMISSION FOR ALL PROPOSERS DO NOT REVISE WORKSHEET - ENTER VALUES IN HIGHLIGHTED FIELDS						
	CURRENT		AMR		PARAMEDICS PLUS	
	Pricing	Annualized Projected Expense	Pricing	Annualized Projected Expense	Pricing	Annualized Projected Expense
<b>BASE SERVICES &amp; STOP-LOSS</b>						
Base Services Transport Volume (monthly)	9,450		10,400		10,400	
Base Services Amount (monthly)	\$2,344,848.29	\$28,138,179.48	\$2,741,141.27	\$32,893,695.24	\$2,683,824.00	\$32,205,888.00
Stop-Loss Payment Rate (per Transport)	\$220.09	\$6,361,481.36	\$227.00	\$3,973,408.00	\$242.10	\$4,237,718.40
Projected FY14-15 Transport Volume (Most Recent 12 Months + 2% Growth)	142,304		142,304		142,304	
Critical Care Transport Base Amount (monthly)	\$83,910.61	\$1,006,927.32	\$86,428.00	\$1,037,136.00	\$87,267.03	\$1,047,204.36
Mental Health Transport Services Base Amount (monthly)	\$25,127.48	\$301,529.76	\$25,881.00	\$310,572.00	\$26,132.58	\$313,590.96
Tactical Emergency Medical Services Base Amount (monthly)	\$6,680.47	\$80,165.64	\$6,881.00	\$82,572.00	\$6,947.69	\$83,372.28
<b>BASE SERVICES &amp; STOP-LOSS SUBTOTAL</b>		\$35,888,283.56		\$38,297,383.24		\$37,887,774.00
<b>ADDITIONAL SERVICES</b>						
<b>Critical Care Transport</b>						
Reserve Critical Care Transport Call-Out Charge (per hour, 3 hour minimum)	\$175.52	\$52,656.00	\$181.00	\$54,300.00	\$193.07	\$57,921.00
Projected FY14-15 Reserve Critical Care Transport Call-Out Hours	300		300		300	
<b>Dedicated Standby</b>						
Dedicated Standby Rate (per hour per Ambulance, 3 hour minimum)	\$108.06	\$129,672.00	\$111.00	\$133,200.00	\$118.87	\$142,644.00
Projected FY14-15 Dedicated Standby Hours	1,200		1,200		1,200	
<b>Long Distance Transport</b>						
Long Distance Transport Base Rate (per transport)	\$306.03		\$315.00		\$336.63	
Long Distance Transport Mileage Charge (per mile over 25 miles)	\$2.94		\$3.00		\$3.23	
Projected FY14-15 Long Distance Transports	1,450	\$443,743.50	1,450	\$456,750.00	1,450	\$488,113.50
Projected FY14-15 Long Distance Transport Mileage	45,000	\$132,300.00	45,000	\$135,000.00	45,000	\$145,350.00
<b>PRICING FOR ADDITIONAL SERVICES</b>						
Secondary Mental Health Transport Unit (per hour)	\$50.02		\$51.00		\$55.02	
Disaster and Specialized Response Unit (per hour)	\$108.06		\$111.00		\$118.87	
Single Paramedic Dedicated Standby (per hour, 3 hour minimum)	\$54.02		\$56.00		\$59.42	
<b>SUBTOTAL ADDITIONAL SERVICES + MCO+FUEL FOR CURRENT</b>		\$1,167,909.50		\$779,250.00		\$834,028.50
<b>AMBULANCE RFP PRICING WORKSHEET ANNUALIZED ESTIMATE TOTAL</b>		\$37,222,193.06		\$39,076,633.24		\$38,721,802.50
				\$ 1,854,440.18		\$ 1,499,609.44
				5.0%		4.0%

NOTES:

- Does not include Outside Work Agreements (All Children's Transport Team and Bayfront RIPCC)
- Does not include Reimbursement for Medical Supplies or Reimbursement for Maintenance/Repair by Contractor
- Secondary Mental Health Transport Unit is used infrequently - provide pricing for Agreement
- Disaster & Specialized Response Unit is used infrequently - provide pricing for Agreement
- Single Paramedic Standby is used infrequently - provide pricing for Agreement

Difference  
\$354,830.74