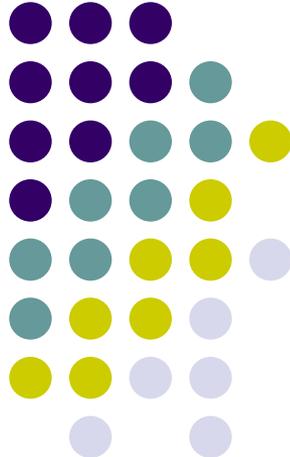


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# Request for Proposals for Ambulance Services in County Service Area #3

David Shrader  
The Polaris Group  
2/8/11





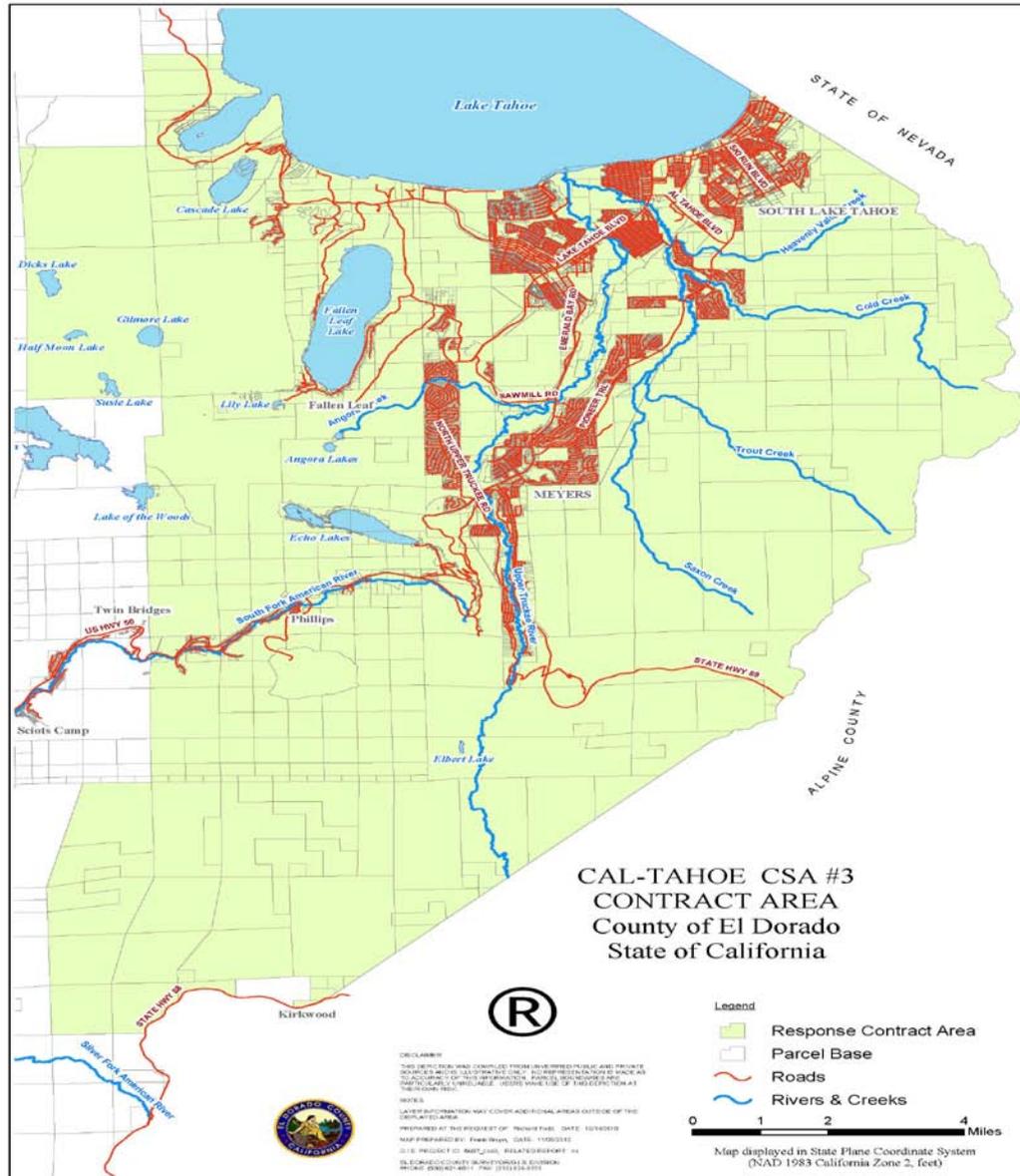
# History of CSA #3

- County is the provider of ambulance services under a public utility model
  - Contracts for dispatch and transport services
  - Provides funding through Benefit Assessment and fee for service
  - Sets ambulance rate schedule
  - Contracts for billing and collection services
  - Bills Medicare and Medi-Cal under the County's provider number
- Established CSA #3 as an Exclusive Operating Area (EOA) for 911 ambulance services in 2001 by the County's BOS
  - Non-exclusive area for inter-facility and critical care transports
- West Shore (Meek's Bay) area remains non-exclusive for all services

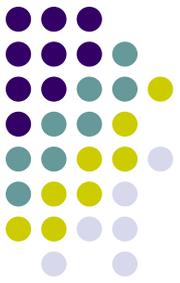
# El Dorado County's CSA #3 Response Area



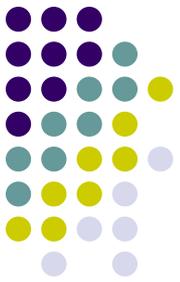
# CSA #3 Response Area Map



# Requirements for an EOA



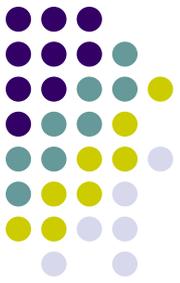
- Conduct a fair and open competitive process
  - Transparent and equitable applicant rating system
  - Repeat competitive process at regular intervals (at least every 10 years)



# Current Contract

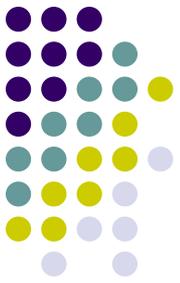
- Request for Proposals (RFP) process for exclusive provision of 911 ambulance services in CSA #3 was conducted in 2001
- County awarded contract to California Tahoe Emergency Services Operations Authority
  - Performance-based contract w/ penalties for failure to meet response times
  - 5-year initial term
  - Contractor earned 5 additional one-year extensions (for total of 10 years)
- Expires August 31, 2011

# New RFP Process



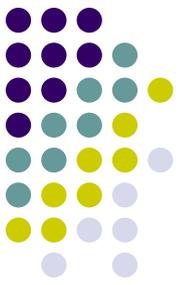
- Health Services Department partnered with the Polaris Group, County Counsel, the CAO's Office, and Procurement and Contracts to develop the current draft RFP
- Need new contract in place Sept. 1, 2011

# Major Elements of Contract Set Forth in the RFP



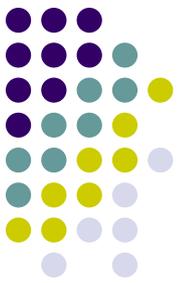
- Contractor will be expected to:
  - Provide 24/7 Advanced Life Support services
  - Provide/subcontract for dispatch services
  - Employ personnel who meet all State and local requirements (licensure, certification, etc.)
  - Furnish and equip ambulances as designated by EMS Agency policies
  - Accept ambulance rates set by BOS
  - Make ambulances available during declared disaster or major emergency

# Additional Elements of Contract Resulting from the RFP



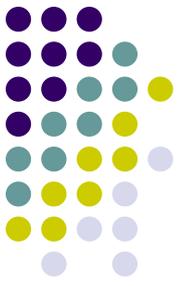
- 5-year initial contract with ability to earn 5 one-year extensions
- Performance based contract
  - Required response times
  - Penalties imposed if response times not met
- Exclusive services include all 911 emergency services as well as inter-facility and critical care transports
- Fixed-rate contract
  - \$166,500 per month/\$1,998,000 per year
  - Annual increase based on Medicare Ambulance Inflation Factor

# Proposed RFP Schedule of Events

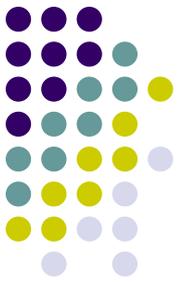


<b>RFP Review by BOS</b>	<b>February 8, 2011</b>
<b>If approved:</b>	
<b>Advertise and Issue RFP</b>	<b>February 8, 2011</b>
<b>Pre-Proposal Conference</b>	<b>March 1, 2011</b>
<b>Issue Addendum to RFP</b>	<b>March 4, 2011</b>
<b>Proposals with Credentials Due</b>	<b>April 1, 2011</b>
<b>Credentials &amp; Proposal Review</b>	<b>April 2 to 21, 2011</b>
<b>Oral Presentations</b>	<b>April 20, 2011</b>
<b>Credential &amp; Proposal Evaluation/ Scoring</b>	<b>April 20, 2011</b>
<b>Return to BOS for Contract Award</b>	<b>June 7, 2011</b>
<b>Implement Contract</b>	<b>September 1, 2011</b>

# Department Requests Authorization to:



- Release RFP
- Conduct open, competitive process to select contractor for ambulance dispatch and transport services in CSA #3
- Return to Board in early June to award contract



# Questions?