



# **Audit and Accountability Committee**

## **Post Solicitation Briefing for EMS Billing and Collection Services**

**Date: January 29, 2019**

**Presented by: Charles N. Hood, Fire Chief**

# Background

- Collection services performed by current vendor since 1992
  - In FY2018, current vendor had a Net Collection Rate of 56.07% (*percentage is not final until October 1, 2019*)
  - In FY2017, current vendor had a Net Collection Rate of 59.27%
  - Medical Incidents make up over 80% of total incidents
  - In FY2018, Fire responded to 160,711 medical incidents
    - 104,821 resulted in emergency medical treatment and billable fees to the patient.
    - \$24.4M in revenues were received
  - In FY2017, Fire responded to 158,404 medical incidents
    - 103,836 resulted in emergency medical treatment and billable fees to the patient.
    - \$25.5M in revenues were received
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# Solicitation Overview

## Project Overview

- Successful firm will provide Emergency Medical Services (EMS) Billing and Collection Services for fees charged to individuals for EMS services and EMS transports.
- The firm will bill Medicare, Medicaid, Private Insurance and the patients and will guarantee a minimum collection rate of 56% back to the City, for a given month after 12 months collection efforts.

## Solicitation Type

- RFP

## Estimated Value Annually

- \$2.3M Expenditures/  
\$25M Revenues

## Proposed Term

- 5 years with 2, 1 year options

# Recommended Award

RFP for EMS Billing & Collection Services 18-093 Score Summary FINAL EVALUATION Monday, January 14, 2019	Maximum Points	Firm #1	Firm #2	Firm #3
A - Experience, Background, Qualifications	40	37.20	26.20	22.60
B - Proposed Plan	30	30.00	19.80	16.00
A - B Sub-Total	70	67.20	46.00	38.60
C - Pricing	15	8.04	11.34	15.00
D - Local Preference Program	10	10.00	0.00	0.00
E- Veteran Preference Program	5	0.00	0.00	0.00
TOTAL SCORE	100	85.24	57.34	53.60
RANK BASED ON TOTAL SCORE		1	2	3

SBEDA Subcontracting Requirements: M/WBE, 13%

Local Preference Program – 10 Points

Veteran Owned Small Business Preference Program – 5 Points

# Due Diligence

## Finance and Audit Departments – Due Diligence Results

Number of vendors notified:	62
Number of vendors at pre-submittal conference:	8
Number of responses received:	5
Results of Minimum Requirements Review:	No Findings
Results of Due Diligence Review	No Findings