

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Supplemental EMS Coverage (Annual Contract) – RFP No. 22-0022
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of annual contracts with EMS Care Ambulance, LLC (Columbus, GA) and H&CS Services, LLC dba Community Ambulance (Columbus, GA) for supplemental EMS coverage on an as-needed basis.

The EMS providers will provide supplemental advanced life support transport services in support of the City’s Columbus Fire and Emergency Medical Services Department. The services and requirements include the following:

- A. Accept Medicare and Medicaid assignment and write off the balance above the Medicare and Medicaid approved amount.
- B. Accept the amount approved by private insurance carriers and write off balance.
- C. Provide a mechanism for patients who are not covered by insurance to make partial payments, based on the patient's financial ability to pay, until the account is paid in full.
- D. Charge the same rates for emergency transport as Columbus Fire and EMS.
- E. Participate in a quality assurance program with representatives of Columbus Fire and EMS to regularly examine the operational effectiveness and quality of care delivered under the terms of the RFP. The vendors shall submit all required operational and other reports necessary to effectively conduct the review process.
- F. All equipment shall be equivalent to Columbus Fire and EMS equipment.
- G. The successful vendor(s) shall attempt to meet the following performance standards listed in items 1 & 2 below and the reporting requirements listed in item 3 below.:
 - 1. Benchmark goal of a 60 second turnout time 90% of the time- (from receipt of call to wheels rolling).
 - 2. Benchmark goal of a 6-minute travel time 90% to the time- (wheels rolling to arrival at the scene).
 - 3. Report baseline times (actual times) monthly (15th of the month) in an Excel readable format- (actual times).

H. The vendors shall at their expense procure and maintain on each ambulance 800 MHz radio equipment to provide direct communication with Columbus Fire and EMS units and the 911 Dispatch Center.

The initial term of the contracts shall be for two years with the option to renew for three additional twelve-month periods. The contract renewals will be contingent upon the mutual agreement of the City and the Contractors.

Annual Contract History:

The previous 5-year contracts were awarded per Resolution No. 49-17, dated February 14, 2017, to EMS Care Ambulance, LLC (Columbus, GA), H&CS Services, LLC dba Community Ambulance (Columbus, GA), and Lifestar Response of Alabama d/b/a Care Ambulance (Columbus, GA).

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry and DemandStar on February 2, 2022. This RFP has been advertised, opened, and evaluated. Two proposals were received on March 4, 2021, from the following firms:

- EMS Care Ambulance, LLC (Columbus, GA)**
- H&CS Services, LLC dba Community Ambulance (Columbus, GA)**

The following events took place after receipt of the proposal.

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation Meeting	03/31/22	The Purchasing Manager advised evaluation committee members of the RFP rules and process, and the using department representative provided an overview. Proposals were emailed to each committee member to review.
1 st Evaluation Meeting	04/14/22	The committee discussed each proposal and did not require clarification from either vendor.
Evaluation Forms Sent	04/25/22	Evaluation forms were forwarded to the voting committee members.
Evaluation Forms Received	05/05/22	The final set of evaluation forms were received.
Evaluation Results	05/16/22	Evaluation results were forwarded to the committee.
Award Recommendation	05/17/22	The evaluation committee unanimously recommended award to both vendors.

Evaluation Committee:

The proposals were reviewed by voting members of the Evaluation Committee, which consisted of two representatives from the Columbus Fire & EMS Department and one representative from the Muscogee County Sheriff's Office.

Two additional Columbus Fire and EMS Department representatives served as alternate voters.

Two additional representatives from the Columbus Fire and EMS Department served as non-voting advisors.

Award Recommendation:

The voting committee members unanimously recommended award to both vendors: EMS Care Ambulance, LLC and H&CS Services, LLC dba Community Ambulance.

Vendor Qualifications/Experience:

• H&CS Services, LLC dba Community Ambulance

- Community Ambulance is a wholly owned member organization of Community Health Services of Georgia, a not-for-profit integrated post-acute health care delivery system serving patients in all 159 Georgia counties, with numerous health care services in West Centra Georgia.
- Community Ambulance has more than 45 years of experience and has been an EMS provider in Columbus since 1999.
- The medical doctor of Community Ambulance is currently certified as a diplomate in the specialty of emergency medicine by the American Board of Emergency Medicine.
- Community Ambulance is currently certified by the Centers for Medicare and Medicaid Services to accept human specimens for the purpose of performing laboratory examination or procedures.
- Below are the last three entities for which the firm provided similar services:

Macon-Bibb County, GA

Ongoing

Community Ambulance has been an Emergency Response provider since 1982. There is no contract nor is there any governmental subsidy.

Columbus Consolidated Government

March 2004 – Present

Supplemental EMS coverage.

Crawford County Board of Commissioners (GA)

April 2007 – Present

Community Ambulance has been an Emergency Response provider since 2007. There is no contract nor is there any governmental subsidy.

• EMS Care Ambulance, LLC

- EMS Care Ambulance, LLC is a private ambulance service that has been in business serving the Columbus, GA community and surrounding areas since 2011.

- EMS Care Ambulance, LLC has EMT-1, AEMT, and paramedics ranging from newly licensed to 28+ years' experience. EMS Care Ambulance Dispatch has 23+ years' experience.
- The medical doctor for EMS Care Ambulance is a board-certified ER physician.
- Below are the last three entities for which the firm provided similar services:

Columbus Consolidated Government 2017 – Present
Supplemental EMS coverage.

Chattahoochee County, GA April 2021 – April 2023
Sole emergency provider for 911 services.

Magnolia Manor (Columbus, GA) 2011 - Present
Emergency and non-emergency transport for facility residents.

The City's Procurement Ordinance, Article 3-110 (Competitive Sealed Proposals (Negotiations)), governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

The vendors shall bill patients for the services by charging the same rates for emergency transport as the Columbus Fire and EMS Department.

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE EXECUTION OF CONTRACTS WITH EMS CARE AMBULANCE, LLC (COLUMBUS, GA) AND H&CS SERVICES, LLC DBA COMMUNITY AMBULANCE (COLUMBUS, GA) FOR SUPPLEMENTAL EMS COVERAGE ON AN AS-NEEDED BASIS.

WHEREAS, an RFP was administered (RFP No. 22-0022) and two proposals were received; and,

WHEREAS, the proposals submitted by EMS Care Ambulance, LLC and H&CS Services, LLC dba Community Ambulance met all proposal requirements and were evaluated responsive to the RFP; and,

WHEREAS, the contract period shall be for two years with the option to renew for three additional twelve-month periods. Contract renewal is contingent upon the mutual agreement of the City and the Contractor.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to execute annual contracts with EMS Care Ambulance, LLC (Columbus, GA) and H&CS Services, LLC dba Community Ambulance (Columbus, GA) for supplemental EMS coverage on an as-needed basis. The vendors shall bill patients for the services by charging the same rates for emergency transport as the Columbus Fire and EMS Department.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2022 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____.
- Councilor Barnes voting _____.
- Councilor Crabb voting _____.
- Councilor Davis voting _____.
- Councilor Garrett voting _____.
- Councilor House voting _____.
- Councilor Huff voting _____.
- Councilor Thomas voting _____.
- Councilor Tucker voting _____.
- Councilor Woodson voting _____.

Sandra T. Davis, Clerk of Council

B.H. "Skip" Henderson III, Mayor