



CONFIRE

STAFF REPORT

DATE: December 11, 2023

**FROM: Nathan Cooke
Interim Director**

TO: Board of Directors

SUBJECT: Priority Ambulance Sub-Contractor Agreement Addendum

Recommendation

It is recommended that the CONFIRE Board of Directors (BOD) authorize the Interim Director to sign and execute the amended agreement between Priority Ambulance and CONFIRE authorizing Priority Ambulance to provide sub-contracting services for the Advanced Life Support and Basic Life Support Ground Ambulance Services, Interfacility and Critical Care Transport Services for Exclusive Operating Areas in San Bernardino County contract.

Background Information

The BOD previously approved an agreement between Priority Ambulance and CONFIRE to authorize Priority to provide sub-contracting services for the County of San Bernardino Ground Ambulance contract, on February 22, 2022.

In order for CONFIRE to be a responsive proposer to the County Ground Ambulance contract, it was important to secure a sub-contractor agreement with Priority Ambulance prior to submitting our proposal. That agreement covered the general terms related to the types of services that would be provided by Priority Ambulance and did not include the associated cost because the terms of the County contract were not solidified at that time.

The CONFIRE BOD and the CONFIRE Administrative Committee gave direction to CONFIRE Staff to submit a proposal on behalf of CONFIRE, for the County of San Bernardino Request for Proposal (RFP) for Advanced Life Support and Basic Life Support Ground Ambulance Services, Interfacility and Critical Care Transport Services for Exclusive Operating Areas in San Bernardino County.

CONFIRE worked tirelessly with our member and contract agencies, our sub-contractor Priority Ambulance, consultants, and other key stake holders to develop a proposal that was responsive to the County's needs. The proposal presented a forward-thinking, integrated, public-private model that delivers the advantages of an all-encompassing regional alliance paired with mobile healthcare innovations that will serve our community needs and our hospital customers.

As a result of our submission, the County of San Bernardino has awarded CONFIRE the Ground Ambulance Services Agreement, which spells out the terms and conditions that will need to be met by CONFIRE and Priority Ambulance, as our sub-contractor.

The agreement will commence on October 1, 2024, and will be in place for 5-years, with a potential extension for an additional 5-years, thereafter.

As a result of the award, Priority and CONFIRE had to amend the previously approved agreement to include the updated requirements and cost associated with the final Advanced Life Support and Basic Life Support Ground Ambulance Services, Interfacility and Critical Care Transport Services for Exclusive Operating Areas in San Bernardino County, contract.

Fiscal Impact

CONFIRE agrees to pay Priority \$208.50 per unit hour. It is estimated that Priority will provide 435,654 hours annually.

The revenue generated from the County of San Bernardino Ground Ambulance Services Agreement will be used to pay Priority and fulfill the terms of the agreement.

The estimated total annual amount to be paid to Priority will be \$90,833,859.