



CITY OF NOVI CITY COUNCIL
AUGUST 14, 2023

SUBJECT: Consider the recommendation from Consultant Review Committee to award the City's Emergency Medical Services contract to Medstar Ambulance, Inc., with a zero \$0 subsidy for five (5) years effective January 23, 2024 subject to final review of the form of agreement by the City Manager's office and City Attorney.

SUBMITTING DEPARTMENT: Public Safety – Fire Department

BACKGROUND INFORMATION:

The City's Emergency Medical Services (EMS) Provider Agreement with Superior Ambulance Service will expire on January 23, 2024. City Leadership Staff and the Purchasing Manager developed and posted a Request for Proposal (RFP) for EMS Services. The RFP was written to include issues such as response times, number of dedicated Advanced Life Support (ALS) Units, patient care, employee screening, accreditation status, and mutual aid. The purpose and intent of the RFP was to seek the best candidate to provide quality health care services at competitive cost to community members and visitors to the City.

On May 25, 2023, the City of Novi Finance Department posted on Michigan Inter-Governmental Trade Network/BidNet the RFP for Emergency Medical Services. A mandatory pre-proposal meeting was held on June 2, 2023, at the Novi Civic Center with six (6) ambulance companies in attendance. Sealed proposals were received until 2:00 p.m. on June 15, 2023, with a total of three (3) bidders that included: Huron Valley Ambulance, Medstar Ambulance, and Superior Ambulance. However, Star Ambulance, Alliance Mobile Health, and Universal Ambulance did not submit a proposal.

A review panel was appointed by Director of Public Safety/Chief of Police Erick Zinser that included, at the time of establishment: Fire Chief Jeff Johnson, Assistant Fire Chief John Martin, and Assistant Police Chief Scott Baetens. Reviewers thoroughly looked over each bidder's proposal with alternate(s) and completed a Qualifications Evaluation Form. Additionally, Chief Johnson and Assistant Chief Martin

conducted in-person visits at Huron Valley Ambulance and Medstar Ambulance. As Superior Ambulance is Novi's current provider the Fire Department meets with Superior monthly and knows their operations and facilities.

The review panel made their recommendations to the Consultant Review Committee to choose Alternate #1 and award the bid to Medstar Ambulance:

Alternate #1 - Seven and one-half (7.5) minute response time, zero subsidy and three (3+) plus ambulances dedicated for service located within the City of Novi limits at all times. Medstar stated that they agree to a straight five (5) year contract rather than the two (2) years with an option to renew for an additional three (3) years in one (1) year increments.

RECOMMENDED ACTION: Approve the Recommendation from Consultant Review Committee to award the City's Emergency Medical Services contract to Medstar Ambulance, Inc., with a zero \$0 subsidy for five (5) years effective January 23, 2024 subject to final review of the form of agreement by the City Manager's office and City Attorney.