

STAFF REPORT



SUBJECT: EMS Billing Contract

DEPARTMENT: Fire Department

STAFF CONTACT: Robert Isbell

RECOMMENDATION:

Consider a new contract award for EMS billing services.

BACKGROUND:

The current EMS billing company is at the end of contract and two extensions. Requests for Proposals were advertised on September 3rd and 10th. The city received proposals from two EMS collection firms on September 23, 2022. The proposals were evaluated and ranked based on specific weighted criteria, including experience, references, billing and collections history, reports, as well as rates and expenses. The review committee ranked each proposal independently and the results were compiled for rankings. Although the submittals were from capable firms, the submittal by Emergicon ranked the highest due to the firm's experience, references, and rates. A copy of the ranking sheet is attached to this report.

FISCAL IMPACT SUMMARY:

Both proposals indicate a potential increase in revenue with lower rates than the current provider.

ALTERNATIVES

Deny all proposals and solicit again.

EMS Billing RFP Grading

	Max Pts.	Emergicon		Change Healthcare	
		Raw	%	Raw	%
Procedures and Reports	3	8	2.4	8	2.4
Billing and Collections	3	9	2.7	5	1.5
Rates and Expenses	2	10	2	7	1.4
Qualifications and Experience	1	9	0.9	9	0.9
References and Feedback	1	10	1	7	0.7
	10	46	9	36	6.9