



**July 24, 2013**

**TO: EMSA Board of Trustees**

**FR: Stephen Williamson  
President and Chief Executive Officer**

**RE: Recommendation of Ambulance Service Provider**

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The Selection Committee, as described on page 57 of the Request for Proposal for provision of ambulance services has made a unanimous recommendation to the EMSA Board of Trustees;

*The committee recommends the Board of Trustees approve American Medical Response (AMR) as the successful bidder under the terms of this RFP. The committee further recommends the Board approve Scenario Two (2) as the contract scenario, offering the public continual excellent clinical outcomes. This scenario also offers the service at the least cost to EMSA of all the scenarios.*

1. Award of Points for Qualifications to Provide Transport Service – Scoring will be based on a point system with points allocated to each category in the required outline format of the proposal. Each proposal shall be separately and independently scored by each Selection Committee member as follows:
  - a. *Compare.* Each committee member shall individually compare submissions relating to a single category (e.g., Control Center Operations – Qualifications of Personnel).
  - b. *Identify the strongest submission and assign maximum points.* On the basis of that comparison, each committee member shall identify the strongest submission in that category and shall award to that proposer the maximum points shown for that category.
  - c. *Award relative points to other submissions.* Having assigned the maximum possible points to the strongest submission, each individual committee member shall then award points to the other proposals in that category, consistent with such member’s assessment of the relative strengths of the competing proposals, on that category only. For example, if the maximum number of points available in a category is 10, the proposal judged the best will be awarded 10 points. The second best will be awarded less than 10 points; the third best will be awarded fewer points than the second best, and so on.
  - d. *Repeat process for all criteria.* Each individual committee member shall then repeat steps a. – c. until scores have been assigned for all categories shown on the scoring sheets.
  - e. *Tabulate scores.* The EMSA CFO and an outside accounting firm will tabulate the points.

## Selection Committee Member 9

Item	Possible Points	Proposer AMR	Proposer Paramedic Plus
<b>I. Introduction</b>			
Description of the Proposed Organizational Structure	0		
<b>II. Clinic Performance</b>			
A. Suggested Medical Protocols	5		
B. Clinical Credentials of Field Personnel	10		
C. Financial Reserve for Clinical Upgrades	10		
D. Quality Improvement Processes	15		
E. In-service Training	15		
F. Employee Recruitment, Screening and Orientation	10		
G. Preceptor Qualifications/Status	5		
H. Internal Staff Support for Medical Director	5		
<b>III. Community Service/Education Programs</b>			
<b>IV. Control Center Operations</b>			
A. Qualifications of Personnel	10		
B. In-service Training	10		
C. Employee Recruitment, Screening and Orientation	10		
D. Methods for Fine-tuning Deployment Plans	20		
<b>V. Human Resources</b>			
A. Treatment of Incumbent Workers	10		
B. Compensation and Benefits	10		
C. Leadership/Supervisory Training	10		
D. Diversity Awareness Training and Involvement Plan	10		
E. Health and Safety Programs	10		
<b>VI. First Responder Program Support</b>			
<b>VII. Fleet and Equipment Issues</b>			
A. Ambulance Maintenance Practices	20		
B. Equipment Maintenance Practices	5		
<b>VIII. Organization Experience and Key Personnel</b>			
A. Experience Providing Similar Services	20		
B. On-site Personnel	30		
<b>IX. Administrative</b>			
A. Provision of Insurance	0		
B. Method of Providing Performance Security	0		
<b>Total Quality Points</b>	<b>300</b>		

## **Qualifications To Provide Transport Service**

AMR	2631
Paramedics Plus	2201

Possible Maximum Score 2700

4. Award of Points for Pricing for ALS Transport – Pricing for ALS transport will be evaluated by the EMSA CFO and an outside accounting firm and a total cost of each proposal for the five-year period will be presented to the Selection Committee. The proposer judged to have the lowest price will be awarded 200 points. Points for the remaining proposals will be awarded based on the inverse ratio of each proposer’s price to the best price. For example, if proposer A’s price is 20% higher than the best price, proposer A will be awarded 80% of the maximum number of points. Each proposer’s point award will then be multiplied by nine (9).
5. Overall Compilation of Points for ALS Transport–The total points for proposals to provide ALS transport will consist of a maximum of 2,700 points for qualifications to provide ALS transport services (300 times 9 selection committee members) and 1,800 for price (200 times 9), for a grand total of 4,500 possible points. The proposal with the highest point total will be judged the best.

Recommendation – The Selection Committee recommend to the *EMSA* Board of Trustees which proposal best meets the requirements of the RFP and the *EMSA* system.

EMSA  
2013 RFP

	AMR	P+
<b>Total Quality Points</b>	2,621	2,201

**Pricing Points**

Scenario 1	1,800	1575
Priority 1 - 10:59		
Priority 2 - 24:59		
Priority 3 - 59:59		
Priority 4 - 19:59		
Exclusion - 200% of demand for hour of day day of week		

Scenario 2	1,800	1,474
Priority 1 - 10:59		
Priority 2 - 24:59		
Priority 3 - 59:59		
Priority 4 - 19:59		
Exclusion - alternative high demand calculation of 98% of demand for a rolling 52 week period		

Scenario 3	1,800	1,764
Priority 1 - 8:59		
Priority 2 - 24:59		
Priority 3 - 59:59		
Priority 4 - 19:59		
Exclusion - 200% of demand for hour of day day of week		

Scenario 4	1,800	1,760
Priority 1 - 8:59		
Priority 2 - 24:59		
Priority 3 - 59:59		
Priority 4 - 19:59		
Exclusion - alternative high demand calculation of 98% of demand for a rolling 52 week period		

**Grand Totals**

			Difference
Scenario 1	4,421	3,776	645
Scenario 2	4,421	3,675	746
Scenario 3	4,421	3,965	456
Scenario 4	4,421	3,961	460

EMSA  
RFP Pricing Recap  
Five Year Pricing Totals

	AMR	P+	Savings Between Company's	Additional Savings Between Like Scenario
<b>Scenario 1</b>	\$262,537,943.02	\$295,348,279.77	\$32,810,336.75	
Priority 1 - 10:59				
Priority 2 - 24:59				
Priority 3 - 59:59				
Priority 4 - 19:59				
Exclusion - 200% of demand for hour of day day of week				
<b>Scenario 2</b>	247,545,590.98	292,242,858.01	44,697,267.03	\$14,992,352.05
Priority 1 - 10:59				
Priority 2 - 24:59				
Priority 3 - 59:59				
Priority 4 - 19:59				
Exclusion - alternative high demand calculation of 98% of demand for a rolling 52 week period				
<b>Scenario 3</b>	\$302,128,599.68	\$308,237,036.29	\$6,108,436.61	
Priority 1 - 8:59				
Priority 2 - 24:59				
Priority 3 - 59:59				
Priority 4 - 19:59				
Exclusion - 200% of demand for hour of day day of week				
<b>Scenario 4</b>	\$298,027,676.43	\$304,695,596.83	\$6,667,920.39	\$4,100,923.24
Priority 1 - 8:59				
Priority 2 - 24:59				
Priority 3 - 59:59				
Priority 4 - 19:59				
Exclusion - alternative high demand calculation of 98% of demand for a rolling 52 week period				

## Exemptions

	Oct-12		Jan-13		May-13		Reduction Amount	
	East	West	East	West	East	West	East	West
Actual Overload Exclusions	368	477	627	571	291	441		
Overload Exclusions @ 200% of Average Demand	29	58	50	57	23	44	92%	90%
Overload Exclusions @ 98% Rolling	191	312	326	308	151	238	48%	46%
<b>Total Transports for Period</b>	<b>4952</b>	<b>5380</b>	<b>5195</b>	<b>5891</b>	<b>5142</b>	<b>5503</b>		

East

	29	50	23			
	<u>191</u>	<u>326</u>	<u>151</u>			
	162	276	128	566	189	11320

West

	58	57	44			
	<u>312</u>	<u>308</u>	<u>238</u>			
	254	251	194	699	233	<u>13980</u>
						25300

\$592.89

\$15,000,000.00