

DISCUSSION TO FINALIZE RFP PROVISIONS

CCEMS CHANGES

- The final decision regarding an award shall rest with the ~~Health Services Director~~ Board. (Pg. 18, Section II.G.2)
- The decision on contract award will be made by the ~~Health Services Director~~ Contra Costa County Board of Supervisors following the recommendation from the ~~Board of Supervisors~~ Health Services Director. If for any reason the selected Proposer is unable to enter into the Agreement in a timely manner in accordance with the time interval identified in the Procurement Time Line for contract negotiation, the Health Services Director, ~~upon direction from the Board~~, may proceed toward selection of an alternate Proposal, cancel the process, ~~seek further input from the Board~~... (Pg. 22, Section II.G.12)

ALS INTERFACILITY TRANSPORTS

- Included due to stakeholder input from healthcare facilities and CCEMS need for greater accountability
- Recommend no changes to draft RFP to:
 - Include ALS interfacility transports as part of EOA services
 - Control pricing by scoring price in RFP
 - Mandate performance provisions in RFP for quality and response times



RESPONSE TIMES

- The RFP requires Proposers to submit 2 plans
 - Plan A largely retains current response times but expands high density area in East County
 - Plan B allows for a 60 second increase in all high density areas of the EOA
- Recommend no changes to RFP other than small revisions to maps included in **Appendix 6**
 - County will be able to select response time performance levels based on evaluation of Plans A and B.

RESPONSE TO ISOLATED AREAS

- While the Contractor has the exclusive right to all emergency calls originating in the EOA, there are areas on the periphery of the County where the nearest paramedic-staffed ambulance may be located in an adjacent jurisdiction. In the interest of getting the quickest ambulance to the patient, the LEMSA ~~will approve the use of these closer ambulances contingent upon the Contractor executing a satisfactory mutual aid agreement with the agencies responding from a neighboring jurisdiction~~ requires the Contractor to make a good faith effort to execute a satisfactory mutual aid agreement with the agencies responding from a neighboring jurisdiction. The LEMSA will approve an appropriately structured agreement to use the closer ambulances. (Pg. 35, Section IV D.1.c)

IDENTIFICATION OF CLOSEST AMBULANCE

- In Response to the comment to identify closest ambulance, this is addressed in minimum requirements of the competitive criteria of the RFP
- “Contractor shall equip all ambulances with Automatic Vehicle Location (AVL) devices. Contractor shall make available to LEMSA designated dispatch centers the real-time AVL information for on-duty ambulances and supervisory units within the County.” (Pg 81, Section V.B.1)



FLEET SIZE

- Fleet size was corrected to be 120% of peak staffing.

PROPOSERS' CONFERENCE

- The RFP has been changed to make the Proposers' Conference Mandatory.
(Pg. 12-13, Section II.E.2)

SCORING MATRIX

- Request to include some form of first responder reimbursement as a competitive criterion that would be awarded additional points in scoring
- Consider revising scoring matrix II.H to allocate 300 points to 'Commitment to EMS System and Community' and 250 points to 'Healthcare Integration'

PERFORMANCE SECURITY

- Contractor shall furnish performance security in the amount of two million dollars (\$2,000,000) in one of the following forms: (Page 62-62, Section IV.H.12)
 - A faithful performance bond issued by a bonding company, appropriately licensed and acceptable to the LEMSA; or
 - An irrevocable letter of credit issued pursuant to this provision in a form acceptable to the LEMSA and from a bank or other financial institution acceptable to the LEMSA, or
 - If the Proposer is a governmental entity, the County will waive the performance bond requirement.
(Non-public bidders will incur costs that fire districts would not)

REVENUE EVALUATION

- Commenter wanted to ensure that additional federal and state reimbursement would be included in the evaluation of the financial information.
- Response:
 - Revenue from all sources will be documented and evaluated in the independent review of the Financial Documents



HIGHER LEVEL COMPETITIVE CRITERIA – FIRST RESPONDERS

- Shared medical direction with the provider
- Group purchasing arrangements that may allow First Responder agencies to acquire medical equipment and non-exchanged supplies at a lower cost
- Collaborative training programs
- Collaborative strategies to address call surges, including possible coordination of responses during MCI and other disaster events.
- Coordination between or collaborative continuous quality improvement programming



HIGHER LEVEL COMPETITIVE CRITERIA – FIRST RESPONDERS

- EMS Week Recognition and Awards Program Sponsorship
- Coordination of public education initiatives and programming
- Coordination of injury and illness prevention programs
- Collaborative public information services
- Proposers may propose other reasonable achievable strategies to be undertaken at the Contractor's expense, which would be likely to materially expand or enhance the capacity of first responder agencies to provide services more effectively or economically.

OPTIONS FOR CONSIDERATION

POTENTIAL ADDITIONAL EXAMPLES

- If fire districts within the EOA impose a first responder fee, the Contractor may negotiate with the districts to provide billing and collection services for these fees. (Recommend including as an additional higher level example)
- In the Contractor's response for Plan B, the contractor may provide additional support to the ALS and BLS first responders. This support may include financial and/or provision of services to the first responders. (Concern regarding imposing costs on non-public entities that would not be incurred in a fire proposal and potential anti-kickback issues)

INDEPENDENT COUNTY REVIEWER

- Options for selection
 - CAO's office recommends to the Board a reviewer and an alternate for BOS consideration
 - Supervisors may identify reviewer and alternate



INDEPENDENT OBSERVERS

- Option for consideration is to identify 2 independent observers to be present during the Review Panel's deliberations.
 - They would not participate in discussion or scoring but would be able to report back to the BOS regarding the process
 - May be recommended for selection by groups/associations (i.e. Medical Society, County and City Managers, etc.)