



**Contra
Costa
County**

To: Board of Supervisors
From: David Twa, County Administrator
Date: March 31, 2015

Subject: CONTRACT WITH CITYGATE ASSOCIATES LLC FOR INDEPENDANT FINANCIAL
CONSULTANT SERVICES RELATED TO THE EMS AMBULANCE RFP PROCESS

RECOMMENDATION(S):

APPROVE and AUTHORIZE the County Administrator, or designee, to enter into a contract with Citygate Associates, LLC in an amount not to exceed \$93,381 for independent financial consultant services related to the Emergency Medical Services Ambulance Request for Proposals process for the period April 1 through December 31, 2015.

FISCAL IMPACT:

The cost of the contract is \$93,381, which will be funded from the County General Fund.

BACKGROUND:

On September 9, 2014, the Board of Supervisors directed the County Administrator to secure a contract with an independent financial consultant to assist in validating the economic impact of bids received through the Emergency Medical Service (EMS) ambulance request for proposals (RFP) process. On January 13, 2015, the EMS Agency was directed to submit the Final Draft RFP to the California EMS Authority for review and approval, which included to the final financial components requested of bidders in their responses to the RFP.

☒ APPROVE

☐ OTHER

☐ RECOMMENDATION OF CNTY ADMINISTRATOR

☒ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **03/31/2015** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: Candace Andersen, District II
Supervisor
Mary N. Piepho, District III
Supervisor
Karen Mitchoff, District IV
Supervisor

ABSENT: John Gioia, District I
Supervisor
Federal D. Glover, District V
Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: March 31, 2015

David Twa, County Administrator and Clerk of the Board of Supervisors

By: Chris Heck, Deputy

Contact: Timothy Ewell, (925)
335-1036

The County Administrator's Office is recommending that Citygate Associates LLC conduct the independent financial analysis of all bids received in response the RFP.

BACKGROUND: (CONT'D)

Citygate brings a great deal of knowledge and experience to this process and is familiar with not only traditional medical reimbursements, but federal Ground Emergency Medical Transport (GEMT) reimbursements. Citygate will establish a baseline for revenues and expenditures under the EMS Agency's current service delivery model and will later compare bids received against that baseline to communicate the relative financial impact and risk exposure to our County for each bid received.

Ultimately, Citygate will release a Final Report integrating these findings to help inform the Board's decision on awarding the next ambulance contract. In addition, Citygate representatives will be in attendance at Board meetings during contract award deliberations to assist with questions of Board members and stakeholders.

CONSEQUENCE OF NEGATIVE ACTION:

The contract with Citygate Associates LLC will not be executed leaving the County without an independent financial consultant to evaluate bids received in response to the EMS Ambulance RFP.

CHILDREN'S IMPACT STATEMENT:

No impact.